Library

of the

University of Toronto

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JULY 1, 1904. NO. 27.

Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

CAMPERS' MIXED

This is not a mix-up of campers, but an assortment of staple biscuits put up especially for camping and picnic parties. If you want something that will please your customers, get a trial shipment from us.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

ADOLPHE E. SMYLIE, President | HENRY ROWLEY, Vice-Pres't | H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

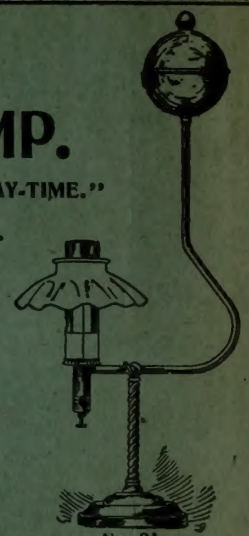
106-116 John St.,
227-237 Plymouth St., } Brooklyn, N.Y.

Illustrated Catalogue on request.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Crosse & Blackwell's

PEELS

Lemon *Orange*
Citron AND *Mixed*
(Light and Dark)

New Season's prices are right.

Special discount for large quantities.

Quality this year unusually fine.

C. E. COLSON & SON, AGENTS, MONTREAL

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada		1903
Provincial Exhibition	Halifax, N. S.		1903
Provincial Exhibition	Victoria, B. C.		1902
Pan-American Exposition	Buffalo, N. Y.,		1901
Paris Exposition	Paris, France		1900
Trans. Miss. Exhibition	Omaha, Neb.		1898
World's Fair	Chicago, Ill.		1893

S. oducts of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE ADAPTABILITY for all the purposes of fresh milk.

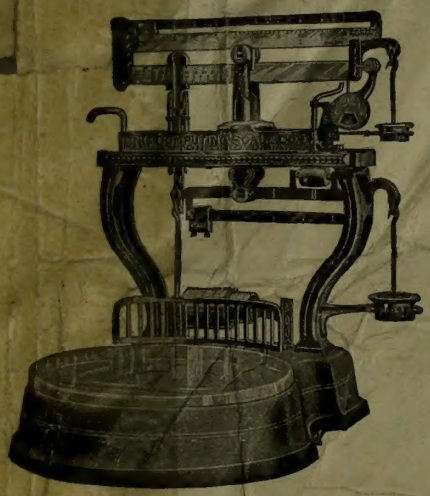
nd Address: Correspondence and Trade orders solicited.

ES, ILL., U.S.A. FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

EARN THEIR COST

while you pay for them.

ON EASY MONTHLY PAYMENTS.



The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of . . .

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

You Sell Confectionery?

"SMALL'S"

MAPLE CREAMS have taken all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork.

"SMALL'S"

MAPLE CREAMS are the healthiest and most delicious confections made.

Did you ever think how easy it is to sell them, and how profitable?

Write for Samples and Particulars.

Canada Maple Exchange
Montreal

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

No matter what others say, (and you know some people will say most anything on paper), it is an indisputable fact that **JAPAN** grows **BETT** **GREEN TEA** than Ind Ceylon, or China.

"Brain Work, or Science," does not count when Japan kno how to make Tea right and clean. For cleanliness **JAPAN T** stands above all others. **JAPAN TEA** is not picked by dir Chinamen or darkies of India and Ceylon.

JAPAN TEA

is picked by the cleanest people on earth, who recognize that "cleanliness is next to godliness," consequently

JAPAN TEAS

are always

PURE,

CLEAN

and

HEALTHY.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks; why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS Toronto Branch, 59-61 Front St, East

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 1961
Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

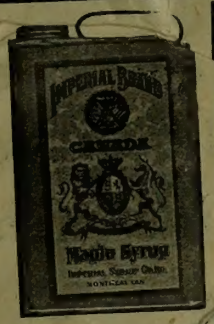
KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

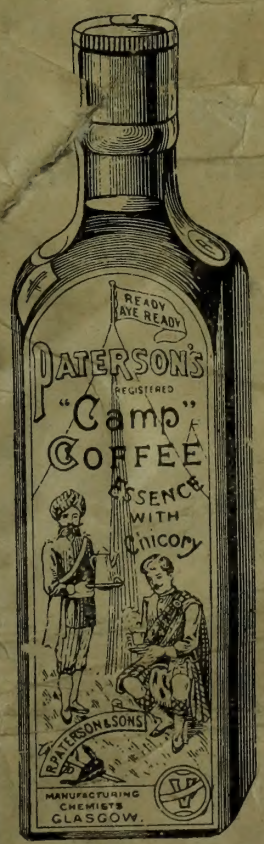
The Computing Scale Co. of Canada, Limited, - **164 King St. West, Toronto.**



"IMPERIAL" BRAND MAPLE SYRUP

"The syrup that sells on sight—and quality."

ROSE & LAFLAMME, Agents, MONTREAL.



PATERSON'S CAMP COFFEE ESSENCE

Sells easily at a good profit—and that's about all any grocer wants.

ROSE & LAFLAMME,
Agents, Montreal.

Facts About Ceylon!

Ceylon has lakes of great beauty; and excellent canals made by the Dutch, a provision against drought.

There is no country that compares with Ceylon for the cultivation of tea. Climate and soil seem to be destined by the God of nature for its propagation.

Ceylon Teas are cured black or green, and commend themselves to tea-drinkers because of their flavor, strength and economy.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Say! Mr. Grocer. Yes, **YOU**. You sell Soap? Send for a copy of our **profit-sharing agreement.** It means dollars in your pocket.

The Duncan Company

P O. BOX 292. **Montreal**

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF

for

b

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

Every Housewife...

knows the

BURLINGTON CANNING CO.,

Burlington, Ont. **Limited,**

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches. Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. **54 Noble St., TORONTO.**

Want

Something Cool to Drink

Let no one suppose that the summer season will count out.

You may be sure of it and the wise tradesman will anticipate his customers' summer needs

The Grocers' Favorites

Lime Fruit Juice
Lime Juice Cordial
Raspberry Vinegar

These are favorites with the grocer because favorites with the public. Make sure you are well stocked and with the "Lytle" Brand.

The T. A. LYTLE COMP[illegible], Limited
124-128 Richmond St. West, TORONTO, Can.

In Store

A Complete Assortment of

"ZOECO" BRAND

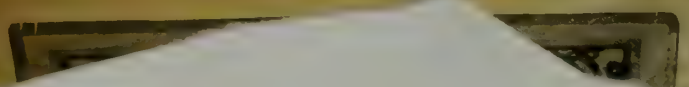
COCOA and MILK
CHOCOLATE and MILK
FRENCH COFFEE and MILK
COFFEE and MILK
EX. S.S. MONTROSE

These goods are put up in London, Eng., by the well known firm of

R. LEHMANN & CO., Ltd.

Write for Prices and Full Information to

J. H. MAIDEN
Canadian Agent MONTREAL



The BEST Laundry [illegible]!

[illegible]fit!

SALMON

The run is on now and our correspondents from the coast wire us that it will be very small indeed.

THERE WILL BE A BIG RUN

on the popular brands, and especially those which can be sold to you with full

DELIVERY GUARANTEED

That's what we are now offering, and we will deliver every single case we sell. Don't take any chances at all; and you don't have to, as we are not going to charge any extra price. We made our purchase months ago of

CLOVER LEAF—Talls and Flats
ARROW—Talls

The former is specially fancy packed Fraser River Sockeye. Every tin wrapped in tissue paper. Arrow is best quality of Red Sock-eye Salmon.

OUR PURCHASE THIS YEAR

of Clover Leaf and Arrow

IS MORE THAN DOUBLE

the quantity ever sold before in one year in the whole of Toronto, which shows the

INCREASING POPULARITY

of these brands. Order now. We bought a lot of these fish but they will soon be all sold.

We also have all grades of cheaper fish to offer.

CANADA BROKERAGE CO., LIMITED
WHOLESALE GROCERS
9 Front St. E., Toronto

PHONES
MAIN 870
" 2282

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.

Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

"His Money's Worth."

A commercial writer puts the case as follows:

> "The very essence of successful trading is now recognized to lie in the fair exchange, which secures to each successive purchaser 'his money's worth' by giving him what he wants, rather than in exacting more than your due out of his need."

That is strongly illustrated in the history of WOOD'S COFFEES, which for 25 years have given every purchaser "his money's worth" and are now more largely sold than ever before.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

It's a Decided Advantage

to have goods that are their own recommendation.
You do not have to "talk them up."

BOECKH'S BRUSHES AND BROOMS AND CANE'S NEWMARKET WOODENWARE

Speak for themselves. They are the best line of goods any grocer can carry. Once used they are always asked for.

UNITED FACTORIES, LIMITED

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, Ont.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

REPRESENTATIVE CANADIAN CROCERS

J. C. McKerchar, of Winnipeg.

THE oldest and one of the most prosperous grocers doing business in the City of Winnipeg to-day is J. C. McKerchar, and well it may be said does he deserve that distinction. Opening up in the grocery business over twenty years ago, when he and his partner, Mr. Pickworth, conducted a small grocery store on the east side of Main street, a few doors north of Market street, under the name of Pickworth & Co., after being one year in this place the property was sold and they were obliged to move to the corner of Main and Higgins streets, several blocks north on the same side of the street. They had only been in their new quarters three months when another unfortunate turn of things brought business to a sudden crisis, for here they were burned out early one evening shortly after closing up the store for the night.

Mr. McKerchar, acting with a prudence such as one would expect in a man of his calibre, immediately turned his attention to a consideration of his customers and their conveniences. How was he going to retain his hard worked for and well established trade? He at once arranged with a friend of his who was in the grocery business near by to fill all orders for his customers, and meanwhile by personal letters to every one of them he stated the circumstances and that he would be ready to welcome them back in a short time to a new store which he had secured a few doors north. Here he stayed for over 18 years, up to the time when he moved into his new store, a splendid three-storey brick block a few doors south of Logan street.

On Mr. McKerchar's books to-day may be seen the current accounts of customers who purchased their first bill of goods when he opened up in the year of 1881.

Nature of Trade.

The nature of his trade is both rural and urban, as he does an extensive mail order business, shipping goods to all parts of Manitoba and the Northwest Territories. In Winnipeg he largely caters to the family trade, but in addition he has a large custom from the leading hotels throughout the city.

The stock carried by Mr. McKerchar is well assorted, and all lines are of the very finest grades obtainable, as he is particular when buying never to purchase inferior goods. A special line that he carries is jams, jellies and marmalades manufactured by the R. W. Scott Co., of Carluke, Scotland, for which he has the sole Canadian and United States agency. He also makes a specialty of a brand of baking powder known as the "Maple Leaf," so called after his store and expressly put up for his own trade.

Credit Business.

In conversation with a representative of The Grocer Mr. McKerchar stated that the credit system was both essential and beneficial. "Where you have a cash business," said he, "a customer is very likely to purchase numerous small groceries at other places more convenient to his residence. This arises owing to the fact that the payment of bills rendered is usually out of the question any oftener than monthly on account of the greater number of business firms paying salaries on the thirty day system. Thus the impracticability of conducting a city grocery business on a cash basis is easily seen."

Mr. J. C. McKerchar, retail grocer, Winnipeg.

Trade Journals.

In speaking of trade journals, Mr. McKerchar said he regarded The Canadian Grocer as an invaluable medium of information for the retail grocer. It touched on all points of interest regarding the trade. He himself had been a constant reader of The Grocer for years. Should a grocer desire to ascertain the latest news concerning the tea market, the sugar situation, or the canned good trade, all that was necessary was to refer to The Grocer, which contained concise and detailed reports which were indispensable to the tradesman wishing to purchase his goods on the best margin.

Window Display.

In window displays Mr. McKerchar is very particular. In his opinion the most careful attention should be given to the dressing of windows, as an attractive window is a splendid advertisement and acts as an index to a store's interior.

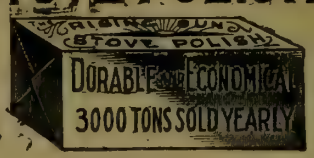
In 1879, when he was but a boy, Mr. McKerchar entered the employment of Wishart & Roy, retail grocers in the City of Winnipeg, who have since gone out of business. After two years experience his ambition persuaded him to strike out for himself. In 1881 he entered in partnership with Mr. Pickworth. This partnership was shortly afterwards dissolved, however, and Mr. McKerchar was left the sole proprietor and owner of the business.

Mr. McKerchar says the school of experience has taught him many useful maxims as he has gone along, for instance: "Pay as you go, meeting all papers when due in order to secure your discounts." "Buy sharp and buy the best that can be had." "Keep all details under your personal hand in regard to the management of your business." "Give special attention to the interior appearance of your store and the arrangement of the stock." "See that all orders sent out are satisfactory and that they meet with the approval of your customers."

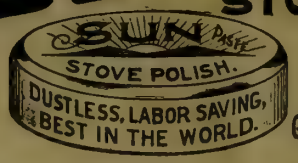
New Premises.

The splendid three-storey brick block that Mr. McKerchar erected last Summer is a decided acquisition to the business section of Winnipeg. The interior of the store is very pleasing with its massive counter extending from end to end of the spacious floor. The well constructed shelves which face the two side walls from ceiling to floor are well stocked with neatly arranged and assorted goods of all lines which will always appeal to the artistic eye of the casual observer. The regularity and systematic way in which all orders are taken and dispatched by the large staff of efficient and obliging clerks is in itself a drawing card.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass,

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

JAPANESE TEA REPORT

From Our Own Correspondent.

Kobe, June 6, 1904.

AT the beginning of the new tea season this year all the foreign firms adopted a cautious policy, hesitating to operate. At the time many of the principals were absent in Yokohama or elsewhere, studying the market and future prospects, and the consequnece was unusual quietness in the market. Thus, the few transsactions which occasionally transpired between the Japanese were at a much lower rate than last year, so much so that holders in many instances found it to their advantage to reship consignments to Yokohama.

The first business of the season took place on May 2, when a sample lot of ... piculs changed hands at 36 yen, and on the following day the Japan Tea Company commenced purchases ... they continued for several days at 20 per cent. to 25 per cent. lower than during the corresponding period last year. As prices at Yokohama gradually advanced, transhipments to the northern port rapidly increased. The result was a steady advance in values in Kobe. As soon as the heads of the firms arrived on the scene they began to operate, thus putting additional life into the market; prices in consequence advanced at one bound yen 2.00 per picul. The activity imported to the market was such that as soon as cargoes arrived from the interior they were eagerly taken up to replenish the bare markets. In order to avail themselves of the active market and favorable prices prevailing, producers in the interior also hurried their preparations and sent their tea to the market with all possible despatch. This has unfortunately brought about a reaction.

Cargoes accumulated and prices dropped; holders subsequently made further concessions in prices, which fell as low as y6 to y7 per picul from the highest point: These conditions continued until the end of May.

The unexpected advance in prices ruling at one time was due to the prices having gone up in sympathy with the Yokohama market, where exporters were obliged to buy on account of having engaged freight for outgoing steamers. The rise was in no way attributable to favorable market conditions in America. Directly, however, the immediate demand had been satisfied, the inquiry suddenly subsided, causing considerable drop in prices, as above stated.

There is a scarcity of superior leaf, the growth of which was rather rapid owing to rainfalls at the picking season. Another reason for the scarcity is the great haste displayed by producers who neglected to sort superior leaf from common stuff.

This is why the price of superior quality is maintained at a comparatively favorable level, in spite of lower grades undergoing a heavy drop in values. It is a pity when producers in their eagerness to take advantage of a favorable market forget to exercise ordinary care and attention in producing a desirable quality. The tendency is in the direction of the production of undesirable leaf in larger quantities than is prudent to maintain equilibrium, with a collapse in prices the inevitable result. Producers have too often been deceived by unsolicited advice volunteered by self-styled experienced tea men, who, boasting of their practical knowledge of the American markets, at one time declare that Americans want tea for price, while at another they advise the production of superior quality alone. In the face of such conflicting opinions, it is no wonder that producers are more inclined to follow the actual market and aval themseves of every opportunity to secure a favorable price.

According to the returns of the Agricultural and Commercial Department the total export of tea during 1903 was about forty million catties (400,000 piculs), valued at some y14,660,000. It is expected there will be no material decrease in this year's production, though it is ikely there will be a serious shrinkage in the value of tea.

The high price that at one time prevailed, as above stated, is alleged by an old tea man to have been due to eager purchases made by foreign firms in anticipation of a war tax on tea. Fortunately, or unfortunately, this has not materialized so far. The market is demoralized and foreign firms are disinclined to operate unless for a bargain.

The total quantity of tea brought to Kobe from various districts was 51,108 packages, a decrease of 3,293 packages as compared with arrivals in May, 1903, Japan tea is exported in the ratio of 60 per cent. from Yokohama, and 40 per cent. from Kobe; the quality also of

TALKING ABOUT GOODS

Do you stock our "EMPIRE" lines? Quality unquestioned, profit good.

EMPIRE SALMON
(a real Fraser River Sockeye Salmon)
EMPIRE BAKING POWDER
EMPIRE COFFEE
EMPIRE EXTRACTS

EMPIRE MUSTARD
EMPIRE RICE
EMPIRE SYRUP
EMPIRE TEA
25c., 40c., 50c. packages, etc., etc.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Selected Valencias
AND
Filiatra Currants

Our stock is heavy and intending purchasers will do well to consult us

JAMES TURNER & CO.
BRANCH CANADA GROCERS LIMITED
HAMILTON

NOTICE TO THE TRADE
—WHY Buy any Brand of Canned Goods when you can have the

"TARTAN" BRAND

at fair price and Quality so superior.
—Labels so attractive.
—and Made in Canada.

Send your order by mail or 'phone, and we will give you a fair, square deal.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers . . . **HAMILTON.**
LONG DISTANCE ONLY, No. 596.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

There are Three Kinds of Jar Cheese

MacLaren's Imperial

MacLaren's Roquefort

and

The "Just as Good" Kind

It's a pleasure to sell the first two, but the others don't "wear."

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,

MANUFACTURERS AND AGENTS

51 Colborne St., - Toronto, Ont.

that shipped from Yokohama being superior to the Kobe leaf.

In consequence of the poor results obtained from the Government subsidy in the American markets, an exploitation of the Russian market was tried, with the most sanguine results. Several trial shipments of Japan black tea were made at the close of the last year, and would have continued in increased quantity this year had not the war broken out.

NEW STEAMSHIP SERVICE.

GREAT interest is being taken in Montreal just now in the probability of a new line of steamers being placed on the Atlantic service by the Canadian Lines, Ltd. This company is already doing business between Havre and Rotterdam, and Quebec and Montreal, and among their vessels are the steamers Halifax and Quebec. Last week the Elder-Dempster steamer Lake Simcoe, a large passenger vessel, was chartered by this company for this trade. There is a likelihood also of the well-known liner Lake Erie being added to the fleet. It is understood that Sir Alfred Jones, president of the Elder-Dempster Co., is extensively interested in this new movement. Many ideas have been discussed, referring to the possibility of expanding the service to Bristol, and to other well-known ports, in order to meet the requirements of the rapidly increasing Canadian trade.

ADVERTISING PAYS.

Archdale Wilson, of Hamilton, reports that he has contracted for space in over 400 papers in Canada to advertise Wilson's Fly Pads, and that his list, when complete, will run up to 480. The result has been very largely increased sales.

MOLASSES

Barrels, Half Barrels, 3-lb. and 2-lb. Tins.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Business Changes

ONTARIO.

THE stock of A. Abe, general merchant, Glen Robertson, has been sold at 41c on the dollar.

W. A. Dack, grocer, Cobden, has been succeeded by F. Allen.

The Sovereign Oil Co., Comber, have obtained a charter.

The Union Tobacco Co., Leamington, have obtained charter.

W. E. Hayward, grocer, London, has gone out of business.

J. Taylor, grocer, Toronto, has sold out to W. J. Swain.

Lusty Bros., grocers, Rodney, have sold out to Dugald Leitch.

W. McDonald, grocer, Barrie, has assigned to Thomas Beecroft.

The Dominion Supply Co., Ottawa, have gone into liquidation.

F. M. Pearson, general merchant, Orland, has been burnt out.

The Thamesville Canning Co., Thamesville, have obtained a charter.

G. F. Dean, general merchant, Lobo, has sold out to H. J. Marsh.

T. S. Durham, grocer and baker, Sault Ste. Marie, has sold out.

The Frankford Canning & Packing Co., Frankford, have obtained charter.

Patterson Bros., bakers and confectioners, Thornbury, have been burned out.

Mooretown Salt Co., Mooretown, have advertised their manufacturing plant for sale.

B. Heise, grocer, Toronto, has sold out to F. Lee, who has sold out to J. Taylor.

The W. H. Steele Co., wholesale tobacconists, Toronto, have offered to compromise.

T. H. Pelow, dealer in groceries and liquors, Kingston, has assigned to N. E. O'Connor.

Spencer Bros., confectioners, etc., St. Thomas, have sold their east end store to T. H. Duncombe.

Sushack & Yerick, general merchants, Wilno, have assigned to E. A. Larmonth; meeting of creditors advertised for June 29.

QUEBEC.

J. P. G. T. Buist, general merchant, Ste Tite, is dead.

L. H. Chouinard, general merchant, Matane, has assigned.

J. Honsey & S. Koora, fruit dealers, Montreal, have registered.

J. L. Racicot, grocer, Montreal, has assigned to A. Desmarteau.

G. Patterson, general merchant, Wakefield, has suffered loss by fire.

J. S. Going & Co., hay and grain exporters, Montreal, have registered.

J. W. Piche & Frere, millers, St. Ephrem D'Upton, have registered.

W. Lafortune & Co., grocers and liquor dealers, have dissolved partnership.

A. Barsalo, grocer and liquor dealer, Montreal, has sold to O. T. Fernet.

S. Girouard, grocer and liquor dealer, Montreal, has sold to J. A. Vaillancourt.

Kent & Turcotte have been appointed curators to J. L. Mathieu, grocer, St. Roch.

The assets of J. L. Sequin, general merchant, St. Simon, are advertised to be sold.

G. Tate, grocer, Montreal, has assigned to Bilodeau & Chalifoux; meeting of creditors on June 30.

The assets of J. Perron, general merchant, St. Paul's Bay, were advertised for sale on June 30.

J. Fisher & Co., general merchant, Jonquieres, have appointed V. E. Paradis curator; assets to be sold on June 30.

The assignment of Arthur Saucier, produce merchant, Montreal, has been demanded; consent of assignment has been filed.

James Scott & Co., wholesale hay and grain dealers, Montreal, have suf-

Upton's

Pure Fruit Jams, Jellies and Orange Marmalade

"are the goods." We are now shipping this season's Strawberries.

fered loss by fire; loss covered by insurance.

P. Colozza, general merchant, Chicoutimi, is asking for an extension of time.

Miller & Gagnon, grocers, Quebec, have registered.

Cardinal & Bedard, grocers and liquor dealers, Montreal, St. Henry, have assigned; V. E. Paradis, provisional guardian.

A meeting of the creditors of Bigonesse & Sequin, general merchants, Labelle, was announced for June 23; assets to be sold on June 30.

NEW BRUNSWICK.

W. L. Mallory, general merchant, Perth, is dead.

O. B. Akerley, grocer, St. John, is selling off stock to close business.

G. B. Johnston, general merchant, Anagance, has sold out to A. M. Brown.

The stock of F. L. Worden, grocer and meat dealer, has been seized under bill of sale.

Vanwart Bros., grocers and meat dealers, St. John, have been succeeded by J. W. Vanwart.

Mann & Ayer, general merchants; Petitcodiac, have dissolved partnership; there is a new co-partnership of D. S. & F. Mann.

MANITOBA AND N.W.T.

S. Greenberg, grocer, etc., Winnipeg, has had meeting of creditors.

Code & Crozier, general merchants, Olds, have sold to Logan & Brown.

G. Hon, liquor dealer, Neudorf, has been succeeded by Hon & Ellerman.

S. Feinstein, general merchant, Herbert, has sold out to A. E. Penner.

G. Olafson & Co., flour and feed merchants, Winnipeg, have been burnt out.

Gouin & Dube, general merchants, Montmartre, have dissolved partnership.

Balkind & Balkind, grocers, Winnipeg, have dissolved partnership, L. Balkind continuing in business.

W. J. Robertson, of McKenzie & Co., grocery and hardware dealers, Winnipeg, has retired from business.

Reid & Spence, general merchants, Parr's Siding, have sold their hardware stock to W. V. Stevenson.

The stock of the estate of W. J. Heaslip, general merchant, Minto, was advertised for sale by auction on June 28.

BRITISH COLUMBIA.

Wilson & Barclay, general merchants, Silverton, have dissolved partnership.

S. Hagen, general merchant, Mount Sicker, has been burned out; loss covered by insurance.

NOVA SCOTIA.

Bezanger Bros., manufacturers of boneless fish, Seal Harbor, have registered.

"PROTECTION AND PRICES"

"and the Farmers' Home Market" is the title of an octavo volume of 250 pages, issued by Watson Griffin of Toronto. It is a collection of a number of editorial articles on protection and kindred subjects appearing in "Industrial Canada," the official organ of the Canadian Manufacturers' Association during the year 1903, and the first five months of 1904. That the first edition tion reached a circulation of 78,000 and that the present or second edition has already reached 20,000, speaks well for this interesting series of articles on the industrial conditions existing in Canada for the past two or three years. It will prove especially acceptable to those holding protectionist views, as it gives within small compass a reasonably complete and readable review of this aspect of the situation.

A JAPAN TEA MERCHANT.

FRESH from the Orient, Mr. J. H. Craven, a Japan tea merchant, arrived at the Windsor Hotel, Montreal, this week, on his way to New York and London. He stated that he had been in Japan since the war broke out, and that trade had not been disturbed to any material extent by the war. There was a slight delay in the shipment of up-country teas, owing to the railways being occupied by war transport service. He visited Hankow, the great Chinese tea market, just before leaving the East. He mentioned the distance from the coast to Hankow as being 600 miles, and stated that the railway now under construction from Hankow to Pekin, was well under way. About 280 miles of the line had been completed. He referred in passing to the great fertility of the country, on both sides of the Yang-tse-Kiang River, emphasizing that it was easy to grow two crops of rice and wheat there. In referring to the war, he was confident of a Japanese victory all along the line.

NEWS FROM THE BAHAMAS.

LAST week Montreal was visited by the Hon. Anton Bertram, Attorney-General of the Bahama Islands. He is a well-known English barrister, and resides in Nassau, the capital of the islands. He is anxious for an extended trade relationship between Canada and the Bahamas. He touched upon the fact that the preferential clauses of the United States, in favor of Cuba, had worked against the Bahamas, and it remained to be seen how seriously the pineapple trade with the United States would be affected. Another industry which was occupying attention in the Bahamas was the preservation of the sponge beds. Another great asset of the Bahamas was sisal, which was so much used in the manufacture of binder twine. In this Canada was vitally interested. There might be much further development in sisal shipments to Canada, if greater attention was paid to it. Trade in flour could also be extended. Canadian flour had been much appreciated in the Bahamas. He was glad to say that large numbers of Canadian tourists visited the Bahamas Islands, but he was sorry to state that they did not tell much about what they had seen. Improvements were being made at the harbor of Nassau, which would enable larger steamers to call there.

NEW SALT COMPANY.

A company for the manufacture of salt from the wells of the Cleveland-Sarnia Sawmills Company's mills is being formed in Sarnia. The new company will be known as the Empire Salt Co., and will be capitalized at $50,000. J. I. Carter will be the manager. It has entered into a contract with the Cleveland-Sarnia Sawmills Company to operate the salt block at the mill property and will have a plant with a capacity of 50 barrels per day.

RUSSIAN CUSTOMS LAW.

SOME regulations in the Russian customs law governing fines imposed on foreign imports will be of interest to Canadian exporters in connection with the drawing up of invoices for Russia, as the strictest accuracy in the statements contained in invoices is essential to the avoidance of these fines.

Fines are imposed upon imports that do not correspond with invoices as follows:

1. For either discrepancy or excess in weight exceeding five per cent. and not caused by dampness or dryness during transportation, allowances being made in either case, a fine of double the regular duty is charged.

2. For difference in quality, a fine of two-thirds the regular duty is charged.

3. For difference in quantity—i.e., number of pieces—a fine of double the regular duty is charged.

4. In case of attempted fraud in the consignment of goods the goods are confiscated and the fine charged in addition.

Appeals can be made against these charges and decided by an expert commission.

Interior Views

Red Rose Tea Warehouse

THE LARGEST AND BEST EQUIPPED BUILDING OF THIS KIND IN CANADA

Views showing the offices, shipping and blending departments and machinery will be published in the "Grocer" from week to week, for several weeks hence, and will convey a very good idea of how a modern tea business is conducted.

GENERAL OFFICE. 50 FEET BY 22 FEET.

This office is occupied by the Cashier, Ledger Keepers, Order Clerks, Collection Clerks and Typewriters.

A printing plant will soon be in operation in connection with this office and will assist greatly in the prompt execution of the clerical work.

T. H. ESTABROOKS

Branches
TORONTO WINNIPEG

Tea Importer and Blender, ST. JOHN, N.B.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Bacon vs. Heavy Pork.

SEVERAL years ago Canadian farmers produced heavy pork almost exclusively. This was before Canadian bacon had won its present enviable reputation in foreign provision markets. Then Canada exported little or no animal products, its yearly supply being required to feed the numerous lumbering and mining camps dotted here and there over the entire Dominion.

To-day the tables are reversed. Canadian farmers have been educated to grow the bacon hog for export, and that the change has brought money into their hands may be readily gathered from a minute's conversation with any Canadian exporter of provisions. At the same time, an epicurean tendency has taken possession of Canadian lumbermen and miners. Instead of long clear bacon and fat, dry pork, they're satisfied now with nothing less than the lightest ham and breakfast bacon, with other delicacies to correspond. A dinner in an up-to-date Canadian logging camp in 1904 is quite equal to the same meal served in an eastern hotel ten years ago.

In certain districts of Canada—the Ottawa Valley, for instance, there is still a demand for heavy meat. Ten thousand barels of American mess pork are sold to one of the lighter article as grown in Canada, and as a matter of fact it is the importation of American mess pork to Canada that causes a comparison of American exports in provisions to the United States and American importations to Canada to favor the States. Canadian farmers have decided that it pays better to raise light hogs, and are unable to supply the home demand that exists for heavy pork, the result being that the United States have entered this market.

English Provision Markets.

Latest reports of the London, Eng., provision market say the butter market is improving at advanced prices for some descriptions. Bacon has been in slow demand, and quotations have been generally reduced, while hams are in more request. In lard, trade has been dull for bladdered, pails, and boxes of all kinds. Eggs in best sizes are firm, while s all sizes are in less request. In cheese the market is quiet and prices are irregular.

"Dairymen Favor 'Preference.'"

THE Eastern Townships Dairymen's Exchange, Quebec, has passed the following resolution:

"That this exchange expresses its appreciation and hearty sympathy with the stand which the Hon. Joseph Chamberlain is taking in Great Britain for an Imperial preferential tariff, whereby the low-priced dairy products of foreign countries shall not be allowed to compete on equal terms with the higher grade article exported to Great Britain from her colonies, of which Canada is proud to be one;

"It is furthermore resolved, that, in the opinion of this exchange, a surtax on all foreign dairy products would be beneficial to the colonies, which to-day play such an important role in affairs of the British Empire."

In seconding this motion, A. J. Brice, a prominent exporter, declared that Chamberlain's hands should be strengthened by the colonies, whom he was aiding, and that, since Canada was soon to receive great remuneration through the supply to England, not only of all her cheese and butter, but also from the great and growing Northwest, of all her bread, she must be prepared to assume certain obligations in the nature of naval and military support.

Waxed Cheese.

A large English cheese importer who has been paying close attention to waxed cheese arriving on the English market from various sources, gives the following as his opinion:

"The only advantage derived from waxed cheeses so far as I can see is, that they have a cleaner appearance when turned out of the boxes, and being practically hermetically sealed, do not lose the weight; in fact, in many cases I have seen them turn out over the weight marked on the boxes.

"In my opinion, in all cheese there is a natural evaporation of water and certain gases, which improves the cheese when kept some months and which is natural maturing, whereas in the waxed cheese this does not go on, but all the water, etc., is confined in the cheeses. These when kept any length of time, instead of becoming matured, are worse than they would have been if sold new. The water is secreted mostly around the sides, top and bottom, as though trying to find a way of escape, and when these cheese are tried they are usually found to be quite soft and watery."

Market for Canned Goods in England.

The commercial agent of the Dominion Government stationed at Leeds and Hull, Eng., reports a growing demand for canned goods (fruits, vegetables, etc.), and that as the freight from Montreal to Liverpool is only $1.25 per ton of 2,240 lbs., a large and lucrative business ought to be done in that market by the Canadian manufacturer.

Cool-Curing in New Zealand.

RECENT New Zealand papers mention the installation of an extensive plant for the cool-curing of cheese by the Dalefield Dairy Co., said to be the largest cheese factory in the world under one roof. The management of this factory have carefully watched the results obtained by cool-curing at the Government illustration stations in Canada and at the American experimental stations, and in consequence have been the first in New Zealand to adopt the new system. The machinery alone in the Dalefield cool-curing room cost nearly $2,500, and the proprietors expect that this outlay will be amply repaid. Canadian factory owners cannot afford to let their competitors in the sister colony get ahead of them in the matter of factory equipment and up-to-date methods of management.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

GLASS JARS
FOR
Sliced Bacon Sliced Beef

A new thing in Canada. Equal to anything packed on the American continent,—best, we think, since Canadian hogs are superior to American. A magnificent summer line for home, holiday and camp.

Beechnut Sliced Bacon		Beechnut Wafer Sliced Beef	
1-lb Glass Jars, per doz....	$2.50	1-lb Glass Jars, per doz....	$2.50
1-lb Tins "	$2.40	1-lb Tins "	$2.40

Special discount to bona fide Wholesale Grocers.

The Dominion Packing Co., Limited, = Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED.
PORK AND BEEF PACKERS,
TORONTO. ONT.

LONG CLEAR BACON

Finest quality, new cured, light sides for summer cutting trade.

Write, Wire or Phone for Prices.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

ROYAL YEAST CAKES

MOST PERFECT MADE.

SOLD AND USED EVERYWHERE.

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—There has been a good demand for provisions on account of the hot weather, but stocks are heavy, and as the demand has not been sufficiently large there has been a drop all around. Pork is down 1-2c, and lard from 1-8 to 1-4c. The export market in fresh meats remains strong, and only fractional declines are noted in the high limits. Prices this week are:

Long clear bacon, per lb	$ 0 07¾	$0 08
Smoked breakfast bacon, per lb	0 12	0 12½
Roll bacon, per lb	0 09	0 09½
Small hams, per lb	0 12	0 13
Medium hams, per lb	....	0 12
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 13½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	17 00	17 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07	0 07¼
" tubs "	0 07¼	0 07½
" pails "	0 07¼	0 07¾
" compounds, per lb	0 07	0 07¼
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	9 50	10 50
" front quarters	5 50	6 50
" choice carcases	7 50	8 25
" medium	7 00	8 00
" common	6 50	7 00
Mutton	7 00	8 50
Lamb, yearling	9 00	11 00
" spring	12 00	13 00
Veal	6 00	8 50
Hogs, light	....	7 50
" heavy	....	6 75

Butter—There is no export demand for butter, and the local market is overcrowded. Supplies coming to hand are very large, and the quality good. Large dairy rolls have disappeared. We quote this week:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy prints	0 13	0 15½
" in tubs	0 12	0 14

Cheese—Board prices, as predicted, came down 1-2c, and it is likely there will be a further decline. When England offers only a certain price, it is unreasonable for our factories to hold out for a higher price, since the market is controlled entirely by the English market. The factories that withheld their cheeses when 8c was offered, simply because 8 1-2c had been received, are now forced to accept from 7 1-2 to 7 3-4c. An English buyer in Toronto within the past week said that the English market for cheese was very poor. England is looking for cheaper cheese, and she will have it or do without. Cheese buyers are not controlled in the least by favors to customers, as the egg men are, and if they can't get what they want at the price they want, the factories must keep their stock. Board reports are as follows:

Board.	Boxes.		Price
Campbellford	1,985		0 07⅞
Ingersoll	890	(none sold)	0 07⅞ 0 07⅞
Stirling	960		0 07 11-16
Picton	*1,930	(none sold)	0 07⅞
Peterboro'	*5,600	(two-thirds sold)	0 07⅞
Woodstock	41	(none sold)	0 07½
Brockville	4,000	(none sold)	0 07½
Madoc	1,330		0 07 11-16
Kingston	1,428	(very few sold)	0 07½
Tweed	820		0 07⅞
Winchester	1,782	(none sold)	0 07½
Vankleek Hill	2,086	(half sold)	0 07½
Perth	2,470		0 07⅞
Iroquois	*1,219	(sold on curb)	0 07½
Napanee	1,855	(none sold)	0 07½
Ottawa	2,403	(very few sold)	0 07½
Listowel	1,909		0 07½
Kemptville	1,663		0 07½
Belleville	4,700	(third sold)	0 07⅞
Alexandria	1,430		0 07½
Lindsay	1,975		0 07 11-16

*Colored Cheeses.

A glance over this list will show that comparatively little has been sold. The same occurred last week, and stocks in the hands of factories must be getting large. In cases where there were no sales, the prices quoted are the highest offered. In most cases sellers were holding out for 8c, but 1-4c less was as high as was obtained. As a result of lower board prices, the dealers' list has come down. We quote:

	Per lb.	
Cheese, large, old		0 10½
" new	0 08½	0 08¾
" twins	0 08¾	0 09

Montreal.

Provisions—An easy feeling in the live hog market was the feature that attracted attention in the trade this week. The receipts on Monday were 380 packages of tinned meats, twenty-five packages lard, and nine boxes of ham and bacon. Despite the small offerings of hogs, the tone of the market was much easier. In fact, the market for dressed stock went down 25c per 100 lbs. The demand from butchers was fair for small lots, and fresh killed abattoir stock sold at $7.50 per 100 lbs. The movement of pork was slow and in lard business was quiet. Smoked meats went well and activity ruled. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07⅝
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis		
Half-bbls., over tierce	....	0 00¾
60-lb. tubs, "	....	0 00¾
20-lb. wood pails "	....	0 00¾
10-lb. tins, "	....	0 00¾
5-lb. tins, "	....	0 00¾
3-lb. tins, "	....	0 01
Wood net, tin gross weight—		
"Boar's Head" brand, tierces, per lb	....	0 07⅛
" " ½-tierces, per lb		0 07⅜
" " 60-lb. fancy tubs	....	0 07¼
Cases, 20 3-lb. tins, per lb	....	0 08¼
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07⅞
20-lb. wood pails, each	....	1 53
20-lb. tin pails, each	....	1 43

Butter—Butter is still quiet. At country points an equivalent of 17 1-2c was paid for Townships butter, laid down here, while at the wharf on Monday 700 boxes changed hands at from 17 1-4 to 17 1-2c. For the season to date the export movement compares well with the last season, showing, in fact, by actual figures, 55 per cent. in advance. The total exports for the season were 52,108, against 33,617, a gain of 18,491. The arrivals of butter in Montreal have been much in excess of those last year, running into 141,504 boxes, against 122,473 last year.

Cheese—Dullness and heaviness still mark the cheese market. The demand is light from the Old Country, and it is generally thought that unless prices drop considerably no improvement will take place in the export trade. The decline has gone so far already that it seems foolish to expect further drops. Since last week a cent of decline has taken place, and the irregularity of the market has dampened enthusiasm among the producers. At the wharf Monday

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer.
67 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

Few Flies last year
No Flies this year
if you use
Wilson's Fly Pads
Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

A reminder to you that we carry the best assorted stock of

CANNED GOODS in Canada.

Look over your stock—make out your list of wants,—send us your order and we will satisfy you. We GUARANTEE the packer, quality and DELIVERY. Order promptly.

Tomatoes,

Corn,

Peas, — Sweet Wrinkle, Early June, Champion, Standard, Marrowfat, English Garden, Sifted, Extra Faultless, etc., etc.

Beans, — Refugee, Wax.

Baked Beans, Plain, In Chili Sauce, In Tomato Sauce.

Pumpkins,

Asparagus,

Succotash,

Spinach.

Cherries, Red and White Pitted.

Strawberries, Heavy Syrup.

Raspberries, Heavy Syrup.

Apples, 3s. and Gallons.

Lawtonberries,

Gooseberries,

Pineapples, Sliced, Grated, Whole.

Peaches, Yellow.

Pears, Bartlett, Yellow.

Plums, Lombard, Green Gage, Egg, Heavy Syrup.

Salmon—are going to be high. Be wise, order now. We can sell you—
VICTORIA, Horse-Shoe, O-Wee-Kay-No, Clover Leaf tall or flat.

Laporte, Martin & Cie.

Wholesale Grocers, and Wine and Spirit Merchants,

Montreal.

(We close on Friday, July 1st—Dominion Day.)

Of especial interest—

to all good grocers are our two special offerings this week—

NEW SEASON'S MAY PICKINGS

Japan— TEAS

BOXES 40 LBS.

—DUE TO ARRIVE NEXT WEEK—

The advance samples have arrived per express and show them to be exceptionally pleasing in both style and draw—

OUR QUOTATIONS ARE RIGHT

We have made arrangements with the packers whereby we are enabled to offer the celebrated

"Judge" brand Salmon—

IN PORCELAIN LINED TINS—

as a 25 cent retailer

This fish is packed fresh and clean from cold salt water, in porcelain lined tins, thus insuring perfect freedom from any deleterious effects of tin—

THE BEST VALUE IN CANNED SALMON ON THE MARKET TO-DAY—

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO.

cheese sold at 7 1-4c, a drop of half a cent in a few days. At that price, 8,000 boxes changed hands.

The exports for the season so far have fallen off as much as 44 per cent.

The arrivals of cheese in the city were for last week 101,046 boxes, against 118,833 for the same week a year ago. For the season to date, or to June 28, they have been 415,383, as against 494,785 in the last year.

——

St. John, N.B.

Provisions—In barreled pork and beef, while there are fair stocks held, there is very little business. Prices in both lines are firmer, there being quite a little advance in pork. In pure lard, merchants advise limited sales. They are carrying full stocks, and while last lots were bought lower than ever, the market in the West seems firmer, and considering the exceptional low prices, it is thought still there is a fair chance for a good profit on the basis of these late prices. Refined and compound lard find but little sale. In fresh meat, particularly in beef, markets are firm. Beef is quoted for both domestic and western at quite an advance on the late prices. Lamb is still high, receipts being low. Mutton seems to be perhaps the one dull feature, although there is but a limited demand for pork. Veal commands full figures.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 50	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 07	0 08
Western beef "	0 09	0 10
Mutton "	0 07	0 08
Veal "	0 08	0 09
Lamb, each	3 00	3 50
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" " pails "	0 08¼	0 08¾
Refined lard, tubs	0 08	0 08¾
" " pails	0 08¼	0 09

Butter—The market is fully supplied, and except for best quality sales are light, even at the present low prices. There is still some little western butter being received.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—These are hardly as firm, although quite full prices are still obtained. There is a good steady demand, with better receipts.

Eggs, henery	0 18	0 20
" case stock	0 14	0 15

Cheese—Domestic made are now entirely supplying the market, and are being freely offered. Prices are fairly firm. In the local market there is no particular demand outside of the regular steady sale.

Cheese, per lb	0 10¼	0 11

——

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails	4 80
" 20 " in cases	1 90
" 10 " "	6 05
" 5 " "	6 15
" 3 " "	6 25
" Compound, in 20-lb pails	1 75

Cheese—The market continues firm, and the demand is good, and cheese is now quoted at 8 3-4c a lb.

Butter—The market situation is about the same. The demand is heavy, and stock is much easier. We quote the following prices:

Creamery, per lb	0 22
Dairy, per lb	0 19

Cheese Storage on Sea-board

According to a report received by the Extension of Markets Division of the Department of Agriculture, a shipment of Canadian cheese was recently landed at London, England, in a heated condition, due to being carried across the ocean from Montreal in a poorly ventilated part of the ship. The Department points out that as the warm weather has now begun further complaints of a similar character are liable to be received unless the practice of stowing cheese in parts of the ship having no means of ventilation is stopped. In order to protect their own interests cheese exporters should insist that their cheese shall only be stowed in holds well equipped with ventilating apparatus.

Fresh and Cured Fish

RETAIL FISH TRADE OF MONTREAL.

THE retail fish trade of Montreal is confined to a small area. One large concern appears to dominate, while four or five others of considerable importance appear as comparatively small establishments. Montreal is distinctly a fish eating city, which may be explained partly by the fact that three-quarters of the population are Catholics, who during the Lenten season consume fish alone. Outside of this, however, there is an immense consumption of not only the commoner grades of fish, but of high-class southern products, such as butter fish, pompino, king fish, sheepsheads, porgies, red snappers, blue fish, etc., all of which find ready sale amongst the wealthy classes. In fact, it is to Montreal's credit that there is in the city a wholesale and retail dealer in fish, oysters, game, etc., who declares he is not only the largest in Canada, but in his own retail way claims that there is no other place on the continent with equal accommodation for storing and preserving fish, oysters and game.

Haddock is the standard fish, in fact it has been called the people's fish. Rich and poor buy haddock, and it is the handiest breakfast fish on sale. Certain dealers may change their price for haddock from time to time, but the high-class dealer maintains only one price, so that rich and poor receive the same grade of fish. Ask a fish man about haddock, and he will invariably shake his head. "What kind of haddock?" he will reply, with a knowing glance in his eye, at the same time sizing you up as he looks you over. There is the difficulty of pleasing everybody with even one price haddock. 'Tis a wholesome, easily cooked food, and is in steadily increasing demand all over the country. The next fish in popular demand is cod, which seems to increase in popularity daily. This fish, however, in no way interferes with the great lake favorites, trout and white fish. Their season lasts from the first of May until the closing of ocean navigation. During this period bass of all kinds, including the deep sea fish, dominate the market, and are consumed in large quantities.

White halibut is a much sought fish about this season of the year. It is expensive, too. It goes without saying that when certain Montreal firms prefer to depend on their own shippers from the Pacific Coast, and are willing to pay as much as seven cents per pound express, with ice expenses in addition, that it pays to handle this species of fish. Most of the dealers in the east get their supplies of halibut, white and grey, from Boston. It may be mentioned that it can be obtained cheaper from Boston than from the west direct, owing to the immense quantities shipped in bond to Boston by large concerns, who have establishments in both places. The large Montreal fish firms decline to handle a fish like pike. They say pike is all right in its way, but it does not suit their customers, and it is a cheap fish anyway.

Outside of the so-called "swell" trade, the staple lines are the fresh water fish, such as lake trout, brook trout, white fish, dore, black bass, sturgeon, yellow perch. Just now mackerel is in season, and is a delicious fish that appeals to nearly all fastidious people. However, probably the most useful fish for all classes is the halibut. Sometimes halibut sells at from 15c to 20c per pound, and in contrast with haddock seems a very expensive luxury, when haddock can be bought for 12c. The contrast, however, is sensibly marked when it is remembered that these is no fish on which there is more waste than on haddock. Sometimes as much as one-quarter of the quantity bought will be wasted, whereas with the halibut every part is useful, and it is profit from beginning to end.

An immense trade is done in Montreal in lower port salmon, commonly known as gaspe salmon. On the opening of navigation it supersedes entirely British Columbia salmon. For instance, one large dealer purchased a hundred thousand pounds of fresh salmon during last season, having bought twenty thousand of this enormous quantity from one man. Other dealers, of course, handle large quantities, but not in such large volumes.

The expensive luxurious fish, such as were mentioned at the beginning, sell from 15c to 30c, and are imported direct from New York. They are southern fish entirely, and are bought in Montreal in small quantities, daily supplies being sufficient to cover the ordinary demand. The season for shad roes is just over in Canada. Blue fish are still popular among the rich, and frog's legs sell at 40c to 45c a lb. Soft shell crabs are dear, and white bait, scollops, prawns, and boiled and live lobsters maintain a steady sale among connoisseurs. Oysters and little neck clams have a steadily increasing sale.

A unique feature of the Canadian fish trade is that Canadian smelts supply not only our own markets, but the New York markets as well. The season opens about September, and an enormous trade is done with different fisheries in the Maritime Provinces. In gathering little neck clams, large firms decline to tell where they get them. They have their own special beds, which are exclusive.

The retail fish trade in Montreal is probably on as high a plane as can be found in the Dominion.

An Eastern Opinion.

IN an interview with Mr. A. H. Brittain, representing Black Bros. & Co., Halifax, on the question of fish, Mr. Brittain expressed himself as surprised that the grocers of Canada had not in the past paid as much attention to this branch of the grocery trade as the merit of the goods warrant. "The grocers of Canada are entitled to this trade," said Mr. Brittain, "and it is only because they have not given it the attention they should have, that they do not control it. Retail grocers, as well as wholesale firms throughout the United States, have made the fish business a very large factor of their trade. They have realized that it is one of the staple articles of their business, and requires practically little care in handling. Grocers, as a rule, make a specialty of handling butter and cheese, and both of these lines, particularly the first mentioned, require just as close looking after, if not more attention than the handling of fish; besides there is a very good profit and ready sale for fish, particularly as the public during the past number of years have taken to requiring more fish, grain, and other light products, than meats. During the warm season a little more attention is necessary in handling the fish, but not enough extra work to deter a merchant from making it a part of his regular trade. Every up-to-date grocer, in order to properly cater to the requirements of his customers, should think of the great possibilities in the fish business for increased trade, as well as decidedly better profits."

A Delicious Meal

can be made quickly and satisfactorily with

Halifax Fish Cakes.

A product made from Atlantic codfish, caught near the Nova Scotia coast—the best fish in the world. There's money in them for the grocer who sells them.

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

Under Schiedam Authorities' control

"Gold Finch"

Brand

Pure Holland GENEVA

HERMAN JANSEN, Distiller

None genuine without the seal of the Authorities.

B. O. BELAND

Agent

1684 Notre Dame Street, MONTREAL

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

GREIG'S

WHITE SWAN

Cake Icings

ALL FLAVORS

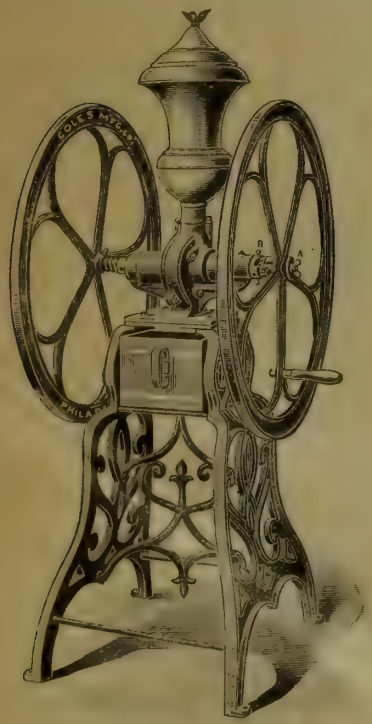
3 doz. in a box, 90c. per dozen.

The Best Yet

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

Have you the following lines of goods in stock?

If not, do you not think you are losing business by not carrying them?

IDEAL AMMONIA POWDER

1½ lb. package retails at 10c.

FOREST CITY BAKING POWDER

The trade winner.

FOREST CITY CATSUP

Full Tomato flavor.

These lines are up to the very highest standard of quality.

They will increase your trade, —and profits.

GORMAN, ECKERT & CO.

LIMITED

London, Canada.

Importers and Roasters of Coffee.

Manufacturers of High-class Spices, Extracts and Baking Powder.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The "Salada" Tea Co. report a big increase in their business for the first five months of this year. Their increase for the first five months of 1904 over the corresponding period of 1903 in Canada alone amounted to more pounds of "Salada" than the total business done by that company in the second year this tea was on the market.

The R. & J. H. Simpson Co., Guelph, are offering jam in 7 lb. pails at a special cut price.

A special run is being made by L. Chaput, Fils & Cie., Montreal, on Ubero coffees. Buyers will find it worth while to write for quotations and samples.

Friday, 24th, Hudon, Hebert & Co. will close their establishment, that being St. Jean Baptiste Day. Friday, July 1st also will be observed as Canada's national holiday, and business suspended.

"Judge" Brand Salmon, in porcelain lined tins, is selling freely with the Eby, Blain Co., Toronto, who are the sole selling agents in Ontario.

H. P. Eckardt & Co. are selling apricots at interesting prices.

J. H. Maiden, Montreal, calls attention of buyers to his ad in this issue of Zoeco brand of condensed cocoa and milk, coffee and milk, etc., for which lines Mr. Maiden has been appointed agent for Canada. These goods obtain a good sale in England, and their quality should interest the trade and consumers here.

Laporte, Martin & Co., Montreal, call attention of the trade to their large and assorted stock of canned goods, with the gentle hint that now is the time to buy.

New season's May pickings Japan teas are expected next week by the Eby-Blain Co., Toronto. Advance samples show these to be exceptionally fine goods.

Carlo Niemack's Italian Olive Oil may be had from H. P. Eckardt & Co.

E. D. Marceau reports the arrival by steamer "Empress of China," now at Vancouver, of sixty packages of Japan tea, second shipment of his May teas. These include Condor III., IV., and EMD, AAA and AA half-chests and 40-lb. boxes. They are extra choice both in leaf and in liquor. See next week's ad.

Fraser River salmon packers have named a price on 1904 pack of $5.75 per case, and the Pacific Selling Co., New York, have named the same price for their "Clover Leaf" brand. On first consideration this price seems high, as compared with last year, but in view of the probability of a very small pack it is a reasonable one.

McWilliam & Everist, Toronto, report the arrival of a shipment of California cantaloupes.

The Eby-Blain Co., Toronto, have made arrangements with the packers whereby they are enabled to offer the celebrated Judge brand salmon as a 25c retailer, and they report a very large business at the new quotations.

Kelly, Douglas & Co., Vancouver, are just receiving in store another carload of Cow Brand baking soda in packages. This company are large buyers of Cow Brand. Never less than a carload at a time.

PERSONAL MENTION.

Mr. Henri Jonas, Montreal, sailed on Wednesday week for Europe. Mr. Jonas visits the continental markets yearly, paying particular attention to French, Italian and Spanish grocers' specialties, which line Mr. Jonas has made a specialty for over a quarter of a century.

Mr. Amos H. Baker, of the Old Homestead Canning Co., Picton, was a visitor to the Montreal jobbing trade last week. Mr. Baker has made arrangements for the sale of his company's products, and as the quality is of the highest and the labels bright and attractive, the Old Homestead brands will no doubt figure on many a grocers' shelves this year.

Mr. W. P. Downey, Montreal, is in Toronto this week calling upon the trade with Mr. J. H. Collett, of J. M. Collett & Co., Gloucester, Eng.

Mr. Wm. G. Goodhugh, 6 St. Sacrament street, Montreal, is representative for Allerton D. Hitch & Co., New York, who are extensive shippers to South Africa, Brazil, New Zealand, etc. Mr. Goodhugh is prepared to look after all consignments of Canadian produce to South Africa, and with his long established connection and experience in Montreal is in a position to satisfactorily attend to all commissions. Grocer. Provisions.

Mr. J. Lorimer, of Lorimer & Co., London, Eng., manufacturers of sauces, grocers' sundries, etc., paid the Toronto office of The Grocer a visit. Mr. Lorimer is being introduced to the trade by Mr. Greig, of the White Swan Mills, Toronto, who will in future have the sole agency in Toronto for the products of Lorimer & Co.

Mr. James Dawson, of the firm of Dawson & Co., grocers, Sault Ste. Marie, was married on June 23.

Mr. E. F. Eby, of the Eby-Blain Co., Toronto, left this week for a few days' fishing on the Trent River.

In last week's issue of The Grocer was chronicled the marriage of Mr. W. C. A. Lambe, of Toronto, to Miss Massey, of Westminster, London, S. W. The item should have read Miss Reid.

Mr. C. P. Hebert, senior partner of Hudon, Hebert & Cie., has removed, with his family, to Riviere Du Loup for the Summer.

Mr. R. Leacock, of the firm of S. P. Mussen & Co., large molasses and sugar merchants of Barbadoes, was in Montreal this week. He called upon the trade generally and was accompanied on his rounds by Mr. Goodhue, who is agent for the firm in Montreal.

Mr. Chas. Gyde, Montreal, leaves for British Columbia this week. Mr. Gyde, who is known as one of the oldest grocery brokers in Canada, represents many English firms, among others Rountree's, Cleaver's, Jos Terry & Sons, and J. Macintosh's toffees.

Mr. Frederick J. Lowe, manager J. H Wethey, Limited, condensed mince meats, St. Catharines, Ont., was a caller at the Montreal offices of The Grocer this week. Mr. Lowe is enthusiastic on the future of condensed mince meats, and with their increased facilities in their new factory, says the public will be well and amply supplied with the original and genuine Wethey's mince meat.

Mr. A. H. Brittain, of A. H. Brittain & Co., is making a trip to Halifax, Gloucester, Boston, and other eastern fish centres this week.

FRUIT REPORT.

THE following report, dated June 8, 1904, has been received from C. Whittall & Co., Smyrna: The sultana production of 1903 has proved the largest ever recorded in the country, far exceeding all provisions and estimates.

We are now able to give the returns, district by district. These figures have been obtained from thoroughly reliable sources. We also place against the same the estimated result for the coming season.

	Production 1903—Kintals.	Estimates 1904—Kintals.
Smyrna District	77,970	60,000
Vourla and Sivrihissar	41,460	60,000
Ceste District	45,300	17,000
Tireh, Daindir and Odemish	10,730	18,000
Scala Nuova	1,100	3,000
Menemen	35,090	30,000
Magnesia and Caraoglanli	228,780	100,000
Cassaba	236,500	80,000
Axar	98,715	40,000
Nymphio	174 860	100,000
Salihli	51,520	35 000
Alascheir	22 960	15,000
Pergamos, Bozdaghan, etc.	32,477	20,000
Sokia, Aidin, etc.	20,800	15,000
The Imperial Farms	22,000	15,000
Carabournou	37,850	15,000
Total, kintals	1,136,112	623,000
Total, tons	62,596	34 265

Stocks of old fruit remaining in the cauntry may be put down at about 7,500 tons inclusive of at least 1,200 to 1,500 tons which, owing to low quality or deterioration are only fit for distilling purposes.

Reports now being received from various parts of the interior are, on the whole, of a somewhat unsatisfactory nature, and the tendency is to reduce estimates. We may say that we have given the maximum estimates for next season, the forecast most generally favored by the majority of dealers and by the principal shippers not exceeding kintals 500,000 to 550,000.

The following comparison of yields and shipments to the United Kingdom for the years 1899 to 1904, may be of interest:

	Year.	Tons.	Total shipmts.	B/s.
Total yield.	1899	42.000	to U.K.	1,421,588
"	1900	18 500	" "	782 926
"	1901	28.000	" "	848,030
"	1902	37,000	" "	1,198,647
"	1903	62,500	" "	
			to May 30, 1904	1,765,975

N. B.—The above figures are inclusive of fruit for transhipment to Canada, but exclusive of shipments for America. About 80 B's sultanas equal a ton of 20 cwt.

IN TEN YEARS a good many package teas have made a bid for the GROCER'S FAVOR and that of the public. How many remain?

What one STANDS FORTH an acknowledged GOOD TEA?

Blue Ribbon Ceylon Tea

The RED LABEL at 40c., worth 50c., is suggestive.

VALENCIAS

Buy REIRA and MERLE Brands.

Now booking confidential orders for early shipments.

D. RATTRAY & SONS

General Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Eckardt, H. P., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Old Homestead Canning Co., Picton, Ont.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Beland, B. O., Montreal.
Canada Brokerage Co., Toronto.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Finance and Insurance.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Pacific Selling Co., New York.
Todd, J. H., & Son, Victoria.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Hilborn & McLachlan, Leamington, Ont.
Hudon, Hebert & Cie., Montreal.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton's.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Chaput, L., Fils & Cie, Montreal.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Verret, Stewart & Co., Montreal.

Scales.
Wilson & Co., Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Metropolitan Soap Co., Toronto.
Duncan Company, Montreal.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Snowdon, Forbes & Co., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup — Rsse & Laflamme, Montreal.
Rattray, D., & Sons, Montreal.
Snowdon, Forbes & Co., Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chaput L., Fils & Cie, Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.
Reckitt's—Gilmour Bros., Montreal.

Wines, Liquors, etc.
Beland, B. O., Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E. ... 57
Adamson, J. T., & Co. ... 57
Allison Coupon Co. ... 7
American Coffee & Spice Co ... 69
American Tobacco Co. ... 64
Auer Light Co ... inside front cover

Balfour & Co. ... 13
Bank of Commerce ... 63
Batty & Co ... 69
Beland, B. O. ... 25
Bennett Mfg. Co ... 7
Black Bros. & Co. ... 25
Bloomfield Packing Co. ... 36
Blue Ribbon Tea ... 28
Bradstreet's ... outside back cover
Brantford Starch Works ... 34
British America Assurance Co ... 63
Browne & Wells ... 38
Burlington Canning Co. ... 7

Canada Brokerage Co ... 9
Canada Maple Exchange ... 3
Canada Paper Co. ... 49
Canadian Gelatine Co ... 55
CANADIAN GROCER inside back cover, 2
Canadian Press Clipping Bureau ... inside back cover
Canadian Salt Co ... 30
Canadian Swiss Trading Co. ... 55
Canadian Vinegar Co ... 21
Capstan Manufacturing Co ... 49
Castle, F. J., Co. ... 52
Ceylon Tea ... 6
Chaput, L., Fils & Cie ... 50
Chase & Sanborn ... 30
Christie, Brown & Co. ... outside front cover
Clark, W. ... 49
Coles Manufacturing Co ... 26
Colson, C. E., & Son ... inside front cover
"Commissioner" Tea ... 7
Computing Scale Co., of Canada ... 3, 5
Confederation Life Association ... 63
Cowan Co. ... 55
Cox's Gelatine ... 7
Cullen, Orlan Clyde ... 51

Davidson & Hay ... 15
Dawson Commission Co. ... 56
Dingle & Stewart ... 2
Dominion Molasses Co ... 70
Dominion Packing Co ... 19
Douglas, J. M., & Co. ... 8
Downey, W. P ... 47
Duncan Company ... 7
Dunn, Wm. H ... 59
Dutch Chemical Works ... 70

Eby, Blain Co ... 23
Eckardt, H. P., & Co. ... 37
Edwardsburg Starch Co ... 71
Empire Tobacco Co. ... 64
Epps's Cocoa ... 49
Erie Tobacco Co ... 66
Estabrooks, T. H. ... 17
Eureka Refrigerator Co ... 7
Ewing, S. H. & A. S. ... 47
Ewing, S. H., & Sons ... 5

Fabien, C. P. ... 21
Fearman, F. W., Co ... 19
Finkle & Ackerman ... 38
Force Food Co. ... 59
Fortier, J. M ... 66
Foster Pottery Co ... 2
Fraser, J. D ... 57
Frontenac Cereal Co ... 60

Gibb, W. A., Co. ... 56
Gillard, W. H., & Co. ... 10
Gillett, E. W., Co., Ltd ... 20
Gorman, Eckert & Co. ... 26
Gowans, Kent & Co. ... outside back cover
Greig, James R ... outside back cover
Greig, Robt., Co ... 26

Hilborn & McLachlan ... 57
Hill, Evans & Co. ... 72
Horrocks, T. J ... 64
Hudon, Hebert & Cie ... 48
Husband Bros. & Co. ... 56

Japan Teas ... 4

Kay Bros ... 59
Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ... inside back cover
Kinnear, Thos., & Co ... 14

Lambe, W. G. A. ... 2
Lamont, Corliss & Co. ... 55
Laporte, Martin & Cie ... 22
London Guarantee and Accident Co. ... 63
Lucas, Steele & Bristol ... 13
Lytle, T. A., Co. ... 8

Maiden, J. H. ... 8
Matthews, Geo. Co ... 20
Metallic Roofing Co. ... 51
Metropolitan Bank ... 63
Metropolitan Soap Co ... 60
Millman, W. H., & Sons ... 2
Mooney Biscuit and Candy Co. ... 53
Morse Bros. ... 12
Mott, John P., & Co ... 52
MacLaren's Imperial Cheese Co ... 14
McAlpin Consumers Tobacco Co ... 66
McCann Wm., Milling Co ... 53
McDougal & Lemon ... 57
McDougall, D., & Co. ... 67
McGregor-Harris Co. ... 38
McLaren's Cooks' Friend Baking Powder ... inside back cover
McLean, J. A., Produce Co. ... 20
McWilliam & Everist ... 56

Napoli Macaroni Co ... 45
National Licorice Co ... inside front cover
Nicholson, Bain & Johnston ... 2
Nicholson & Bain ... 2
Nicholson & Brock ... 51

Oakey, John, & Sons ... outside back cover
Oakville Basket Co ... inside back cover
Old Homestead Canning Co ... 41
"Ozo" Co. ... 54

Pacific Selling Co. ... 47
Page, C. S. ... 51
Park, Blackwell Co. ... 19
Payne, J. Bruce ... 65
Price, Chambers & Co. ... 2

Rattray, D., & Sons ... 28
Reckitt's Blue and Black Lead ... 70
Reid, W. B., & Co ... 66
Rose & Laflamme ... 5, 61
Row & Co. ... 2
Rutherford, Marshall & Co ... 38
Ryan, Wm., Co. ... 38

"Salada" Tea Co ... 24
Simson Bros. Co ... 55
Snowdon, Forbes & Co. ... 61
"Sovereign" and "Lynx" Salmon ... 25
St. Charles Condensing Co ... 3
Stewart, A. J., & Co ... 52
Stringer, W. B. ... 57

Taylor & Pringle ... 2
Thum, O. & W., Co ... 7
Tippet, Arthur P., & Co ... 1
Todd, J. H., & Sons ... 34
Tuckett, Geo. E., & Son Co. ... 65
Turner, James, & Co. ... 13

United Factories ... 10
Upton, Thos., & Co. ... 15

Verret, Stewart & Co. ... 7

Walker, Hugh, & Son ... 57
Walkerville Match Co. ... 47
Waterloo Broom and Brush Co ... 7
Watt, J. L., & Scott ... 52
Western Assurance Co ... 63
Wethey, J. H. ... outside back cover
White & Co. ... 57
Wilson, Archdale ... 21
Wilson Commission Co. ... 2
Wilson, W. H., Co. ... 3
Winn & Holland ... inside back cover
Wood, Thomas, & Co ... 10
Woods, Walter & Co. ... 21

"Where the Honey is

there are the bees."

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—***quality is remembered long after price is forgotten.***

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystaline—it is the Salt that doesn't cake. "Where the honey is, there are the bees"—you can trust the high-class grocer ***to*** find out ***just where the honey is.***

Windsor Salt

The Canadian Salt Co., Limited, Windsor, Ont.

100 per cent. profit

Is not worth the price of disappointing a good customer. Good customers have level heads and bumps of appreciation. A fair and reasonable profit is always made on **Chase & Sanborn's** Coffee, and, what is of more importance, your trade will stay.

Chase & Sanborn

The Importers, Montreal.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN.

Montreal.

The MacLean Publishing Co.

Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street, Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - - 88 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

New Advertisers

W. B. Stringer, Toronto.

CUTTING PRICES IN SUGAR.

THE evil of price-cutting is one so detrimental to successful business that one wonders why business men employ the principle. It is an evil not confined to any one class of trade, but, injurious as it is to all, the business that can least afford to indulge itself is that of the grocer. In the dry goods, clothing, hardware, fancy goods, and kindred trades, the margins of profit are, comparatively speaking, so much larger that an occasional digression from set profits is productive of no very serious effects, but the keen competition and the perishable nature of a large part of a grocer's stock, combined with the constant introduction of new dietary products, many of them ephemeral in nature, make it a risky thing for the grocer to cut his none too large margins. Judicious shading is at times allowable, and there are grocers who have the faculty of doing so with success and increased business, but the indiscriminate cutting of profits on all lines which has during the past decade seemingly been entered upon by grocers, is bound to bring evil effects upon themselves.

It has been a mystery to us, this price-cutting. Why grocers should cut the price of sugar and vie with each other to see how many more pounds for a dollar they can give than their neighbors passes comprehension. The market fluctuations on this necessary staple are so small, varying rarely more than from 15 to 50c per barrel in a month, or even three months, that a moment's reflection on the grocer's part will show him how absurd it is to divide this profit with his customers. Why not retain it for himself? The consumer is not watching the fluctuations of the market daily, and if he were, the reductions would strike him as so small as to be worthy of little thought. The evil of cutting, it may be said in extenuation of the habit, if it is worhy of an apology, is, no doubt, fostered in the larger centres by the departmental stores, whose glaring ads in the large dailies are baiting the public constantly to the counters where the goods that bear the profits are displayed. The grocer, unfortunately, has not so many profitable counters to fall back upon, and when he cuts he cuts to his loss. The instance of cutting on such a staple as sugar is given for the reason that from now until the end of September or October the consumption of the article will figure as the heaviest item in the grocer's business. The preserving season has started, and as we are blessed with a fairly large crop of fruit in Canada, and more of it is being "put down" every year, the grocery trade should see that a profit is made adequate to the outlay of money, time and labor. There is no grocer but what will admit that the selling of sugar is one accompanied with more labor, worry and expense than almost anything he handles. Many grocers who do not look closely after the weighing out of this article often do not come out on the right side; every grocer knows the value of close weighing, and that unless sugar is weighed out like gold the "down-weight" is bound to result in loss, or at least in no perceptible profit. Even that wonderful and vigilant "guardian of the weights," the computing scale, cannot guarantee the grocer against loss if he does not use his judgment in fixing his living profits.

The only safe rule to follow is to allow for a profit on everything handled, and to be particularly careful on such a heavy item in turn-over as sugar. The jobbing trade of Canada found it was doing its sugar business for many years, if not at an actual loss, then at an insignificant margin, considering the volume of business done. As a result, wise counsels and concerted action produced a practically uniform selling basis, and though the profit is still considered small, it is at least a decidedly great improvement on former trade conditions. It is to be regretted that the retailer cannot be persuaded to take action along similar lines. Although not so easily done as in the case of the wholesale grocer, it only requires the leadership of a few prominent retailers to stop setting the pace in cutting prices.

BUSINESS MEN HONORED.

IN the honors which have been conferred on George A. Drummond and Hugh Montagu Allan, of Montreal, Canadian business men naturally take pride. It is doubtful if better representatives of Canadian commercial interests could have been selected for the King's honors. Both men have contributed of their wealth and their energies towards the extension of Canadian trade and the upbuilding of Canadian industries. In addition, they have been good citizens both of their home city and of Canada, engaging in social, educational and philanthropic work, which will long cause their names to be held in honored remembrance.

The Grocer voices the congratulations of the business interests of Canada in wishing long life and prosperity to the two new Knights.

A TARIFF BENEFIT.

ONE industry that has especially benefited by moderate protection is that of tobacco growing. It is now six years since the moderate protective duty was imposed on leaf tobacco, and as a result the use in factories of Canadian leaf tobacco has grown from 474,000 lbs. to 4,921,000 lbs. In other words, there has been an increase of over 900 per cent. This means that a great deal of money that was formerly spent outside of the Dominion is not being kept at home, and that Canadian farmers are turning their attention to a new kind of crop, which promises to be even more profitable in the future than it has been in the past. Quebec Province is essentially a gainer by this duty. Probably no where in the Dominion outside of Essex County, in Ontario, is there more tobacco grown than in the Province of Quebec. Bonsecours market, Montreal, is notable alike to the tourist, and to the average citizen, for its amazing piles of tobacco on sale. In the very heart of the most prosperous industrial district of the province, Granby, Quebec, the Empire Tobacco Co. have an enormous factory. In Quebec City, the Rock City Tobacco Co., now known far past the confines of the province itself in influence, utilizes immense quantities of French-Canadian tobacco, so-called.

As for the popularity of the weed itself, rich and poor alike testify to its harmlessness and pleasing flavor. In fact, some of the richest men in Montreal and Quebec, after being induced to smoke Quesnel, and other high-class brands of Canadian tobacco, have become so attached to the home-grown tobacco that they scarcely ever use any other. Aside from politics, it is a very gratifying fact to Canadians generally, to know that home industry is being benefited by Government action. It may also be mentioned that other forces have been at work which have affected the price of tobacco, yet the whole conclusion may be summed up in the statement that the home market for the home producer is much to be desired. It encourages home industry, without increasing the price.

Mr. Brodeur, in speaking on this question in the House of Commons last week, expressed fully and forcibly just how the tobacco industry has profited by the change. His exact words are as follows :

"In spite of the increase of 10c on raw leaf, tobacco is selling to the consumers to-day at a lower price than before. I find by the reports of the Department that in 1895-96 the number of tobacco factories of foreign leaf was 27, while only 10 were engaged in the manufacture of domestic leaf. At the end of last year the number of factories engaged on foreign leaf had fallen from 27 to 23, but on the other hand, the number of domestic and mixed tobacco had increased from 10 to 30. And what is the result in the number of pounds manufactured ? In 1895-96, under the Conservative regime, we manufactured 9,609,183 lbs. of foreign leaf tobacco, that is to say, the whole consumption was of foreign leaf tobacco. In fact, we only manufactured and consumed in that year 474,205 lbs. of Canadian tobacco. Now I am glad to inform our friends opposite that this policy has been so fruitful and has produced such good results that to-day, instead of consuming 9,000,000 lbs. of foreign leaf tobacco, we manufactured last year 7,726,316 lbs.; and instead of consuming only 500,000 lbs. of Canadian leaf, I am glad to announce to the House that last year we consumed nearly 5,000,000 lbs of Canadian leaf tobacco, or to be exact, 4,921,181 lbs. And that result, I claim, is entirely due to the progressive policy of this Government."

CROCKERY SPECIAL.

The mid summer season is pre-eminently the time for the retail grocery trade to lay in stocks of china and crockery for the coming Fall and Winter trade. In anticipation of the needs of the grocer and in order to give him the benefit of the latest information on crockery, The Grocer is issuing on July 8 a Crockery Special. This number will be largely devoted to crockery, china, lamps, etc. No pains have been spared to make it interesting and serviceable to the retail grocery trade. The newest ideas in crockery at home and abroad have been gathered up by our representatives throughout the country, and in addition the possibilities of the crockery trade in the grocery store have been thoroughly investigated, the results of which will be comprehensively dealt with in next week's issue of The Grocer.

TROUBLES OF THE EGG DEALER.

WITH the price of eggs at thirteen cents, the egg dealer is risking everything in purchasing. Much as he has hoped for lower prices, at which he has a chance of making a cent or two next Winter, there now appears to be little chance of a drop. And to add to it all, he is forced to stand the "shrinks" of bad eggs. In his own words, "the country merchant controls everything."

In the United States there are regulations agreed to by all dealers in the cities of New York, Chicago, Philadelphia and Boston, by which eggs received must come up to a certain standard or the shipper stands the loss. The first grade is called extras, and calls for 80 per cent. reasonably full, strong-bodied eggs, with not more than one dozen loss to a case. All cases must be free from small and dirty eggs. A very small proportion of the receipts grades in this class.

The grade next below is called firsts, and even in this would be included but few of the cases received if a strict inspection were made. This class must be 65 per cent. full eggs, with a loss of less than a dozen and a half to a case.

Canadian dealers, by not working together, accept cases without question, even though some dozens be spoiled. The "shrinks" at the present time are numerous, and dealers stand to drop a great deal of money during the coming Winter. Competition is so keen, however, and so anxious are they to keep their customers, that they are paying prices which England has never yet paid, nor likely to pay.

DEMOCRATIC CANDIDATE FOR PRESIDENT.

An American friend who is in the confidence of the Democratic leaders writes The Grocer that the big chiefs of the party have decided on Grover Cleveland as the candidate of the Democracy in the approaching Presidential election. It remains to be seen whether or not the rank and file in convention assembled will endorse the choice of the leaders.

Ex-President Cleveland is said to be in the very best of health—never fitter for the arduous campaign from now to the fourth of November.

Cleveland would undoubtedly raise the contest to a high level and a battle between the Democratic veteran and Roosevelt would be watched by Canadians with intense interest.

GILLETT VS. LUMSDEN.

IN the Court of Appeal, Toronto, on June 29, before Moss, C.J.O.; Osler, Maclennan, Garrow, J.J.A.; Teetzel, J., the following decision was rendered, as reported in the Mail and Empire:

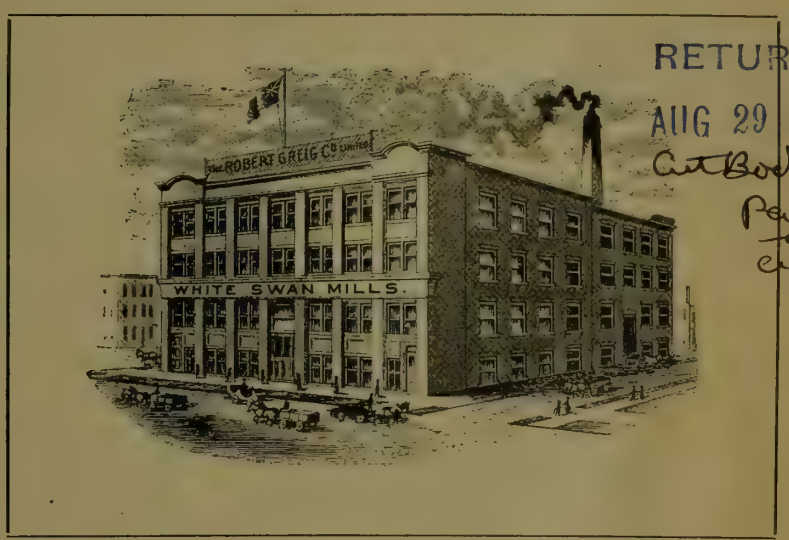
"Gillett v. Lumsden.—Judgment (E. B.B.) on appeal by plaintiff from judgment of a Divisional Court (6 O. L.R., 66, 2 O.W.R., 497), reversing judgment of Street, J. (4 O.L.R., 300; 1 O.W.R., 488), and dismissing the action, which was brought to restrain defendants from infringing plaintiff's trade mark and trade name, "Gillett's Cream Dry Hop Yeast," by selling yeast cakes under the name of "Jersey Cream Yeast." The Divisional Court held that the evidence did not show a case of passing off. Held, that the view of the Divisional Court was right, and per Moss, C.J.O., that there was no infringement. Appeal dismissed with costs. J. Bicknell, K.C., and A. Bicknell, for appellant; G. F. Shepley, K. C., and F. C. Cooke, for defendants."

IMPORTANT PURCHASE.

ONE of the most important business changes of the week is the purchase of the business of the Toronto Coffee and Spice Co., by the Robert Greig Co., Toronto, popularly known to the grocery trade as the proprietors of the White Swan Mills. The Robert Greig Co. have taken over the entire connection, salesmen, etc., of the Toronto Coffee & Spice Co., and will continue to manufacture all their old brands and use their established trade marks. In order to accommodate the increased turnover, an extra plant is being installed which is the most modern and up-to-date obtainable.

The following salesmen, formerly with the Toronto Coffee and Spice Co., have been retained by the Robert Greig Co.: W. F. Robertson, whose territory has been the Maritime Provinces; J. Hodge, well known as an old standby in the spice trade, who will cover the Midland District of Ontario; R. A. Weiss, who will travel in eastern Ontario; A. D. Russell, their city traveler, and G. C. Thompson, managing director of the old firm, who will devote his attention to the jobbing end of the trade.

In addition the Robert Greig Co. have their own staff of salesmen, which includes J. L. Upham, for eastern Ontario and Townships; U. E. Clark, for the Niagara Peninsula; C. H. Jackman, for the Northwest Territories, the whole of which comprises not only a representative but large staff of traveling salesmen The White Swan Mills are favorably known throughout the country, and their large and growing trade in cereals, spices, coffees, cocoanut, etc., will now be one of the largest in this country.



RETURNED
AUG 29 1904
Cut Book 23
Page 15
cus.

A VISITOR FROM ENGLAND.

THE Grocer had a pleasant visit this week from Mr. G. B. Suggitt, grocer, confectioner and wine merchant, of Leeds, Eng. Mr. Suggitt is also the secretary of the Leeds Grocers' Association.

In the course of an interview on trade conditions in England, Mr. Suggitt remarked on the dullness prevailing in Great Britain at the present time. "This," he said, "is largely South African war, the evil of which due to the South African war, the evil effect of which is still being felt. The principal cause of the depression in business, however, is co-operative competition, which has already assumed alarming proportions in the Old Land. In the district of Leeds alone there are approximately ninety-three grocery establishments, seventy meat shops, fifty drapers' shops, forty boot and shoe stores, besides chemists, fish, fruit and vegetable dealers organized as co-operative trading concerns. That such a formidable array of business establishments, combining the wholesale as well as the retail sides of trade should be viewed with suspicion and animosity, is not at all to be wondered at. Considerable difficulty, however, is being experienced in getting the individual retail grocer to comprehend the situation sufficiently to refrain from buying from the co-operative stores. As a matter of fact, the consumer does not save materially on the price of an article bought from a co-operative store, and in addition to the manifest injury the legitimate wholesaler and retailer suffers owing to co-operative competition, the Exchequer of the British nation loses millions owing to the fact that no income tax is levied on co-operative institutions."

Mr. Suggitt spoke enthusiastically over the Grocers' Federation Conference, which meets in Bradford, Yorkshire, during the coming week, and which will be attended by representatives from every grocers' association in the United Knigdom.

"On a Pedestal of Its Own"

12,500,000.
PACKETS SOLD ANNUALLY ON THE AMERICAN CONTINENT ALONE
12,500,000.

Its vigorous devotion to the best interests of the trade and the public has formed a basis for progress unequalled by any other Tea concern on the American Continent, the great sale certifies this statement.

Black, Mixed, or Natural Green. SEALED PACKETS ONLY. 60c., 50c., 40c., 30c., 25c. per lb.

Wholesale Terms on Application.

"Salada" Tea Co., Toronto and Montreal.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.

Brantford Prepared Corn Starch is a wholesome article of every-day use. It can be served in so many dainty dishes that it is often used on your customers' tables.

If you supply your trade with Brantford Prepared Corn Starch we know they will enjoy it and thank you for the suggestion. If you have never handled it, send in a trial order to-day.

BRANTFORD PREPARED CORN STARCH

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 30, 1904.

Groceries.

THE grocery trade has been fair to quiet during the week, the proximity of the holiday season not having a tendency to increase the volume of business. The sugar situation, upon which so much depends, tends to become more settled, and as a result retailers are not so dubious about buying as they were. Just after The Grocer went to press last week there was an advance all around in Canadian refined of 5c per hundred lbs., and word has been received this week of a further advance of 5c in American refined, which will in all probability mean a similar advance on this side of the line. The statistical position in sugar would seem to favor further advances. Retailers' stocks throughout the country are reported to be light, and in view of the fruit season which has now begun, increased buying may be expected, although the lateness of the season and probable shortness of the crop will tend to check brisk business. Canned goods continue firm, but wholesalers are of the opinion that there will be no further advances in prices on 1903 pack. Tomatoes and beans are slightly firmer and corn is very scarce. The price for 1904 salmon pack has been announced on the Pacific Coast, quotations being $1.10 per case higher than last year, namely, $5.75 to $5.85. Tea is quiet and Japans are easier by 1½c than last season, the result being increased inquiries. Coffee is also quiet and tends towards easier prices, but local prices have not as yet been affected. Tapioca has eased 5c per 100 lbs. in primary markets, and peppers are likewise easier. The foreign nut trade is quiet, but ruling prices are firm in view of unfavorable crop reports from the countries of growth.

CANNED GOODS.

The situation in canned goods continues firm, although there is not likely to be any further advance in prices from now until the new pack arrives. Corn is very scarce and firm. Tomatoes exhibit a firmer tendency as well as beans. Trade in canned fruit has been good, especially apples in gallon tins.

New pack lobsters and haddies are arriving freely. New pack salmon will not be on the market for considerable time yet, but quotations for futures have already been announced, namely, $5.75 to $5.85, which is an advance of $1.10 per case on last year's prices. This will mean that Fraser River sockeye to show an adequate margin to the trade will have to retail at 20c per tin, which means that trade for the best kind of fish will tend to go after Rivers Inlet sockeye salmon, which will retail at 15c, and even so at a very small margin. The trade believe that comparatively little Fraser River sockeye will be sold.

The Anglo British Columbia Packing Co., which controls the greatest number of factories on the coast, outside of British Columbia, has not yet named prices, preferring to wait in the hope that the catch will enable them to name lower prices than those established by other canners, but without any implied promise in this direction, because should the catch not warrant they would not be in the market at a lower figure.

Advices from the United States say there is rather more inquiry for salmon although orders are small, buyers preferring to buy from hand-to-mouth in the face of the 1903 pack of Alaska being still withheld by the largest packers. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	....	1 75
" " Northern	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	.	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ½s, "	....	1 00

SUGAR

There has been a decided change for the better in the entire sugar situation during the week under review, and prices of spot raws have advanced fully 10c per 100 lbs. to basis 3.94c duty paid New York for 96 test centrifugals. In addition there have been large sales for June-July shipment from Cuba totalling about 250,000 bags, practically all at 2 5/8 c. and f. New York for 95 test which is equivalent to 4.02 duty paid. Some were sold at 2 11-16 c. and f. for basis 96, some at 2 9-16 for basis 95, which are equivalent to 4.05 and 3.99 respectively, duty paid. From these figures it would be observed that the highest prices for the campaign so far have been reached, and the very large sales which have transpired are an indication of how buyers view the article. As a natural result of these large sales the week commencing Monday, June 27, has been quiet and at the moment there are sellers but no buyers at current quotations. The present dulness is without significance, being entirely due to the indifference of buyers following the recent heavy purchases and to the near approach of the holidays, the New York markets being closed on Saturday, July 2, and Monday, July 4. As the refineries will be partially closed there will be a falling off in meltings, but after the holidays it is more than probable that meltings will be considerably increased owing to the seasonable demand for refined sugars, following upon favorable weather.

The advance in refined made by Howell as we went to press last week was not followed by others until Tuesday, 28th inst., when Americans advanced the list 5c per 100 lbs., which has had the effect of stimulating withdrawals and existing contracts.

Quotations for Canadian refined were advanced 5c per 100 lbs. Friday, June 23, and we revise list at foot accordingly. There has only been a moderate increase in the local demand as buyers were fairly well stocked in anticipation of a large consuming season. There are fears, however, that the Summer consumption will not be so large as usual owing to the small fruit crop.

Europe has advanced for the week 2d per hundredweight, and we now quote both June and July shipments at 9s 3¾d basis f. o. b. Hamburg, which is equivalent to a parity of 3.97c duty paid New York for 96 test centrifugals.

Receipts at U. S. Atlantic ports for the week ending June 22 were 46,057 tons, with meltings 37,000 tons, and total stocks 224,774 tons. Combined stocks of U. S. and Cuba were 394,774 tons against 669,406 tons last year, a decrease of 274,632 tons. Combined stock of Europe and America at latest uneven dates was 2,073,774 tons, or 300,582 tons less than the same time last year.

Grinding in Cuba is rapidly drawing to a close, latest advices being that there are now only 6 centrals in operation compared with 12 the preceding week and 4 the corresponding week last year. Rains seem to be interfering with the operations of the few factories still working, and reports received tell of the worst cyclone known in years in the district of Santiago, Cuba, which has destroyed villages, railways and bridges and interfered with cable communication. The effect on the plantations must be serious. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 13
" in 100-lb. "	5 03
St. Lawrence granulated	4 48
Redpath's granulated	4 48
Acadia granulated	4 40
Berlin granulated	4 40
Domestic beet, granulated, 1902 (off grade)	4 18
Phoenix	4 38
Bright coffee	4 28
Bright yellow	4 23
No. 3 yellow	4 18
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

Crop report on Peas specially reported for The Canadian Grocer by the BLOOMFIELD PACKING CO., Packers of Quaker Canned Goods.

"In peas the indication up to the last week pointed to one of the best pea crops ever harvested in this section. It is evident now that these expectations are not going to be fully realized, but to what percentage the shrinkage will be on the whole crop it is impossible to estimate at present. This curtailing of the very glowing prospects of a little earlier period is occasioned by fungus having struck a number of the fields, blighting and killing the vines completely. This is a disease that we have more or less trouble with every year, but this year it is more prevalent than usual. The eradicating of this pest appears to be impossible. Scientists have come here specially from the Guelph Agricultural College to try and solve the problem of how to eradicate it, but have so far failed to do so. It starts in a small spot in one part of the field, turning the vines yellow, shrinking and drying up the pods and gradually creeping over the field, until in about a week from its first appearance the whole landscape in that particular field is turned from green to orange in color.

"Fortunately, on account of an increased acreage compared with other years, this fungus will not prevent the farmers in this locality from supplying their usual quantity of raw material in the pea line. What is still better, the quality of the peas will be exceptionally fine. We have had ideal weather this season for growing peas, plenty of moisture, cool nights and moderately cool days, just the kind of weather required for maturing this article in perfect condition. While on the whole the pea crop will probably be an average one, it would not be any detriment to the canning business if it was from 40 to 50% larger, as with the quality so superior as it undoubtedly is, and with goods sold at the usual price, there is bound to be a large increase in consumption. Every retail grocer knows that with a high class of Canned Goods in stock, which can be sold at the usual prices, it is quite possible to increase his trade 50% compared with the usual ordinary goods. The foundation of high-class goods is in the raw material, and we believe we have in the pea line this season, just what is required to put up the finest pack of Quaker Peas this season we have ever packed since starting business."

BLOOMFIELD PACKING CO.
LIMITED.

Bloomfield, June 27, 1904.

lbs. having been noted, although this has not affected prices locally. We quote the following prices :

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03½	Tapioca, staple..	0 03½	0 03½
Patna.....	0 05	0 05½	" double goat	0 04½	
Japan.....	0 06	0 07	Carolina rice....	0 10	
Sago.....	0 03½	0 04			

SPICES.

The only change in the spice market for the week is a slightly easier tendency in peppers. Trade is quiet and last week's prices remain unchanged. Our quotations are as follows :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole.....	0 25	0 35
" white....	0 23	0 27	Cream of tartar...	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

Foreign Dried Fruits

Trade in foreign dried fruits for the week has been quiet at unchanged prices. We quote as follows :

PRUNES.

	Per lb.			Per lb.	
100-110s.....	0 04	0 04½	60-70s	0 06½	0 07
90-100s.....	0 05	0 05½	50-60s	0 07	0 07½
80-90s.....	0 05½	0 05½	40-50s	0 07½	0 08
70-80s.....	0 06	0 06½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon.....	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets.....	....	0 03½	Elemes.....	0 09	0 20
Naturals.....	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated..	0 12½	0 15

PEACHES

	Per lb.	
Californian evaporated.....	06½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras....	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected..	0 07	0 07½
" selected layers.....	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz.....	0 08½	0 08
" " 1-lb. boxes.....	0 10½	0 11
" unseeded, 2-crown.....		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown.....	0 09	0 10

DATES.

	Per lb.			Per lb.	
Halluwees.....	0 03½	0 04	Fards.....	0 08½	0 09
Sairs	0 03½	0 04½			

FOREIGN NUTS.

A seasonable demand and quiet market at unchanged prices is reported for the week. Cable advices say there has been a further decline in Sicily filberts, and an advance of 3c in the price of Jordan shelled almonds in Malaga, but these changes have not affected the local market. Letters from the Pacific Coast 13c eggs than in a 10c price. The only look as gloomy, saying that there will not be as many as have been expected by the most conservative. Nonpareils will be particularly short, according to these reports. We quote the following prices :

Peanuts, green, per lb.....	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb....	....	0 09
" " roasted. "	....	0 10
Almonds, Tarragona, per lb.....	....	0 12
Walnuts, Grenoble, "	....	0 12
" Bordeaux, "	....	0 12
Filberts, per lb	....	0 09
Brazils "	....	0 15
Cocoanuts, Jamaica, per sack.....	....	4 25

Country Produce.

EGGS.

Dealers have now given up the idea of any lowering of the price and look forward to a sharp loss on their export trade. The price quoted is still 15c, and with the season so far advanced that level is likely to be maintained. And this in face of the fact that receipts have been large for some weeks. The country merchant is blamed for this in some cases, but he cannot be blamed for disposing of his produce at the best price he can get, and if some dealers offer it all the rest must do so. The cause of it all is the competition put forward by the smaller dealers, who thoughtlessly purchase at any price in order to get supplies. There is very little more money for the merchant in 13c eggr than in a 10c price. The only thing is that he pleases his customers better by being able to offer the higher sum. The average price for the past three months in the four cities of the United States—New York, Boston, Philadelphia and Chicago—has been 18 1-5c, 1 3-5c higher than last year, in spite of a greater receipt of 177,665 cases. Four years ago the average price was 13c. A great deal of money was lost two years ago with eggs at 17 1-3c, and more will go this year. Yankee dealers are, however, better protected than Canadian dealers, since with them there is very large local consumption and very little export trade. Here it is the reverse, and England will not pay the prevailing price. "Shrinks" are very numerous now, and what little chance the dealer has of clearing himself is, in this way, denied him. In the four cities mentioned the money represented in "shrinks" in the three months was a million and a half dollars, a scarcely credible amount. The price is still 15c.

APPLES.

A fair trade is reported in evaporated apples at unchanged prices. Our quotations are as follows :

Evaporated apples, per lb	0 06½

BEANS.

The bean market has shown decided activity during the week under review. The demand is for all varieties and is general. One Toronto firm reports the sale of one-half carload of beans within the week, quite an unusual thing for this season of the year, which is usually very quiet. Prices have eased and recovered, and tend to become firmer. Telegrams from California report that the situation in dried lima beans is a very strong one, and that higher prices are looked for. Stocks are being gradually absorbed, and are now less than 130,000 bags, which are in few and strong hands. We quote the following prices :

Beans, mixed, per bush.....	1 40	
" prime, "	1 50	
" handpicked, per bush.....	1 65	1 75
" water-stained "	1 00	
" Lima, per lb	0 05½	0 06½

HONEY

The honey market continues without special feature, and last week's prices continue unchanged. We quote the following prices :

Honey, extracted clover, per lb.....	0 06½	0 07½
" sections, per doz.....	1 50	2 00

Fish.

A good trade is reported for the week under review. The demand for white fish and trout still continues. Mackerel are off the market this week, and there is a great scarcity of herring. Prices remain unchanged. We quote as follows :

Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb.....	0 09
Haddock " per lb.....	0 06
Cod, steak " "	0 08
Perch " "	0 06
Trout, lake, per lb.....	0 08
Herring, lake, per lb	0 05
Pike, per lb	0 05

Green Fruits.

A brisk trade is reported in green fruits for the week. The first of July trade has been particularly large this year. There has been a good demand for California late Valencia oranges and Mediterranean sweets, although Sorrento fruit is disappearing from the market, and California navels are out. The lemon trade is only fair, with last week's prices practically unchanged. Florida pines are off the market; the season is past its best, and the demand for pineapples is noticeably slackening. Bananas are in big demand at unchanged prices. New Tennessee apples are quoted on the market for the first time this week. Canadian cherries are coming more plentifully; the demand for them is improving, and prices are easier, having dropped to 40c per basket in the course of the week. Strawberries are arriving freely. Niagara stock is plentiful, and Oakville berries beginning to come. On Tuesday of this week supplies were so large that there was a slump in the market, and prices dropped to 5c per basket; quotations as we go to press are from 5 to 7c. By the end of this week or the first of next it is expected that full stocks will be arriving on the market. Mississippi tomatoes are 50c easier than last week. Cantaloupes from both California and Texas are arriving in considerable quantities, and are meeting with improved demand. The first Georgia watermelons were seen this week. Shipments of California fruit, including peaches, apricots and plums, are coming to the Toronto market daily, and will soon be arriving regularly by the carload. We quote the following prices:

Green Fruits.

Mediterrrnean sweets, per box.....	3 50	3 75
California late valencies, per box	4 00	4 25
Messina lemons, new, 300's, per box		3 00
" " 360's, per box.....	2 25	2 75
Sorrento lemons, new, 300's, per box	3 00	3 50
Havana pineapples, per crate.....	3 00	4 00
Bananas, large bunches.....	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl	3 00	4 00
Apples, new Tennessee, half bushel baskets	1 00	1 25
California cherries, per 10-lb. box.....	1 75	2 00
Canadian cherries, per basket	0 40	1 25
Limes, per box		1 25
Strawberries, Ontario, per box	0 05	0 07
Mississippi tomatoes, per crate	1 00	1 25
Watermelons	0 30	0 40
Cantaloupes, California, per crate.....	7 50	8 00
Cantaloupes, Texas, per crate.....	3 00	4 00
Gooseberries, per basket.....	0 50	0 60
California peaches, per crate (4 baskets).....		2 50
" apricots.....	1 50	2 00
" plums.....	1 75	2 25

Vegetables.

There is a brisk demand for all kinds of vegetables, of which there is a scarcity, the demand being greater than the

supply. Potatoes are slow and easier in price. It is expected that as soon as the ordinary consumer gets a taste of new potatoes, which will probably be in a week or ten days, the demand for old stuff will drop off. There is already a considerable falling off in the price of new potatoes. Bunch lettuce by the dozen is 5c lower, while new beets have dropped from 50c and 75c to 40c and and 50c per dozen. Florida spinach is out of the market. Bermuda onions are off the market, and the demand for Egyptians is slow. Green peas, cabbage and beans are decidedly easier. We quote the following prices:

Potatoes, per bag	0 85	0 90
Potatoes, per bag, car lots	0 75	0 80
Egyptian onions, per sack	2 25	2 50
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz.	....	0 15
Savoury, per doz	....	0 15
Carrots, new, per doz	0 50	0 75
Beets, new, per doz	0 40	0 50
Egg plant	0 25	0 30
Rhubarb, outdoor, per doz	....	0 20
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 25
Green cucumbers, per bush. hamper	2 50	3 00
Green cucumbers per doz	0 40	0 50
Asparagus, outdoor, per doz	0 50	1 00
Florida new potatoes, per bbl	3 75	4 00
Green peas, per bush., 12 quart basket	....	0 50
" cabbage, per case	2 00	2 25
" beans, per bush.	1 25	1 50
Waxed beans, per bush	....	1 50
Cauliflowers, small, home grown, per doz	0 50	1 50
Green peppers, per basket	....	0 75

Seeds.

An active trade in seeds is reported during the week under review. Last week's quotations remain unchanged. The sale of corn is still slow, owing to the late season. We quote the following:

Corn, Dent varieties, per bu. of 48 lbs	0 80	0 95
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

The grain situation cannot be said to have improved during the week under review. Trade is dull generally, notwithstanding the fact that Manitoba wheat is up a little. Manitoba, Northern No. 1, is 1-2 to 1c firmer, and No. 2 northern 1c firmer. Red and white wheat are each 1c easier. Barley is 1 to 2c easier, and oats 1-2c firmer. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 95	
" " Northern No. 1 " "	0 94	0 94½
" " " No. 2 " "	0 91	0 91½
" " " No. 3 " "	0 87	0 87½
Red, per bushel, on track Toronto	0 92	0 93
White " " "	0 92	0 93
Barley " " "	0 44	0 47
Oats " " "	0 36	0 36½
Peas " " "	0 68	0 69
Buckwheat " " " Nominal	....	0 55½
Rye, per bushel, " " "	0 64	0 65

FLOUR.

Flour continues quiet, with no changes in last week's quotations to record. A little flour is being exported from time to time, $4.05 per barrel being offered at the beginning of the week, without much forthcoming. During the past month, whatever buying has been done has been on a basis of $4.10 to $4.15, which exporters say allows but little margin above cost. We quote the following prices:

Manitoba wheat patents, per bbl	4 60	4 80
Strong bakers "	4 40	4 60
Ontario wheat patents "	4 50	4 80
Straight roller "	4 35	4 50

BREAKFAST FOODS.

A seasonable market in breakfast food continues at unchanged quotations. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Skins and Wool.

Hides are still very scarce, while wool is coming in freely. All grades of veal skins have dropped 1c per lb. We quote the following:

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 35

WOOL.

Unwashed wool, per lb	0 10
Fleece wool, new clip, per lb	0 17
Pulled wools, super, per lb	0 18 0 20½
" " extra "	0 20 0 22

QUEBEC MARKETS.

Montreal, June 30, 1904.

Groceries.

ANOTHER holiday for Canada's birthday breaks this week's business. On Friday every place of business in the land should be closed. In fact, in Montreal some of the largest firms are closing not only Fridays, but until Monday, so that the clerks will be able to have three full days of rest. Sugar is again attracting attention, and everywhere the feeling is that sugar will continue strong for some time. The advance of 5c all around took place last week, just the very day of The Grocer's issue, so that it was not recorded. The tone of the market for molasses and sugar is very strong. An advance of a cent was reported from the Barbadoes, and quotations here went up a cent in sympathy. There is, as was prophesied by The Grocer some weeks ago, a strong feeling in the molasses market. Tea and coffee are very interesting. Demand has been and is keen for all high grade teas. Holders are very firm, and the scarcity of all high-grade Japan tea backs them up. From Japan comes the report that the market is quiet, and that settlements are scanty. Second crop teas have appeared on the Yokohama market, and the quality of the tea is fine. Coffee is still occupying the attention of observers, as there is certain to be an advance before long. Canned goods of all descriptions are in an exceptionally strong position. Salmon is attracting some attention by its marked advance over the prices of last year. Imagine new pack being $1 to $1.10 higher than it was last season at this time. This, it is thought, will check consumption of this article, as there cannot be any more 15c red salmon. The lowest possible price anticipated now is 18 to 20c. Canned corn is still scarce and at $1.20 holds a strong position. Tomatoes are firm and in good demand. The picnic season being in full blast, the canned meat trade is brisk. Green fruits are interesting now, although quiet. California stock is on hand, and is selling freely. Outside of this, however, little is doing. Peaches sold from $1.75 to $2.50 a crate. Pineapples have advanced slightly, and strawberries have dropped to 8 and 10c. All kinds of fish are scarce, and this Dominion Day coming on Friday will deter the sale of fish very materially. The scarcity of brook trout continues, and the 18c price still holds. Collections are reported fair, and country business good.

SUGAR.

The statistical position of sugar is very noticeable just now, and the advance of 5c is supposed to be only a forewarning of what will take place shortly. Sugar, it is claimed by the knowing ones, must go up. The shortness of the Cuban crop; the demand for sugar having increased all over Europe, and the fact that considerable Java sugar has been ordered already, all point to a very firm position for all kinds of sugar. Locally, the market is very strong, and trade is good. We quote:

Granulated, bbls.	$4 40
" ½-bbls	4 55
" bags	4 30
Paris lump, boxes and bbls	4 90
" " ½-boxes and ½-bbls	4 90
Extra ground, bbls	4 75
" " 50-lb. boxes	4 95
" " 25-lb. boxes	5 05
Powdered, bbls	4 55
" 50-lb. boxes	4 75
Phoenix	4 30
Bright coffee	4 15
" yellow	4 10
No. 3 yellow	4 10
No. 2 "	3 90
No. 1 " bbls	3 80
No. 1 " bags	3 70
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

A step up for molasses has attracted some attention in the trade generally, and holders are showing a disposition to believe that molasses will be still higher in price. From Barbadoes the report has been verified that the crop is all in, and that very little molasses can be had there. Several large schooners are expected in Montreal early in July, and then some interesting sales may be reported. Molasses was selling freely at 26c, and the demand was very good this week. We quote:

Barbadoes, in puncheons	0 26	
" in barrels	0 28½	
" in half-barrels	0 28½	
New Orleans	0 22	0 35
Antigua	0 37	
Porto Rico	0 45	0 48
Corn syrups, bbls	0 02½	
" ½-bbls	0 02½	0 03
" ¼-bbls	0 03	
" 38½-lb. pails	1 30	
" 25-lb. pails	0 90	
Bbls., per 100 lb	2 75	
½-bbls. "	2 75	
Kegs "	3 00	
Cases, 2-lb. tins, 2 doz. per case	1 90	
" 5-lb. " 1 doz. "	2 35	
" 10-lb. " ½ doz. "	2 25	
" 20-lb. " ¼ doz. "	2 10	

COFFEE.

Without any quotable change in coffee the market has ruled steady and

The Old Homestead Canning Company

are packing Fruits and Vegetables, whose quality is unsurpassed. **The Old Homestead Brand** is guaranteed. The label, in colors and gold, and embossed, is the richest yet seen on any Canadian Packer's goods. **The label, the name, and the quality** will win for **The Old Homestead Brand a sure preference.** Every retailer should insist upon having this pack. Order from your wholesale dealer, and if he can't or won't supply our brand write us direct. Just now it is

Strawberries and Peas

You should order Strawberries at once. As you are aware, the pack this year will not be large.

The Old Homestead Canning Company

Picton, Ont.

regular. Expert opinions state that coffee of the new crop in Brazil matured early, and the rain delayed the hulling. Latest reports show that the speculators are trying to intimate that coffee is going to be high, yet there is not an iota of truth in their prophecy. We quote:

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

There was a notable decline in the home market for Japan tea, when compared with the opening last season at this time. But the recovery has become as interesting as the decline. This applies to high-grade teas, which are dear, and this is occasioned by the keen competition and the fact that purchasers are looking forward to the scarcity of grades above 20c. Spot teas placed in the market now are of high grade from Japan shippers. The medium grades from 16c to 18c are on the way, and will likely be placed in a week or so. The later teas have been quoted as low as 12 3-4c, c.i.f., but of course such are not available until about the middle of July. Indian and Ceylon teas are firm and in good demand. We quote:

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20½
Indian greens	0 18	0 30
Japan style China congoes	0 10	0 10
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS.

Canned goods of all descriptions are in excellent demand. The stocks of last year's salmon will be much appreciated now, and those who have any quantity will do well to hold them. Canned meats are selling freely, and a fine business is being done. The outlook for corn is very strong, as no weakening has taken place in the situation. No corn can be had under $1.20, and very little is obtainable at that. The new pack salmon prices are as follows:

Fraser River salmon		5 75
Skeena "		5 65
River Inlet and Lowe Inlet salmon		5 35
Spring sockeye		5 00
Cohoes		4 00
Humpbacks		2 75
Tomatoes		1 05
Corn		1 20
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 47½
Lawtenberries, 2s		1 57½
Raspberries, black		1 42½
Gooseberries		1 83
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47½
Cherries, red pitted, 2s		2 30
Baked beans, 3s		1 03½
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

Foreign Dried Fruits.

Business is dull in dried fruits, although the jobbers seem to be busy. Several more or less important lots of sultanas have been moved at full values, and a general hardening tendency has set in. This movement of stiffening is no doubt in sympathy with the primary market. Tarragona almonds are reported firmer. Valencia shelled are strong on spot. There has been a good demand for Naples walnuts, and the spot stock seems limited. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

The arrival of the new California fruit has stirred the trade slightly this week, and the sales of stock turned out well on Monday. Apricots sold at $1.25 to $1.85 per crate; peaches, from $1.75 to $2.50, and plums from $2 to $2.80. Pineapples have advanced slightly, and strawberries have dropped a couple of cents on all grades. Cabbages are getting cheaper, and other vegetables are gradually passing out of the luxury class. Oranges and bananas are steady, and with abundant supplies an easiness is anticipated for a whole. We quote:

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	3 00	5 00
Pineapples, 24 to case		4 00
" 30 to case		3 25
Bananas	1 25	2 50
Egyptian onions, per bag		1 75
New Messina lemons 300's		2 75
" " " 360's		2 50
Florida tomatoes, per crate	2 75	3 00
Cucumbers, per doz		0 30
Asparagus, per basket		1 00
Radishes, per doz		0 45
Strawberries, qts	0 08	0 12
Peanuts, Bon Tons		0 12
" Sun brand		0 11
" Diamond G brand		0 09½
" Coon brand		0 07½
New Brazils		0 13½
New potatoes, per bbl		7 50
Cabbage, per crate	2 00	2 25

Fish.

A general scarcity of fish is noted, but there is, notwithstanding, a dullness in the market. This week upsets the fish market because of Friday, the only fast day of the week, being a holiday. All the big dealers will be closed, and then the demand has not been so good this last ten days. Gaspe salmon is selling freely at 13c. Halibut has advanced to 11 1-2c, and brook trout is still scarce and maintains a steady demand at 18c. Haddock has stepped up a half cent again, and is ruling strong at 4c. The half cent drop of last week on trout, whitefish, dore, etc., has been recovered, and they are all selling at 7 1-2c. We quote:

Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb		0 04
Pike, " round and dressed		0 06
Halibut, fresh, per lb		0 11½
Gaspe salmon, fresh per lb	0 12	0 13
Fresh B. C. salmon	0 10	0 12
Fresh steak cod		0 05
Lake trout, per lb		0 07½
Whitefish		0 07½
Dore		0 07½
Fresh mackerel	0 07½	0 08
Lobsters		0 12
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl		4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 2 green cod bbls. 200		5 00
Salt mackerel, pail of 20 lbs		1 60
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb		0 05
B. C. salmon, choice red, per bbl		15 00
B. C. salmon, ½-bbl		8 00
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal		1 50
Selects		1 75

Country Produce.

EGGS.

Eggs are likely to be cheaper. The receipts are heavy, there having arrived on Monday as many as 1,477 cases. The demand is still limited, owing to the warm weather, and the tone of the market tends to easiness all around. Straight new gathered stock was selling at 14 to 14 1-2c on Tuesday, and seconds at 13 to 13 1-2c per dozen.

BEANS.

The bean market is very steady, and little business is doing. Sales were made in a jobbing way of choice primes at $1.35 to $1.40 per bushel, and primes at $1.35, while car lots of primes (choice) sold at $1.30, and primes at $1.25 per bushel.

HONEY.

Honey is very quiet, and prices are unchanged. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

Little is doing in these lines just now, although splendid goods are on the market. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

POTATOES.

The market for potatoes is slow just now, and the demand is light. Sales were made at 65 to 70c, ex-track, for good stock.

Flour and Feed.

FLOUR.

The flour position seems to be somewhat improved in sympathy with the stronger tone of the wheat market. Western millers are more hopeful, and the local men anticipate a slight advance before long. We quote:

Manitoba spring wheat patents		4 90
" strong bakers'		4 60
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

The feed trade is moving slowly, and firmness has characterized every department. We quote:

Ontario bran, in bulk		19 00
" shorts		21 00
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Mouillie	26 00	28 00

OATMEAL.

A steady business has been done in oatmeal this week, despite the hot weather, and prices remain firm. We quote:

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, bags	2 55
" bbls.	5 30

NOVA SCOTIA MARKETS.

Halifax, June 27, 1904.

TRADE is only moderately active in this city. The falling off in business at Sydney, in consequence of the strike, has curtailed the business of Halifax houses to some extent. The 21st was kept as a holiday in the city, it being the natal day of Halifax, and the week's business suffered somewhat in consequence. The outlook for future trade is good. The Nova Scotia crops are coming along grandly, and never looked more promising at this date. Native strawberries have been on the market for a week, which is remarkably early. They seem quite abundant and retail grocers were selling three boxes for a quarter on Saturday night. Apples promise to be a big crop again this year. All branches of the fisheries are proving much more remunerative than last year, and a lot of money will be put in circulation next autumn.

* * *

The Halifax grocers, and perhaps some in the country as well, have been trying an experiment in the drug line that does not promise favorably at present. About a month ago a pleasant appearing young man canvassed the principal grocery stores soliciting orders for castoria. He said the manufacturers thought the drug trade was not using them right, and they had decided to place the production in the hands of the grocers at a less price than they had been selling to the druggists. Good orders were secured and the goods were delivered in a few days, c. o. d. receipts being given on billheads of the Universal Drug Co., New York. It has since transpired that the article was a mere imitation of the well known proprietory article, and of uncertain value. In some cases the grocers paid more for the stuff than they could have bought the genuine article for in like quantities. The proprietors of Pitcher's Castoria are taking steps to prevent the imitation from being offered to the public, and altogether the position of the grocers who parted with their money for large quantities of the alleged castoria are likely to have an uncomfortable time of it.

* * *

A young man who formerly traveled for an Ontario cigar firm was arrested on Friday night in a farm house near Sydney, on the charge of obtaining money under false pretences. It is alleged that he made several drafts upon his house which he got the firm's customers at Sydney to endorse. These were returned unaccepted. It is said the man secured sums aggregating several hundred dollars.

* * *

There is not much change in the market situation. Barreled pork has been advanced, but the change is merely nominal, as the sales at present are very light. Dairy produce is depressed. The market is very much overstocked with dairy butter, and the price is extremely low at 15 to 16c in tubs, and 17 to 18c in prints. Creamery sells at 19 to 20c. Cheese is fluctuating. Just now the price is off a little at 8½ to 8¾c at factory points. Eggs are not quite as firm as last week. Prices hold at 15c for Nova Scotia eggs, and 14c for Prince Edward Island. Flour is quiet. Some dealers believe that spot stocks in this province will be light by the first of August, and that prices will then be firmer than at present.

NEW BRUNSWICK MARKETS.

Officer of Canadian Grocer,
St. John, N. B., June, 1904.

THE celebration to which we referred last week in connection with the Ter-Centenary of the discovery of the St. John River by Champlain, was successfully held. The weather was fine, and the city has seldom contained so many strangers. Of course from the standpoint of the wholesale trade, business was considerably interfered with, but there can be no doubt financially the city received very much benefit. It is impossible to report the feeling of our merchants looking forward to the Summer and Fall trade. The condition of the money market in the United States, of course, affects us considerably, but as yet there is no such depression here as there, and while there is a general feeling of caution very many are hopeful, and anticipate an equally good business to that of last year.

Merchants are trying to find in what relation they stand to the new tariff. Certainly we have never had such a measure of protection in Canada as the Government have now given us. Importers, however, of certain lines view with almost consternation the fact that after paying duty on the price of goods in the United States, which may mean quite an advance over the price at which they have bought them, they have to pay the entire difference between the two prices as an additional duty. They feel it is protection with a vengeance, if not an interference with fair business conditions. There is also a feeling of uncertainty in regard to the outcome of the present investigation into the tariff as indicated by the Government.

In local markets there are no changes of wide importance. Several cars of Canadian cornmeal have been imported, owing to local prices being high, and our mills not able to compete. In spice the situation is largely unchanged, except that ginger is extremely low. This, of course, is a quiet season. Cream of tartar continues to hold at quite a full price.

Oil.

There has been no change in the price of burning oil since the low price was quoted after the change of duty. This, of course, is a season of light shipment. There is a fair business reported in linseed oil. While the local price continues low markets are firmer, and an advance in price is looked for. Of course it is also in these lines a quiet season. Turpentine is rather weak at the lower prices named a few weeks ago. Dealers have expected even lower figures, but holders of stock abroad seem able to keep the market from any serious break. There is, however, an easy feeling. In lubricating oils prices are unchanged. Sharp competition in these lines keeps prices at fair values. There is some interest in fish oils. There is no doubt we will see lower prices. There is some old oil still here, and dealers are not inclined to purchase new oil. The quantity offered so far is not large, but there will be every effort made to force prices down. In Newfoundland non-freezing cod liver oil prices have been about cut in two since last year. This, of course, is affected by the Norway product.

Salt.

In Liverpool coarse salt a cargo is daily expected of some 6,000 bags, and prices ex vessel will rule rather lower than present ex store figures. There is, however, no change in the market. There continues to be just a fair sale. There is a fair demand for factory filled, but quantity imported is not as large as in former years. In Canadian salt there is a good steady demand at even prices.

Canned Goods.

Prices on new salmon have been quoted by coast packers, and while our dealers anticipate higher figures they were hardly prepared for the full prices quoted, which are at least 25 per cent. higher than last Fall. There are quite a few still held, on which our trade are anticipating a nice profit. There has been during the season only a fair average business. In vegetables present stocks will carry dealers until new goods arrive, except it may be in corn. Prices are not yet quoted on new vegetables, but may be before this report is in print. The large proportion of the goods to be brought here will come through the consolidated. In canned straw-

berries and peaches full prices are anticipated, as advices from Ontario state the pack will be short. Local packers are now quoting gallon apples. In this line sale for the past two years has been light. Packers are trying to get a little better than last season's figures. In meats prices are held firm and business is quite active. In canned oysters full prices are still held, and there will be, it is expected, no change until another season. Domestic canned haddies are being freely received; prices are unchanged. This is a popular line, and with the increased population in the west a much larger demand is looked for. This is also the case with our other domestic lines, as sardines, kippered herring, and clams. In lobsters it is not possible to supply the demand.

Green Fruits.

Dealers are very busy. Bananas are coming to hand rather more freely, and are the line of chief interest. In oranges, owing to the season, prices are firmer. Californias are having good demand. Sorrento stock offered here is but fair quality. A few nice valencias are still offered, but price is quite high. Lemons are still low. In pines there is a rather better demand, but this is not a large market. Watermelons are offered, but this is also a line to which our dealers do not give very much attention. Ontario strawberries are being received, and are selling freely at quite full figures, where quality is good. Domestic rhubarb holds quite firm in price, and there is a full demand for all offered.

Dried Fruits.

In spot goods business is quiet. There is, however, a fair sale for seeded raisins, cleaned currants in cartons, and 90 to 100 prunes. Prices are low. Brokers are trying to interest the trade in new goods, but do not find very much snap to the market. The past season has not been particularly favorable, and not only are there fair stocks held, but present values are low. In peels the new prices show quite an advance in citron. Orange and lemon peel about as last year. There continues to be increased difference between these lines. New prices quoted on prunes are low, and should result in good business. This is a very poor market for apricots and peaches. This market is reported very firm in the west. In dates quite a full stock is held. Prices are low, and new goods are offered about as last year. In figs there seems a rather firmer market than last season, and advices, as so far received, would indicate a strong market. In foreign raisins very favorable reports are to hand. Evaporated apples are light sellers at this season, and the market is not particularly firm. In valencia onions season in getting late. Some nice stock is now held. There has been some effort to sell from Montreal. In peanuts prices are again slightly higher.

Sugar.

Holders of stock feel encouraged owing to a slight advance during the past week, and a very firm market is reported There continues to be a steady sale. Owing to the low prices which have so long ruled there is but light business outside of granulated sugar. The fair profit which is now being made through the Grocers' Guild on this line is the chief bond which holds the guild idea firm, and tends to increase the number of lines sold under agreement.

Molasses.

Conditions in our market are now quiet. There are fair stocks held, particularly in Porto Rico. Prices are held quite firm, and in Barbadoes an advance is anticipated. Importers are finding one disadvantage in reference to the withdrawal of duty on this grade, as they now have to get their importation gaged themselves, in place of having the free service of the Government.

Fish.

Fresh fish continues to occupy the attention of the trade. Salmon are now quite freely received, and may be said to be at the height of the season. Quite firm prices are anticipated, as there is always a 4th of July demand from Boston. Of late years prices have been well maintained throughout the season, not going as low as formerly. It is rather surprising we do not send more fresh salmon to Montreal, and to Ontario cities,—it is our finest fish. In shad and gaspereau the season may be said to be over, although salmon fishermen still offer a few shad. In dried fish, while prices are rather lower, new goods come to hand quite slowly, and prices are still high. There are continued small receipts of smoked herring, but very full prices are still held. In pickeled herring there is little demand. Prices are high, and it is yet too early to say anything in regard to the coming season.

Flour, Feed and Meal.

In flour there is steady business. Manitoba grades are unchanged. Dealers were somewhat surprised at the slight decline in Ontario brands. The market, however, is considered to be quite firm, and low prices are not anticipated. While in oats some shippers are quoting rather lower figures, oatmeal is held at full prices. There is but a fair sale. Cornmeal continues high, and several cars of Canadian cornmeal have been received. This is something entirely new for our market, as our local millers have usually been able to undersell the west. Beans are very dull, even at the low price. In barley and split peas there is little doing. In feed millers are holding prices quite firmly, not having very much to offer. There is, however, in this market but a light demand at this season.

MORE ON THE NEW TARIFF.

REFERRING to a series of interviews on the new tariff published in last week's issue of The Grocer, Mr. Wallace Anderson, of the Acadia Sugar Refining Co., wishes to state that it was not his intention to convey the impression that the continuance of the surtax on raw beet sugars from Germany was responsible for the increase in the sugar trade between Canada and the West Indies and British Guiana. As a matter of fact, the latter is the legitimate result of the abolition of European bounties and the operation of the preferential tariff. The effect of the abolition of bounties has been to increase the price of European beet sugar above the parity of cane sugars, and this combined with the preferential tariff, has made sugar from the British possessions the only desirable goods for Canadian sugar refiners to handle. All indications are favorable to a continuance of these conditions. The surtax being only applicable to sugars from Germany, it has really no effect on importations, and were other conditions favorable to imports of beet sugar, refiners could draw their supplies from Austria, Belgium and countries other than Germany, which would not be subject to any restrictions.

NOTICE OF INCORPORATION, ETC.

The Ontario Government has confirmed the by-law of the Canada Grocers, Limited, of Toronto, authorizing the directors of the company from time to time, on behalf of the company, with the funds of the company available for the purpose, to acquire or purchase such amount of the preference stock of the company as they may see fit, and to cancel the stock so acquired, and to reduce pro rata, according to the amount of stock so cancelled, any reserve set apart in respect of such preference stock so cancelled.

PERSONAL MENTION.

Mr. A. Reggio, of A. Reggio & Co., commission merchants, New York, was in Toronto this week, and was introduced to the trade by Mr. W. Anderson, of the Acadia Sugar Refining Co. A. Reggio & Co. represent Missir & Co., fig packers, Smyrna, as well as several well-known packers of walnuts.

Mr. J. J. Denman, traveler for the Canada Biscuit Co., Toronto, has been promoted to the management of their business in Manitoba and the Northwest.

Mr. W. Stanley Spark, of the Dominion Staff of Agriculture, leaves next week for the Argentine Republic, where he will inquire into the matter of improved trade relations between Canada and that country.

HINTS TO BUYERS.

H. P. Eckardt & Co. are offering special value in Japan rice.

H. P. Eckardt & Co. are selling Tomato catsup in quart bottles so that it may be retailed at 10c a bottle.

Apricots may be had from H. P. Eckardt & Co. at a low price.

NAPOLI MACARONI

PACKAGE OR BULK.

From a Case to a Carload. Quality better than that of any other Macaroni sold in Canada, whether of domestic or of European manufacture. Price considerably lower. Samples supplied free. Write for them and for prices. We can interest you.

NAPOLI MACARONI COMPANY

HAYTER AND TERAULAY STREETS, TORONTO

MANITOBA MARKETS.

Winnipeg, June 28, 1904.

SPLENDID growing weather has been experienced throughout the Northwest for the past week, and the most brilliant reports are coming in from the various points pertaining to the conditions of the grain crop. The markets are fairly steady, with the exception of flour, which is a little easier, and sugar, which is now quoted at an advance of 5c.

Sugar—The market has now advanced, and Montreal granulated is quoted at $5.05 in barrels and $4.95 in sacks and yellows at $4.45. The market still quotes Wallaceburg in barrels at $4.95, and sacks $4.85.

Canned Strawberries—The market is firm; pineappes are still quoted 2 lb. whole at $3.75 a case of two dozen; 1 3-4 sliced at $3.75 a case of two dozen; 1 1-2 lb. sliced, $7.20 a case of four dozen, and 1 3-4 lb. grated, $7.60 a case of four dozen. The strawberry crop will undoubtedly be small this year, and canned strawberries will be rather high.

Evaporated and Dried Fruits—All lines are firm. Evaporated apples and apricots continue to be very scarce. California 1902 stock are just about off the market, and 1903 choice are quoted 13 1-4c to 13 1-2c. New goods will not be in before the first of July. Oregon prunes are about off the market. California prunes, the market quotes: 70 to 80 at 5 1-2c; 60 to 70 at 6c; 80 to 90 at 5c, and 90 to 100 at 4 1-2c.

Rolled Oats—The market is firm; 60 lb. sacks are quoted at $2.25, 40 lb. sacks at $2.30; 20 lb. sacks at $2.35; 8 lb. sacks at $2.65, and 5 lb. sacks at $2.85.

Cornmeal—The market remains firm, quoting cornmeal 90c per half sack, and $1.75 per sack.

Green Fruits—The market is firm. Late Valencia oranges are quoted at $4.75 a case; sweets at $3.50 to $4 a case; pineapples, $5 a case; bananas, $3 to $3.50 a bunch. Hood River strawberries per case, $3.50. Messina lemons, $3.75 a case. California cherries, black or red, $2 a case. Florida watermelons, $4.50 a dozen. Texas tomatoes, $3 a case of four baskets. Onions, 30c a dozen. Radish, 45c a dozen. New cabbage, 4c a lb. Rhubarb, 2c a lb., and lettuce 40c a dozen bunches. Apples are practically off the market.

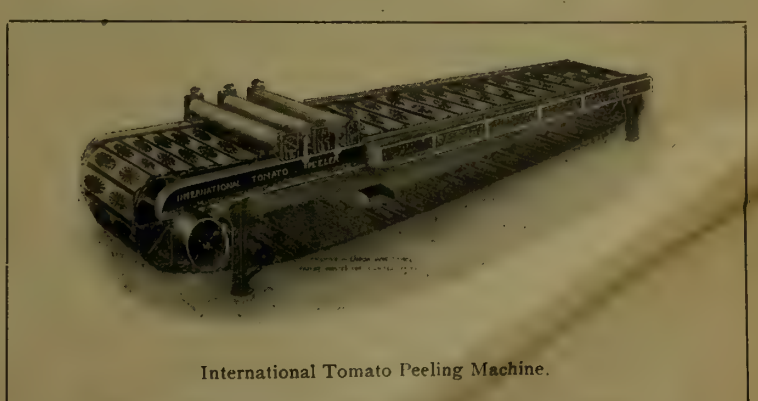
Flour—The market has declined. No. 1 patent is now quoted at $2.45; No. 2 at $2.30, and No. 3 at $1.80.

Eggs—The market has advanced a little and eggs are now jobbing to the trade at 20c.

Canned Meats—The market in cured meats continues firm, with quotations as follows: Hams, per lb., 13 3-4c; shoulders, per lb., 8 3-4c; picnic hams, per lb., 9c; breakfast bellies, 13 1-4c; breakfast backs, 11 1-4c; large spice rolls, 10 3-4c; long, dry clear, 8 3-4c.

TOMATO PEELING MACHINE.

A SHORT time ago an employe of the Standard Canning Co., of Hamilton, of which Lumsden Bros., wholesale grocers, are the principal owners, devised a machine for peeling tomatoes, an operation which has heretofore been performed entirely by hand. The machine was patented and the Standard Tomato Machine Co., of Hamilton, formed to place it on the market.



International Tomato Peeling Machine.

Through the courtesy of Mr. Lumsden The Grocer is enabled to publish the accompanying cut, which gives a very fair idea of the principle of the machine.

The tomatoes are placed on the revolving platform over the disks shown thereon, and are pressed through by the grooved rollers shown in the foreground. The skin is at the same time removed and cut off by a knife.

Two machines, it is claimed, will take the place of 80 women, and will do the work much more rapidly and neatly than is possible under the old system. Six operators, with one machine, are enabled to peel from 600 to 900 bushels per day of 10 hours. The saving in wages can be easily calculated.

The machines can be inspected at the company's works at Hamilton, and are manufactured to order.

FINE COFFEE WINDOW.

HAMILTON BROS., departmental store proprietors, corner of St. Catherine and Windsor streets, Montreal, have in their corner window a magnificent display of Blanke's "Faust" brand coffees. The window is a very striking one; a typical life-size Mephisto occupies the rear centre of the window, while on each side in large papier mache lithographs are depicted Faust and Marguerite, while surrounding these on all sides are tiers and pyramids of cans of Faust Coffee. At the feet of the central Mephisto is spread out a mound of coffee berries. The window certainly is a most attractive one, and no doubt will leave an impression on the minds of the passers-by of Faust Brand Coffee. Hudon, Hebert & Cie., wholesale grocers, Montreal, are agents in Canada for this coffee, which obtains such an immense sale throughout the United States, the citizens of which counry are large consumers and critical judges of what is good in coffee.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B.C., June 24.

A RADICAL change is to be inaugurated in the method of handling business in the Yukon, by the firms engaged in mercantile trade there. The two largest firms, the North American Transportation and Trading Co., and the Northern Commercial Co., have announced that in one month they will quit the credit business entirely. The policy inaugurated is one of the most sweeping changes in business since the Klondike was opened up. The rule is to be that every one of the miners in every camp in the country will have to pay spot cash for "grub" and other necessaries, or go without. There is not the slightest chance of the numerous smaller firms or companies holding out the credit inducement, as they could not carry all the miners who would be seeking for credit when the big companies shut down on it.

It is estimated that fully 70 per cent. of the miners have been carried heretofore by one or other of the companies for eight months in the year, or from the time of the buying winter supplies until the clean-up in the following Summer. The new policy will force producers to keep money enough here to pay for the Winter supplies. It may seriously affect thousands of "laymen" whose only capital is muscle and a willingness to use it on a share-and-share basis on some claim. These men, as a rule, have no capital, and have no means of paying for grub until the clean-up makes available the results of their exertions.

* * *

Advices from Liverpool received by the secretary of the Fraser River Canners' Association, Mr. W. D. Burdis, are to the effect that the English market was better stocked with canned salmon at the end of the month than had been the case for a number of years past. In Liverpool on May 31 there were stocked 648,079 cases, as compared with 640,030 cases in May last year. In 1902, the May stock was 495,563; in 1901, 342,382 cases; in 1900, 286,843 cases. This count for Liverpool for May 31 did not include 70,000 cases of Alaskan salmon in the cargo of the ship Earlmount, now en route for that port.

The stock at Liverpool included 300,000 cases of salmon from Fraser River, Northern British Columbia waters, and Puget Sound, while there were 348,000 cases of Alaskan salmon. On May 31 the London stocks comprised 60,000 cases of British Columbia salmon and 260,000 cases of Alaskan, in store and afloat. The average monthly consumption of salmon in the United Kingdom last year was 58,968 cases; In 1902 it was 56,546; in 1901 it was 42,291, and 50,264 cases in 1900.

* * *

The active feature of the markets locally this week is in the movement of fruit. And the active variety of fruit is the strawberry by all odds. And the strawberry is entirely of home production. A fortnight ago there were plenty of strawberries being imported from Washington and even some from Oregon. Now the berries are all of local production, and they are good. Besides being of excellent quality, the supply of the favorite berry is to all appearances unlimited. The fact was chronicled in my letter a week ago, that the week opened with a shipment of 700 boxes arriving on one train. Now it can be said that they not only arrive by carloads, but they are exported by carloads.

The quantity of strawberries sent to Winnipeg and other points in the Canadian Northwest is unparalleled. It makes the Manitobans stare, and they devote columns in their daily papers to describe the big shipments of luscious fruit from the Pacific Province. It is but a very few seasons ago that the attempt to send perishable fruits from this province to the markets of Manitoba and the Northwest was in a very small way only, and as an experiment. Now it is apparent to all that the future of the trade is as wide as the possibilities of raising fruit. And that is saying a great deal, seeing that such unlimited quantities have been produced now, when the industry is but beginning to wake up and develop.

* * *

Strawberries yesterday retailed at 5c per box for very fair quality of fruit; not the largest size, but still fine, well-formed berries. The large size of the berries grown in British Columbia is the prominent feature. There is no limit, apparently, to the size to which they will grow. It takes but few of some of the varieties to fill a box. The provincial fruit inspectors, Mr. R. M. Palmer and Mr. Thos. Cunningham, have this week been preparing samples to place on exhibition at Winnipeg at the Dominion Exposition, and they did not need to select large samples. They merely went down to a wholesale house and bought a few boxes at random, the whole lot was up to sample, and plenty good enough to make an exhibit from.

* * *

The berry season will perhaps last another fortnight, as the weather has kept cool and shady at times, with sufficient warm bright days to bring in the berries gradually. The crop would otherwise have been in with twice the rush it has come. Prices this week are down to $1 a crate in a jobbing way, with $1.25 for extra fine berries.

California fruits are coming in very liberally, and a much extended range is noticed. Peaches, Alexander and Hale's Early are being received regularly. The price is about $1.50 to $1.75 per crate. The first new apples from California, Astrakhans, arrived this morning. They were fairly well matured for such an early shipment. As they job at $2.25, it is hardly likely they will displace the Tasmanian apples still in stock, the latter being fully matured and ripe stock, choice selection, and quoted very little higher in comparison.

Several varieties of plums, Clyman, Green Gage and Tragedy prunes, have been received this week. The Tragedy prune is the first variety to come on the market, and this is the first shipment received this Summer. The price is $2 to $2.25 for prunes and plums. Apricots are coming in in very good condition; they sell at $1.75 per crate. Cherries from California are nearly out. They are sold at $1.65 this week. Local cherries are coming in very rapidly.

* * *

Groceries are moving slowly, northern shipments being light until after July 1, when the special through commodity rates come in force. There has been great activity displayed in buying sugar, the story having got around among the trade that the refinery price was likely to go up soon. There is, so far, no indication that a change is to be made, and it may be that the anticipation is caused by the fact that there is always a big demand in the preserving season.

In staple lines of groceries there is no change in prices to note. California evaporated apples are quoted higher than the Ontario variety, and, of course, do not sell, as the latter is infinitely the superior article. The clear creamy whiteness of the Ontario goods, with their full rich flavor and fruity texture when cooked, is away ahead of the dark-brown dried appearance of the California evaporated apple. Other lines of dried fruits are firm, but movement is light, owing to the heavy supplies of fresh fruit..

* * *

In produce lines, the supply of local fresh butter keeps up. There have been some receipts of Ontario butter this week, a car having sold out at 21 to 22c, and one or two other cars being heard of as on the way. No straight cars from Manitoba are being sent at present. The average price is as quoted, 21 to 22c. The stock is light. Local creamery is quoted at 25c yet. Eggs are being held at 22 1-2c for imported stock. Local fresh eggs are still worth 26 to 27c per dozen. There is little or no movement of produce north at present.

ASSOCIATION NEWS.

THE grocers of Brantford have arranged to join their Hamilton brethren again this year in their annual excursion to Niagara Falls on July 20.

* * *

At the last meeting of the Retail Merchants' Association of Toronto Junction the following officers were elected: President, W. J. Sheppard; first vice-president, R. J. Miller; second vice-president, T. Chapman; secretary, J. Bond; treasurer, A. Chisholm; T. Padget and G. R. Rogers were appointed delegates to the Toronto association. The picnic of the grocers' clerks of Montreal will be held in Waterloo on Sunday, July 3.

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE
PACKED ON THE FRASER RIVER. . . . .

For sale by all the leading Wholesale Grocers in Canada.
We do not sell to retailers.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED
WALKERVILLE, ONT.

The Drink for Summer.
The Drink for Health.

HIRES' ROOT BEER

You can sell it freely if you carry it in stock.

If your jobber does not sell it, write me direct.

"White Dove"

COCOANUT

Absolutely the finest quality on the market.

The handsomest package and most ready seller for summer.

Write direct if your jobber does not carry it in stock.

W. P. DOWNEY, 26 St. Peter St., Montreal

GREAT MIDSUMMER

CLEARING SALE

Of 1903 Crop Dried Fruits, in Perfect Condition.

California Seeded Seedless Raisins, CARNATION PINK Brand, boxes 45/12 oz. cartons	**4c.** per package
California Choice Apricots, Armsby WHITE RIBBON Brand, 25 lb. boxes	**10c.** per lb.
Pheasant Brand Oregon French Prunes, 60/70, 50 lb. boxes,	**5c.** per lb
Pheasant Brand Oregon French Prunes, 80/90, 50 lb. boxes,	**4c.** per lb.
Bevan's Three Crown Malaga Loose Muscatel Raisins, 50 lb. boxes	**6c.** per lb.
Aranda Fine Off-Stalk Valencia Raisins	**5c.** per lb.
Arguimbau Fine Off-Stalk Valencia Raisins	**5½c.** per lb.
Trenor Fine Off-Stalk Valencia Raisins	**5½c.** per lb.
Minerva Brand 4 Cr. Cleaned Sultana Raisins	**6c.** per lb.
Segalerva Rideau Dehesa Clusters Malaga Table Raisins	**$1.50** per box.
Bevan Delectable Clusters Malaga Table Raisins	**1 50** per box.
Bevan Delectable Clusters Malaga Table Raisins	**.60** per ¼ box.

TERMS : F.O.B. Montreal, Net 30 Days, or 1 per cent. 10 days.

Hudon, Hebert & Cie.

MONTREAL.

The Most Liberally Managed Firm in Canada.

CANADIAN CANNERS, LIMITED, AND THEIR SELLING TERMS.

Editor CANADIAN GROCER :

In your issue of June 10, your editorial says that the system adopted by the canners in the government of prices by the allotment of a trade discount for the disposing of their pack for 1904 has not met the approval of the wholesale trade, and that clause 5 relating thereto has not been satisfactory in the past, as it binds the trade to give to them their undivided support as against outside competition.

In defence of the canners, it may be said that the system laid down is not a matter of choice or profit to them, but on the contrary, they have had to bow in submission to the will of the trade, as they very wisely claim that it is conducive to giving a uniformity of price and a steadiness to the market value, although the margin of profit allowed by the canners is small in consideration of the risks they run, as the real dispensers of the goods to the retail trade. Able and competent men have to be kept on the road to dispose of them. They have to meet losses in bad debts, and to provide storage, interest and insurance, and, notwithstanding the small margins of profit in it to them, the trade prefers it to the old form of disposing of canned goods, and it is claimed by those who have given it support to be a marked improvement over the old form of handling this staple commodity of food supply.

In the matter of the wholesale trade having to make a statutory declaration, this form is not peremptorily demanded, for the reason that the form of a discount is nothing more than a commission on sales, and so long as the goods are of a high standard and meet the approval of the consumer he cannot do more than give to the canners his undivided support.

It may also be here said that the Canadian Canners have not amalgamated their factories to be conducted under one executive head for the purpose of unduly advancing the price of food products to the consumer. Such a policy would in the end be suicidal to them. Their aim is to pack a better grade of goods at the lowest possible margin of profit consistent with cost of manufacturing same, and to bring them in reach of all classes so as to increase their consumption. The purchase of the additional factories which you speak of was not done to stifle competition, but owing to an agreement in the formation of the amalgamation of the different factories in existence at the time, all would be taken in at a fair valuation for their property.

It is not the intention to take in a single factory started since the amalgamation, and the amalgamated canners are willing to meet all comers in a spirit of fair play and a survival of the fittest. It is expected on the part of the canners to create a healthy competition among their own factories. In future every factory will stand on its merit as to quality and standard of its goods, and such merit, standard and intrinsic value will be recognized under its own label and where packed. This form will retain the individuality of the goods as in the past, and any factory on account of location or any other reason over which the manager has no control, that is not able to produce standard goods, such goods will be sold on their merit and will come in competition with every factory in and outside the amalgamation.

It is not the intention of the Canadian canners to have a single objectionable feature in their mode of doing business, or to force any body of men to buy their goods if it is not their interest to do so. Their aim will be excellence of quality and low prices for good products.

It is to be regretted that in the first year of the canners' amalgamation an advance in price should have taken place, but such advance was not unduly made, and was owing to short crop and a large advance in the raw material, in addition to the higher price of labor, as also of packing cases and other supplies. Supply and demand will always be a noted factor in regulating prices of canned goods, as in other commodities.

You admit that the canners have done a good deal in developing the trade. Yes, it would be well to think of the millions of dollars which would be lost every year in waste in apples alone. It has stimulated commerce to good cause in exports to distant lands, where such products are a luxury to the natives.

The twentieth century calls for increased output and a small margin of profit in all lines of manufactures, and we know of no industry in which progress has been so pronounced, and we are progressive enough to feel that that improvement in hermetically sealed canned goods will go on for a good many years to come. A NON CANNER.

Keep People Talking

about the good things found at your store—it will win business.

Clark's Sliced Smoked Beef

is one of the good things you should have, it will bring repeat orders every time.

CAPSTAN BRAND
High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

TRADE MARK

This design a guarantee of quality.

Manilla Paper SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS

Fibre Paper THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF

Samples and Prices gladly sent.

CANADA PAPER CO. TORONTO LIMITED MONTREAL

1842 # CLEARING SALE 1904

Before the holidays. Here is a list that will interest you:

"SMALL LOT OF PICKLES"

56	Cases	"Williams Bros. Co." Sour Mixed, Imperial Qrts.	$3.00 doz.
30	Cases	"Williams Bros. Co." Chow-Chow, Imperial Qrts.	3.00 doz.
15	Cases	"Williams Bros. Co." Sweet Mixed, Amer. ½ Gall.	3.15 doz.
50	Cases	"Williams Bros. Co." Sour Mixed, Amer. ½ Gall.	3.00 doz.
9	Cases	"Williams Bros. Co' Sweet Gherkins, Amer ½ Gall.	3.15 doz.
25	Cases	"Williams Bros. Co." **Mascot,** 8-oz. Sour Mixed and Onions,	.75 doz.
15	Cases	"Williams Bros. Co." Chow-Chow, Amer. ½ Gall.	3.00 doz.
9	Cases	"Williams Bros. Co" Sour Gherkins, Amer. ½ Gall.	3.00 doz.
209	CASES	**TOTAL.**	

"ANOTHER SNAP"

5,000 lbs. "UBERO COFFEE," 1-lb. Canister, Ground or Roasted, 25c.

1,000 doz. "WINDSOR CATSUP,' Pts., 2-doz. Cases, - - 45c. doz.

LOBSTERS LOBSTERS LOBSTERS

NEW PACK

Now in store

ICE CASTLE, Talls, Flats, 1s, and
BEAVER, Flats, ½s.
PERCE ROCK Brand, Talls (best line in the market).

Ask for Samples. Correspondence promptly looked after.

We are sellers. **Prompt shippers.**

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers **Montreal.**

THIS SHOWS THE

"HALITUS"

THE FINEST VENTILATOR OR CHIMNEY COWL MADE.

It gives a **positive upward draft** under all conditions—can't get out of order and exhausts more cubic feet of air per minute than any other ventilator.

Made of Galvanized Steel or Sheet Copper.

The perfect simplicity and clever mechanical arrangement of the "HALITUS" will delight you, if you want a ventilator that really and perpetually ventilates.

Read all about them in our catalog.

METALLIC ROOFING CO.,
Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

The Kind that Sells

Bird Fanciers know good seed and buy it. Then why stock others?

WE SEND SAMPLES

NICHOLSON & BROCK, - TORONTO

Gleaned from the Travelers

WM. WICKETT, of Port Hope, one of the leading grocers of that town, has sold out his business to his son, M. P. Wickett.

J. Jordan has bought out the butcher and grocery business owned by G. Stacey, of Port Hope, of which he has been manager for some time past. This is one of the oldest business establishments in Port Hope.

Campaign Bros., of Niagara Falls Centre, are commencing to build a block, consisting of four new stores, to meet the demand of their increasing business.

F. Cox, late of Hamilton, has opened a new grocery store on Queen street west, Toronto. He has a full line of all kinds of groceries, and his store presents a fine appearance.

C. F. Hambly, of Dundas street, Toronto, has within the past several weeks doubled the capacity of his store, the old one being too small to meet the demands of his customers.

Business at Port Arthur and Fort William has been flourishing during the past week.

Hill & Shields, grocers, Weston, are moving into their new store this week, which they were obliged to erect to accommodate their increasing trade.

Corrigan Bros., grocers and crockery dealers, of Lucknow, Ont., have sold out to M. Moody, of that town.

The late Frank Cain's business, Lucknow, Ont., has changed hands, having been bought out by W. W. Hill, of Mitchell.

W. Hay, grocer, of Kincardine, Ont., reports business as very good, and expects a big improvement in the near future.

F. T. Hill & Co., general merchants, of Markdale, Ont., report trade there as excellent. Some time ago this firm branched out into a new line, consisting of enamelledware, which they bought at prices below possible competition. Their purchase consisted of 8 cars of assorted goods, which they are now offering at a low figure.

McClarty Bros., grocers, Owen Sound, Ont., have made a big purchase of new teas, Japans and green Ceylons, for the Summer trade, and are in a position to meet all competition in that line.

S. Ballachey, general merchant, Paisley, Ont., has made a large addition to his store, which will allow nearly double the selling space. Business is reported to be good with this enterprising business man.

Gough & Kilgor have started a new business in Thorold, Ont. Their store is filled with a full line of all kinds of groceries, provisions, etc.

W. M. Misener & Sons, general merchants, Niagara Falls South, have recently made a large addition to their premises.

J. D. Mears, of J. D. Mears & Co., grocers, Niagara Falls, has been ill for some time past, but is now able to resume his business duties.

W. A. McLean, of Owen Sound, Ont., the sugar king of the north, made a big purchase in that line a few days ago.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATION VACANT.

A GOOD BAKER WANTED — At once. Joseph Gwatchmal, 22 Pegler St., London. f

BAKER'S HELPER WANTED—Apply after six, Hilton Bros., 615 Gerrard st. E. f

WANTED—Strong boy for bake shop. Apply 483 Broadview ave. f

SITUATIONS WANTED.

AS BAKER — Second-hand on baker. Address 17 Pembroke st., City. f

MERCHANTS—Read this—Young married man open for engagement as manager, bookeeper, or salesman in general or grocery store; am the man you are looking for; write me today. Box 750, Trout Creek, Ont. f

FOR SALE.

FOR SALE—Good grocery business, including dwelling; a bargain. Address Box 147, CANADIAN GROCER, Toronto. (27)

FOR SALE—A first-class general store business; would rent or sell premises; good stand. The C. Beck Manufaeturing Co., Limited, Penetanguishene, Ont.

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL
Montreal Toronto Winnipeg

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

Pure,
Pleasing,
Profitable.

MOTT'S CHOCOLATES

Made in Canada for the people of Canada; equal to any imported makes. **Mott's** Chocolates are for sale by every jobber in Canada.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

Stewart's Fine Chocolates.

Do you demand quality ?
STEWART'S have quality.

Do you demand variety ?
STEWART'S provide variety.

Do you demand a high-art package ?
STEWART'S packages are beautiful.

STEWART'S FINE CHOCOLATES rank with the choicest makes of the most famous makers —at a much less price. The finest grocery and confectionery stores in Canada consider STEWART'S FINE CHOCOLATES their best goods.

WRITE US FOR PRICE LIST.

A. J. STEWART, Limited,
MAKERS,
TORONTO.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, ——— CANADA.

Biscuits And Confectionery

Candy in the Grocery Store.

TO make the candy department a profitable one is a matter of considerable importance to every grocer, says an American exchange. Viewed from the standpoint of the manufacturer of candy, the grocery trade differs from other confectionery trade in that the grocer usually buys a cheaper grade of candy. Druggists will handle better grades without any difficulty; goods which not only pay them a better profit, but give them a much better reputation, and there is seemingly no reason why a grocer should not sell the same grade of candy that can be handled in a drug store.

It is fair to presume that the difference does not lie in the class of trade served by the two dealers—therefore, we must look elsewhere for the cause. Perhaps it is in the relative value placed on the candy department by the dealers. The druggist gives his candy a prominent display, has a well equipped case near the front of the store, while in the average grocery, the candy display is relegated to some convenient and secluded corner, where it can be found only by the child with a penny to spend, and does not come under the observation of the customers, who are thronging the store from morning to night.

There are notable exceptions to this rule in some grocery stores, where the candy is prominently displayed, with special attention given to its sale, and we find that where this is done, the better grades of candy are sold in considerable quantities, with sales largely exceeding that of a druggist, when well situated so far as location is concerned.

Candy buyers might be divided into three classes: First, the child, with a penny or nickel to spend, who desires simply to get the most for their money; second, the customers bent on other purchases with a strong inherent love for sweetness, strongly enough developed to cause them to look up the candy, even if it is not prominently displayed; third, and perhaps the largest and most profitable class, those who would buy candy if they see a tempting display, and someone ready to wait on them. This last class of buyers will be found just as numerous in the grocery as in the drug stores, perhaps more so, but their requirements are more nearly met by the druggists than by the grocers.

From this it follows that if the grocer will display his candy to advantage in a prominent place, and see that clerks are always ready to supply promptly when wanted, and carry a good stock of well assorted candy, his sales will be largely increased, and his candy department will become one of the most profitable in his business.

Candy Department.

A branch of the grocery business that is very susceptible to producing good profits is the candy counter. With one exception, that is fresh fruits and vegetables, nothing in a grocery store is as susceptible to so much benefit through good display as is candy.

Candy in boxes, in trays, and in jars, in a corner of the window, or in an attractive show case, will sell itself with little trouble. Sugar is a sure drawer, and it not only attractive to flies but also to the human species, and they are as easily attracted to the candy counter as flies are to the molasses jug. It is good for all the year around and is featured by many of the best stores.

A Growing Concern.

THE Canada Maple Exchange, Montreal, who have for nearly twenty years been engaged exclusively in the maple syrup and maple sugar business, have added a new line. They have for some time past been manufacturing maple chocolate creams, maple confectionery, maple dust, and other maple sugar products used by the confectionery trade. Small's maple chocolate creams have not only a very high reputation in Canada, but their reputation has extended to Great Britain and Continental Europe.

It is the intention of the Canada Maple Exchange to still more extensively place their maple products before the public.

Mr. Small, who has been for so many years the head of this concern, is developing it in a manner to satisfy the requirements of their rapidly growing business, in fact, in conversation with a representative of The Grocer, he stated that the business had grown to an extent that was most encouraging. There is no product of Canadian manufacture in the confectionery line that is so healthful as pure maple sugar, and it has been the policy of this company to guarantee their products in every case. The reception by the trade has been very encouraging, and the future is looked to for very much increased trade.

Are YOU our Customer ?

We are so firmly convinced that every retail grocer in Canada should be a distributor of

PERFECTION CREAM SODAS

that we want to bring the matter home to you if you are not selling our biscuits.

Are *you* our Customer ?

The reason you should be, is that you will then be selling the *best* Sodas made.

There is a good deal in that.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED, Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

U. S. FARM SURPLUS.

A REPORT on the farm surplus of the United States, for 1903, issued by the Department of Agriculture, gives $4,500,000,000 as a conservative estimate of the value of the farm products not fed to live stock. The value of the exported farm products was, in 1903, $878,479,451, and the highest value reached during the last eleven years was $951,628,331, in 1901, due chiefly to cotton. The value of the exported farm products is concentrated mostly in a few principal products. Of it, in 1903 cotton constituted 36 per cent., grain and grain products 25 per cent., meat and meat products and live animals 24 per cent., these products equaling over 85 per cent. of the exports of farm products last year. Adding tobacco, whose exports were valued at over $35,000,000; oil cake and oil cake meal, $19,839,279; fruits and nuts, over $18,000,000, and vegetable oils, over $16,000,000, gives a total of eight classes of products, each with an export value of over $10,000,000, that comprise almost 96 per cent. of the entire farm exports of 1903.

The report also takes up the matter of competition of the United States in foreign markets, showing that they furnished 32 per cent. of the United Kingdom's imports of farm products. The United States has a lead over its competitors as a purveyor of meat and meat products and live animals, is likewise conspicuous in the United Kingdom's imports of cereals and cotton, but is far behind its competitors in dairy products. In German imports the United States leads with 22 per cent. in all farm products, 58 per cent. in cereals, furnishes barely three-quarters of one per cent. of dairy products, contributes the principal portion of imported maize, two-fifths of the oil cake and oil cake meal, but is exceeded in wheat flour supply by Austria-Hungary, and makes a bare showing in barley and only a little over 2 per cent. in fruits.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries relating to Canadian trade have been received by the High Commissioner for Canada, in London, Eng.:

87. The names of the leading Canadian fish curers and importers of salt have been asked for by a London house.

89. A West of England firm is prepared to receive consignments of Canadian-made cider to sell on commission, or to purchase outright.

92. Inquiry is made for names of wholesale dealers in Montreal and other leading centres, handling provisions, groceries or domestic stores, with a view to the placing of an agency. for matches.

The following trade inquiries have been received by the commercial agent of the Canadian Government, Manchester, Eng.:

45. A Lancashire brewery firm is desirous of obtaining samples and prices of barley from Canadian exporters.

46. A number of Manchester firms can handle casein and would like samples and prices from Canadian makers.

47. A Liverpool firm with connection throughout Great Britain, invites from Canadian manufacturers of wood churns, descriptive catalogue and prices.

48. A Manchester manufacturer of a patent tobacco pipe wishes to appoint an agent in Canada.

49. A Manchester firm desires quotations from Canadian shippers of maple syrup.

50. Manchester firms request descriptive catalogue and prices from Canadian manufacturers of whisks and whisk brooms.

51. A firm of Salford brewers ask for samples and prices of malt from Canadian exporters.

The following inquiry relating to Canadian trade has been received by the curator of the Canadian section of the Imperial Institute, London, Eng.:

55. A firm outside of London which can handle large consignments of flour, fruit, cheese and other produce lines, invites correspondence from Canadian shippers.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

RETURNED
JUL . 2 1904
Cut Both 19
Page 20
ans.

Trade Winds.

How is the business wind blowing with you? Is it bringing in large sales, good profits, and a record business year generally? We are manufacturing lines that are bringing in good business wherever they are shown. We have taken great pains to have our products the acme of saleability. It is safe to say if we did not have the plant, machinery and facilities we have, our goods would cost you a third more, and be worth it, because all our endeavors are directed to turning out better goods, regardless of the cost to ourselves, than can be bought elsewhere at the same figure.

THE OZO CO., Limited

JAMS
JELLIES
MARMALADES

MONTREAL.

VINEGARS
PICKLES
SAUCES

REMEMBER

GEL-O

When you are ordering Jelly Powder.

Send for Free Sample

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Made in Locle Travers Valley,
SWITZERLAND

Klaus's

famous
Swiss Milk Chocolates
for eating and drinking

Write for Samples and Prices to

Canadian Swiss Trading Co.
Wholesale Depot for the Dominion of Canada:
17 ST. JOHN ST.,
MONTREAL.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

McWILLIAM
Mc. AND E.
EVERIST

Say People!

You know as well as we or any person that because an article costs little it's not necessarily cheap, nor yet dear if high priced. Though we realize that you know this, yet it might be inconvenient to give a ready instance. If so, here's one, and a good one:

Our "GOLDEN ORANGE" brand California late Valencia is the highest priced, and without doubt the CHEAPEST Orange on the market—it's the acme of Orange Culture—it's the one Summer Orange that gives satisfaction.

We have an inviting price-list for the 12th.—See it.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

B. C. Fruit for Winnipeg.

THE fruit jobbers of Winnipeg have been receiving a great deal of correspondence from British Columbia fruit growers lately, with reference to handling their output. These letters offer to contract for the shipment of anywhere from 10 to 40 tons of various kinds of fruit throughout the season as they come in.

Shipments of British Columbia strawberries have been attracting a great deal of attention. The berries are very fine, and in color they are quite equal to the Hood River fruit, while in flavor they are, if anything, superior. There is considerable variation in size, although all the berries are large.

The packing, however, leaves much to be desired. The boxes used are the shallow square ones, and they are not full enough and the berries are not faced. This not only increases the chance of injury to the fruit, but takes considerably from the appearance of the packages when opened, which are 5 lbs. lighter in weight than the ordinary case. It is a question whether the shallow square box is a desirable package, and it is worthy of note that the Hood River berries, that have gained such a hold on the Winnipeg market, always come in the old time square deep box, slightly smaller at the bottom than the top. The Hood River people have reduced the shipping of berries to a science, and the B. C. people could not do better than take a leaf out of their book. The square boxes are not fitted tightly enough into the case, thus leaving room for the movement and shaking of the fruit, which of course is highly injurious. These are matters of detail that can very easily be overcome if the fruit is to be popular on the Winnipeg market.

A proposition is now before the B. C. fruit growers to put on a number of the Clarke cars. These cars are cooled by the circulation of air and have proved admirable for the carrying of soft fruits. It is understood that should the B. C. fruit growers be in a position to ship a sufficient amount of fruit these cars can be put on inside of a week or ten days. Cars of this kind would do away with all the difficulties of icing, and being dryer than the ordinary refrigerator car would be much better for the B. C. fruit, which is moister and consequently softer than the California or Oregon fruits.

New Fruit Brokerage Business.

TRADE circles will be interested in learning of the inauguration this week of a new fruit brokerage business at 61 Front street east, Toronto, under the management of W. B. Stringer, formerly of McWilliam & Everist, fruit and commission merchants, Toronto.

Mr. Stringer has been associated with McWilliam & Everist for the past twelve years, having served them in the capacity of office manager. Here he acquired valuable experience in the fruit trade, which will be of inestimable service to him now that he is launching out in business on his own account. Mr. Stringer is well and favorably known to the fruit trade throughout Canada and the United States, every member of which join in wishing him success in his new undertaking.

For the present Mr. Stringer will confine his efforts to the fruit brokerage business, paying particular attention to country orders. Later on he may enlarge his business and incorporate a fruit and commission department. The Grocer has much pleasure in wishing Mr. Stringer a successful continuance of an already successful business career, and has no hesitation in predicting big things for him in the field he has chosen. Toronto is rapidly becoming an important fruit distributing centre for western Ontario, and the possibilities in the fruit trade are promising in the extreme for the right sort of men.

European Fruit Crop.

The Fruit Division, Ottawa, has received from Champagne Freres, the largest fruit dealers in Paris, the following report: "From special information that we have taken all over Europe, it appears there will be very heavy in France, Germany, Bohemia, Austria, Switzerland, etc., which will no doubt injure to a great extent the sale of your Canadian fruit."

Garcia, Jacobs & Co., London, Eng., say that the prospects for the English fruit crops are not as good as at first reported. The apple crop is doubtful at present, cold winds having affected the fruit. The best late pears are said to

CANADIAN FRUITS

Our market is in full blast. Large arrivals daily of

Strawberries, Cherries, Gooseberries, etc.

Prices this week are very reasonable. Don't leave your preserving orders too late. Crop of strawberries rather short this year.

WHITE & CO., Wholesale Fruit and Produce

64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

"HOW PLEASANT AND SATISFACTORY IT IS TO RECEIVE MY ORDER COMPLETE."

I Attend all Auction Sales . . .

Quotations Cheerfully Furnished

I Invite Your Enquiries . . . .

These can be your words by forwarding to me your **FRUIT ORDER.** I will visit any or all warehouses until order is filled.—You'll receive in one shipment.—If it's in Toronto I'll get it.

CITY GROCER.—Your time may be limited.—I will buy for you at the market or auction.—Call me at **Main 3350.**

W. B. STRINGER

OFFICE PHONE MAIN 520 61 FRONT STREET EAST, TORONTO

Arriving Almost Daily-

Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

FRASER GROWS FRUIT

Write and tell him what you want. All telegrams promptly transmitted by phone.

ADDRESS

J. D. FRASER, Leamington, Ont.

Goods we ship are grown by us, always fresh gathered and carefully packed.

When you want CHOICE CUCUMBERS, GREEN PEPPERS, TOMATOES, MUSK MELONS, SWEET CHERRIES or PEACHES, try us. PEACHBLUFF FARM, HILBORN & McLACHLAN, - Leamington. Phone No. 44.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

be a failure, with common fruit fairly good. Early pears are falling rapidly and promise only a light crop. The plum crop will not be as good as expected; some districts will have a fair yield, in others it will be an entire failure.

Fruit Crop of Canada.

LATEST reports on the fruit situation say that the Ontario plum crop will be very light all through the province, and in some sections the trees have been so badly injured by frosts that they are being taken out. Apples promise to be a good crop generally, although some of the tender varieties have suffered severely by the frosts. Strawberries are a light crop, and the damage in the northern section of the country is greater than was at first thought. Peaches will also be a light crop. In Essex, Kent and Brant counties there will be practically no yield at all, while in Welland and Lincoln counties the crop will be much reduced.

The strawberry crop in British Columbia is larger this year, and of a better quality than ever before. All through the strawberry districts the crops are splendid. Reports from South Vancouver, East and West Burnaby and Richmond tell of good crops in perfect condition. Port Hammond, Mission and all along the Fraser River also report good strawberry crops with very large shipments.

The cherry crop is a fair one this year. Italian prunes are bearing very lightly this season, and the crop will be an exceedingly small one. The other varieties of plums have fruited well, however, and the promise is excellent. The apple crop is an exceedingly heavy one throughout British Columbia province.

Fruit Prospects.

ONE of Montreal's leading west end grocers, in the person of Ald. N. Lapointe, returned a week ago from a business trip to the Niagara peninsula. He visited some of the largest fruit growing districts around Winona, and surrounding points. Ald. Lapointe stated to The Grocer that from his personal observation, he believed there would be a good crop of pears, grapes, raspberries, and apples. He was also convinced that strawberries and peaches were likely to be failures, at least short crop. He attributed this to the severe winter, and pointed out that heavy frosts had seriously damaged the roots of these important fruit producing trees.

Fruit Notes.

G. W. Hunt, of Ottawa, president of the Ottawa Fruit and Produce Exchange, has opened a branch of his business in Winnipeg, and intends making a specialty of handling Canadian fruit, both Ontario and British Columbia.

FLOUR AND CEREAL FOODS

Grain Situation.

THE grain crops in Ontario and Quebec are feeling the benefit of the improved weather conditions existing during the past week. In Quebec the great quantity of rain is producing a phenomenal promise of hay. Winnipeg telegrams say that crop reports from every part of the west are favorable in the extreme. The average height of the grain is from 8 to 15 inches. The outlook was never brighter in the west, and if weather conditions continue favorable the grain crop will be one of the most abundant in the history of the country. The southern part of Manitoba shows the best average, though there are points in the main line of the C. P. R. which report higher. There has been an abundance of moisture, and although there has not been as much warm weather as could be desired, experienced farmers are of the opinion that cool weather while the grain is "stooling" out will result in a heavy crop.

The recent continued coolness in the states east of Mississippi was unfavorable, but west of the Mississippi the temperature has been favorable to the growth of crops. As a whole, corn has not made rapid growth in the principal corn states, although a good growth is reported from Oklahoma and Kansas. Winter wheat has suffered no unfavorable conditions, and a general improvement is indicated in nearly all districts. Harvesting is now in progress in the southern part of Kansas and Missouri. Last week no wheat had been cut east of the Mississippi, or north of the Ohio Rivers. Harvesting is about to begin in Illinois. On the north Pacific coast Winter wheat still continues in promising condition, and it is heading in Oregon. The grain crop in California, where harvesting has begun, is light in most sections. In California Spring wheat is making rapid growth, and promises to turn out well. Less favorable reports are received from Missouri, where the oat crop is heading short, while in Michigan and Illinois it is in need of rain and warmth. Elsewhere the general outlook is promising.

The visible supply of grain on the American continent on June 27, 1901, was as follows: Wheat, 14,652,000 bushels; corn, 5,434,000 bushels; oats, 4,779,000 bushels; rye, 834,000 bushels; barley, 1,212,000 bushels; a decrease in wheat of 1,691,000 bushels for the week; an increase in corn of 311,000 bushels, and a decrease in oats of 160,000 bushels. Grain on passage to the United Kingdom, including wheat and flour, were 30,640,000 bushels, and to the continent 15,120,000 bushels, or a total of 45,760,000 bushels; a decrease for the week of 2,800,000 bushels. A year ago this total was 32,240,000 bushels, and two years ago 35,440,000 bushels. The total amount of wheat in sight, consisting of the amount on passage, and the visible supply in Canada and the United States, was 60,412,000 bushels, against 64,903,000 last week, 49,699,000 last year, and 55,200,000 in 1902. The total amount of corn in sight was 18,914,000, against 15,443,000 last week, 21,167,000 last year, and 20,007,000 in 1902.

During the same week Russia shipped 3,376,000 bushels, against previous week 2,848,000 bushels, and 3,448,000 bushels a year ago. Total since August 1, 122,348,000 bushels, against 113,767,000 bushels a year ago. Shipments of wheat from the Argentine were 1,504,000 bushels, against 1,224,000 previous week, and 1,016,000 bushels a year ago. The total exports since 1st January, 56,664,000 bushels, against 43,221,000 bushels in 1902. Indian shipments, 1,488,000 bushels, against 2,136,000 bushels a week ago, and 127,000 bushels in 1902; total, 17,540,000 since April 1. Danubian shipments 544,000 bushels against 936,000 bushels a week ago, and 320,000 bushels in 1903; a total of 76,692,229 bushels against 68,610,000 bushels a year ago. Australian shipment, 296,000 bushels, against 344,000 bushels last week; total since August 1, 22,423,000 bushels, and none the previous year.

The report of the Canadian Government places the total Canadian wheat crop this year at 99,500,000 bushels, against 80,500,000 bushels last year and 98,654,000 bushels two years ago, which it is claimed will give 51,000,000 bushels for export. This is about 20,000,000 bushels more than the largest records from Canada, which were from the big crop year two years ago, and there is no good reason for expecting larger exports this season than that. The exports so far this year are about 25,000,000 bushels.

Argentine—The President of the republic, in the opening of Congress estimated the export surplus of wheat this year at 92,000,000 bushels, and flax at 29,000,000 bushels. The exports of wheat so far have been about 56,000,000 bushels.

The British trade returns for May show some curious results. Imports of wheat have risen from 8,345,061 cwts. in May, 1902, and 6,618,295 in May, 1903, to 8,842,900 in May, 1904. From the United States and Canada there has been a great falling off. In 1902 the United States headed the list with 4,792,688. Canada came next with 1,164,895, and Argentine third with 1,006,630. Next year the United States had fallen to 2,725,069, and Canada to 731,399, while the import from Argentine had been doubled. In May, 1904, the import from the United States was only 495,900, and from Canada 303,200, while Argentine sent 2,650,000; Russia, 2,056,000; India, 1,709,000, and Australia, 1,398,000.

The Rice Market.

Mail advices from Kobe, Japan, under a recent date, say: "Since our last the movement of troops, munitions and provisions continues, to the upsetting of the ordinary railway traffic, but now that people have got used to delays the inconvenience is not so much felt. Towards the end of April the rice-cleaning operations for army purposes were completed, and the mills were able to give some time to orders for export; the high prices asked were paid by continental buyers to the extent of about 1,000 tons. At the close another large army order has been placed, and a slight weakness that was observable in the market has, of course, disappeared; all the mills are occupied for some weeks to come, and it will be necessary to work day and night, as the order is an urgent one. The import of Rangoon rice continues, and we understand that 350,000 tons had been purchased by the end of April for Japan. The article is liable to severe fluctuations; bad news, such as the reports of disasters in the navy, which has lately been received, has the effect of knocking the price to pieces at once. It is announced that a second treasury loan for one hundred

"Force-thoughts"

BY SUNNY JIM

IX.

I THINK living properly, which means living towards success, is simply a sum in arithmetic. Mental work consumes nitrogen and phosphates—which are hard words, but mean simply energy and brains. Foods contain nitrogen and phosphates—some foods.

¶ But I don't know where you can get so much available nitrogen and phosphates as in a package of "FORCE."

For "FORCE" is all that's fit to eat of the wheat-berry—the world's best food since time began.

Brain-workers thrive on "FORCE."

That's plain arithmetic, and so simple that you don't have to look in the back of the book for the answer.

Be Sunny.

Yours truly,

Sunny Jim

BUFFALO, U.S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force" Free for the asking

good sellers all the year round, but the *Best* sellers in *hot* weather.

Summer is the time when Milk goes wrong.

Summer is the time when

Borden's

"Eagle" Brand Condensed Milk

OR

"Peerless" Brand Cream

should be sold to your customers.

Think this over—It's true.

WM. H. DUNN, AGENT MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO., St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

THE

"VAMPIRE" Spiral Flycatcher

A good FLYCATCHER and a good money-maker for the retail merchant.

Write for prices and terms.

It will keep in any climate. No bad stock as it will keep from one year to another.

Labels and Directions in English or French.

SEND FOR FREE SAMPLE.

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England.

AGENTS FOR CANADA:

The LEEMING MILES CO, Limited, Montreal.

million yen is shortly to be floated; in the meantine, the foreign loans that have been made have been adversely criticized in all the native papers. A very large area has been planted this year with wheat and barley, and in some districts the crop promises well, but in others the result is not satisfactory, owing to amount of late cold weather that we have had; also during this month we have had a lot of unseasonable rain, which may be found to have done damage, but the result will not be known for another two weeks, when the harvest begins."

Seed Growers.

The following executive of the Canadian Seed Growers' Association has been elected: J. W. Robertson, of Ottawa, president. The directors include W. Simpson of Prince Edward Island, T. A. Peters of Fredericton, N.B.; F. L. Fuller of Truro, and F. D. Albright of Sussex, N. B.

Large Exhibit.

The Frontenac Cereal Co., Kingston, whose Orange Meat Breakfast Food has been so favorably received by the trade and public, have had a very imposing and magnificent display on St. Catherine street, Montreal, in the windows of John Robertson & Son, during the past two weeks.

Trade Promoter in Canada.

WITH a view to studying agricultural conditions and manufactures in the Province of Ontario, Mr. Geo. A. Bishop, chief of the Agricultural Department of Bermuda, and an official in the employ of the British Government, was in Montreal last week. He stated to The Grocer that he had been granted $5,000 by the British Government, which would be devoted to the fostering of a trade in onions and potatoes between the Dominion of Canada and the Bermudas. This was the second grant which had been given him, owing to the previous success of the expenditure of a similar amount. Mr. Bishop was very sanguine as to the possibilities of Canadian trade, and hoped for a still greater expansion with the Bermudas. After an extended trip through Ontario, Mr. Bishop will visit Washington, where he intends discussing trade matters with the U. S. Government.

New Milling Industry.

The Empire Elevator Co., Winnipeg, with capital stock of $2,000,000, has been incorporated to carry on an elevator, warehouse, grain, milling business, etc.

United States Will Investigate Seed Trade.

The Rural New-Yorker, of June 25, mentions that "Congress has instructed the Secretary of Agriculture to collect samples of grass and clover seeds such as are sold in the open market, and examine them for adulterations." This line of investigations is identical with that undertaken in the Spring of 1902 by the Seed Division, Ottawa. The publication of the results of hundreds of tests has awakened Canadian farmers to the danger of using inferior seed, and there is now a rapidly increasing demand for the best grades. The United States Department of Agriculture evidently expects to do similar educational work in that country.

Grain Inspection Bill.

THE discussion on the Grain Inspection Bill still continues. On June 23 a number of the less contentious clauses were adopted, among them being a concession of great importance from the transportation standpont, namely, that reinspection at Fort William be made optional instead of compulsory. This will save many days in handling the grain at Lake Superior. Another clause was amended to provide that "the inspector shall at all times keep careful watch on all grain received into terminal elevators, and if he finds any grain being received which has been systematically reduced he shall at once notify the chief inspector, who will make an investigation forthwith and take action accordingly." An additional amendment was made, providing that "where wheat has gone out of condition or become deteriorated in quality the facts shall be endorsed on the face of the original grain certificate, but under no circumstances shall the grain be mixed or re-graded." One of the questions which still remains unsettled is, "whether grain once inspected shall be liable to be reinspected at the seaboard." The controversial question whether the grain survey board or the chief inspector should be the final arbiter as to the grade of any grain is still unsettled. The opinion of the majority of the committees seems to be that the system in the east and west should be uniform, and that the grain survey board should be the final court of appeal.

Remember
Mrs. Dooley's
Laundry Soap

when you give your next order to your wholesaler. The best soap made—conains borax—and lower-priced by about 10%.

1 Case (100 bars), $3.70
5 " lots, - 3.60
10 " " - 3.50
25 " " - 3.40

Freight paid on orders for 5 boxes and upwards.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

THIS PACKAGE

is the symbol in the eyes of thousands of the perfect breakfast food—ORANGE MEAT.

ORANGE MEAT is a ready-for-serving cereal, and retails at 15c.

Order a case from your wholesale grocer.

36 Packages, $4.50.

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

Flett's

A Pickle Pointer.

You have horse sense. Then don't be a donkey. Sell reliable, high-grade pickles — pickles of the "come-back-and-get-another" kind. Not the kind that you have to work hard to make every sale and then your customer isn't satisfied. Sell **Flett's Pickles**— the pickle of quality.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

BATGER'S

NOW'S THE TIME
WHEN YOU SELL
SUMMER BEVERAGES
WHY NOT HANDLE BATGER'S
LIME JUICE AND
LEMON SQUASH?
MAKING
PROFITS AND
SATISFIED CUSTOMERS

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

The goods to sell are the goods that please!

Sell **"Bee" Starch**

In the hot weather its pliable stiffness stands the heat better than any other starch on earth.

YOUR CUSTOMERS WILL THANK YOU FOR RECOMMENDING IT.

SNOWDON, FORBES & CO.,
Montreal.

FINANCE AND INSURANCE

TWENTY years ago the annual premium income of British life assurance societies was only £14,766,000, representing an annual saving of only 8s 4½d per head of population, or £2 1s 10d per family of five persons. Ten years ago the premium income reached to $22,283,000, an annual saving of 11s 8¼d per head of population, or £2 18s 5d per family; but according to the most recent returns the annual premium income of life companies is now no less than £33,264,000, an annual saving of 15s 10d per head of population, or £3 19s 2d per family. Thus in 20 years the annual sums set aside as a provision for death and old age have increased 125 per cent., and as the growth in population has been only 19 per cent., the annual rate of savings per head of population for this purpose has nearly doubled.

* * *

ACCORDING to the New York Journal of Commerce the United States is rapidly becoming afflicted with a multiplicity of small banks of no considerable resources or reliability. Congress in 1900 authorized the establishment in places of not more than 3,000 inhabitants of so-called "national banks," the minimum of capital permitted being $25,000. Since this action at Washington no less than 1976 new national banks have been created, with an aggregate capital of $114,591,000. These small institutions have appeared in the largest number in the west and the south, though many have cropped up in the eastern states also.

* * *

FINANCIALLY, Canada is at present in a sound condition. In his budget, the Minister of Finance announced a further reduction in the national debt of probably seven and one-half million of dollars. Canada's debt reached its highest point two years ago, when it amounted to nearly $272,000,000. Last year a reduction of seven million was effected, and this, together with the present reduction, will bring the debt down to about $257,500,000. The possibility of making these reductions has been due to an excess of revenue over expenditure during the past two fiscal years. In 1903 this excess was $14,345,166. This year it is estimated at $10,500,000. A considerable portion of the surplus has in both cases gone towards expenditure on capital account, which accounts for the fact that less than fifty per cent. has been applied to a reduction of the debt.

* * *

AS the Summer advances the amount of United States silver circulating in Canada increases, and the tills of our merchants are found on inspection to contain quite a noticeable percentage of foreign coin. The presence of this foreign money is detrimental in more ways than one. It hurts the national pride in things Canadian and it removes a source of revenue from the Government. The coinage of silver is carried on by the Government at a profit, being the difference between the face value of the coin and the cost of the material and manufacture. So long as the coin is not issued too freely, it maintains its standard value and the Government receives its profit. If, instead of the Government keeping the supply of coins up to the demand, that demand is supplied by foreign coins, the Government loses the profits on a corresponding amount of coin. Under these circumstances, some method should be introduced by means of which the foreign coins could be periodically cleaned out. The banks would naturally appear to be the proper channels through which to accomplish the work, but the banks are not directly interested. The Government is the real sufferer, and the Government should make it worth while for the banks to collect and ship out of the country all foreign coins.

* * *

ENDOWMENT life insurance is growing very fast, while insurance for the whole term of life is relatively stationary. In the past fourteen years the sums insured by endowment insurance in Great Britain increased from £34,000,000 to £183,000,000, a growth of £149,000,000. During the same period the growth in insurance for the whole term of life was only £67,000,000.

* * *

THE N. B. Board of Fire Underwriters have sent copies of the following circular to the local civic authorities of each town in the province:

The New Brunswick Board of Fire Underwriters have had under consideration the urgent necessity which exists for improvement of building laws and in the fire protection of the various towns in this province.

The numerous conflagrations in Canada and elsewhere have emphasized the necessity for the enactment of stringent regulations to prevent the spread of fires.

The rates fixed by this board are based largely on the construction and situation of the buildings, and the means of fire prevention, and in the future still more attention will be paid to these points.

It is recommended that in all congested framed districts the height of buildings be limited, and shingle roofs entirely prohibited.

The New Brunswick Board of Fire Underwriters trust, that in their efforts to diminish the fire loss in this province, they will meet with the hearty support of the civic corporations and property owners generally of the various towns and that the public will recognize the fact that, independent of the fire insurance companies, they are largely interested in reducing the fire hazard and in the adoption of measures tending to prevent the spread of fires.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE, 60 Lombard St., E.C.

NEW YORK AGENCY, 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 110 and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN—
The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES—
New York The American Exchange National Bank, The Fourth National Bank; **Boston** The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo,** The Marine National Bank; **Chicago,** The Northern Trust Company; **Detroit,** The People's Savings Bank, The Commercial National Bank; **Minneapolis,** The North-Western National Bank; **New Orleans,** The Commercial National Bank.

FRANCE—
Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY—
Deutsche Bank.

HOLLAND—
Disconto Maatschappij, Rotterdam.

BELGIUM—
Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND—
La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS—
Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA—
Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND—
Union Bank of Australia, Limited Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS—
First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA—
British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO—
Banco de Londres y Mexico.

WEST INDIES—
Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold.

Commercial Letters of Credit Issued.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,

Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.

ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

British Tobacco Tax.

THE budget of Mr. Austen Chamberlain has had an effect upon the tobacco exports of the United States to Great Britain which is creating a good deal of comment. The new duties imposed a further tax of six cents per pound upon unstemmed tobacco and of twenty-five cents per pound upon cigarettes. The difference seems to have been sufficient to favor the working up of tobacco by British manufacturers from a raw state to the detriment of the importation of the finished article.

The Board of Trade return for May showed imports of American cigarettes of only £204 ($1,020), and for the five months ending with May £915 ($4,575), whereas last year the value of cigarettes imported from the United States in May was £4,476 ($22,380), and for five months £15,411 ($77,055). Coincident with this May's imports of stemmed tobacco reached only £44,971 ($224,855), against £58,971 ($294,855) last year; but unstemmed tobacco was imported to the value of £106-825 ($534,125) against £59,863 ($298,315) last year.

The New York Herald considers a tax upon tobacco may be almost as burdensome as upon breadstufis, for the use of "the weed" has become "a necessary of life," according to a decision in the Supreme Court of the State of New York.

As tobacco is one of the very few articles largely used in the United Kingdom which has always been taxed, there was but little opposition in Parliament to Mr. Chamberlain's proposals outside the special industry affected and the price of the article to the consumer has not been appreciably raised.

A prominent official of the American tobacco trust is quoted as saying that the export of tobacco strips from America to Great Britain is practically at an end. Exporters cannot afford to ship the stripped leaf when the unstemmed leaf can be entered at English ports 6c. lower.

Re American Duty.

The United States Tobacco Journal is authority for the statement that the Board of Appraisers in the United States have decided that the duty on tobacco should be paid on the weight at the time of arrival instead of at the time of withdrawal from bonded warehouse.

Cigars in the Grocery Store.

"ONE of the most important, yet most unimportant, departments of a grocery business," says The Interstate Grocer, is the tobacco department. The department is important to the men who patronize it, but the grocer makes it unimportant by neglecting it. As a rule, few leading brands of chewing tobacco and smoking tobacco are kept in stock, and all the other goods are the cheapest that can be purchased. The reputation of the "grocery store cigar" is proverbially bad. If you want to damn a cigar that you are giving to a friend, tell him it came from a grocery store; he knows that that means that it is a miserably poor piece of goods, that cost the grocer somewhere between $14 and $24 a thousand. Where you find a grocery store and a drug store side by side, you will see the druggist selling cigars, tobacco and cigarettes in large quantities and making a handsome profit, while the grocer has a showing of green and blue and yellow labels in his showcase, but no sales. This is poor business policy. There is an excellent profit in 5 cent cigars that cost $30 or $32 and a fine profit in 10 cent cigars that cost $60 to $75, and a reputation for carrying such goods brings men to the store who buy groceries as well as tobaccos and cigars. Consistent pushing of a cigar department in a grocery, supplemented by high-grade goods, will bring more profit and more pupularity to a store than any other one line that a grocer can handle.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St. and McDermott Ave.,) Winnipeg

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

"We go wherever the Express Companies go—and wherever we are asked to go. Whenever we go we take along a tidy sum of money for the grocer—the man who doesn't make too much money out of smokers until we come along."

The Cigar Talk of **"PEBBLE"** and **"PHARAOH"**.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

Here is a man who smokes

T & B

He called at a grocer's and asked for **T & B** and the grocer "didn't keep it."

Our friend wouldn't take any other and he is not feeling very well pleased.

ARE YOU THAT GROCER ?

GEO. E. TUCKETT & SON CO., Limited
HAMILTON

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

The Grocers' Favorite

The **RONTO** 5c. Cigar.

A TRADE BUILDER

Manufactured by
T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

McALPIN'S TOBACCOS SATISFY

They pay the grocer a right profit.
They pay the consumer value received.
You can and ought to sell them.

McAlpin Consumers Tobacco Co., LIMITED
TORONTO

Spain's Substitute for Havana.

IT is officially reported that Spain has compelled the tobacco regie in that country to take from the Canary Islands every year for the next four years 220,000 pounds of tobacco in the hope that at some future day she may be independent of Cuba in regard to certain qualities of tobacco that are at present bought there. At present the crop in the Canary Islands amounts to only about 132,000 pounds, but more will be planted in the future. The Spanish Government further has sent an experienced horticulturist to see to the cultivation and what improvements can be made.

The tobacco will only be bought from the growers and none will be accepted from dealers or speculators. All samples will be transmitted to Madrid, subject to the approval of the Board of Governors of the tobacco regie before being bought, and the price paid for the tobacco will be the same as the ruling price paid in Havana for Remedios tobaccos, at the time those crops get to the market. In the island of La Palma, where nearly all of the tobacco of these islands is raised, fully 20 per cent. of the male population have been at one time or other in Cuba and have worked in tobacco plantations; they have always been regarded in Cuba as their best workers, and will, no doubt —having now the protection of the Government—stay at home and go in for tobacco cultivation. It is said the quality of the tobacco grown in La Palma is far better than the Remedios of Cuba. All that is necessary is to give more attention and care to the planting and cultivation, as well as to the curing. In years to come it will undoubtedly compare favorably with the famous Vuelto Abajo crops. For the year 1904 it will reduce the export of Remedios tobacco from Cuba to Spain about 1,600 to 2,000 bales. Every year this will increase with the quantity grown, and at some future date it will be unnecessary to draw the supply of low-grade of Cuban tobacco from Cuba, as it is expected that the Canary Island will furnish all that will be necessary. Spain has always been the buyer of low-grades of Remedios, Partidos, Vueltas and other kinds in the Havana market.

Tobacco Trade of Algeria.

FROM the report of the German Consulate in Algeria, it appears that although the exports of leaf tobacco and ribs in 1900 were much less than in the previous year, having decreased from 5,058,763 kg. to 3,447,850 kg., they were still twice the size of the imports. The latter amounted to 1,593,148 kg., showing an increase of 40,556 kg. on the previous year.

The chief importers were the United States, Germany, Austro-Hungary, the Netherlands, Belgium, Russia, Cuba and Porto Rico, Turkey and Uruguay.

The falling off in the quantity of tobacco exported is due principally to the fact that the French regie bought a much smaller quantity in 1902. Tobacco from Algeria is exported also to the Netherlands, Belgium, Germany, Tunis and Italy.

Cigars, as well as raw tobacco, are not supplied by the Mother Country, but by foreign countries. In 1902 only 16,187 kg. were imported, against 11,821 the previous year. More than half of these came from Belgium, and the quantity next in size from Switzerland. There was a decrease in the quantity imported in both German and Dutch cigars, 25,161 kg. of cigars were exported, being 5,215 kg. less than in 1901. After France, Italy was the chief purchaser.

Very few cigarettes are imported, and, as tobacco is grown in the country itself and a flourishing cigar industry is in existence, there is not likely to be much increase. Only the better sorts are imported for the well-to-do of the foreign population. Cigarettes are imported from Egypt, Germany, Malta and Turkey. The quantity of cigarettes exported from Algeria in 1902 was 395,430 kg., or 116,269 less than the previous year. This falling off is due to the fact that the cigarette factory of Bastos, in Oran, has opened another one at Saigon, and a branch in Morocco. Most of the cigarettes were purchased by France and her colonies; the other purchasers of large quantities were Belgium, Germany and Tunis.

United States Tobacco Trade With Cuba.

IN view of the general interest taken in the imports of leaf and manufactured tobaccos from Cuba since the Cuban reciprocity treaty became effective in comparison with the imports for a corresponding period of 1903, the following comparative figures are reproduced from latest statistics of the Department of Trade and Commerce, Washington:

The importation of filler leaf for 1903 amounted to 7,806,787 lbs., values at $3,195,425, the importation of wrapper leaf amounted to but 45,880 lbs., valued at $20,604; and in 1904 the filler leaf amounted to 7,249,635 lbs., valued at $3,272,928; and the wrapper leaf at 14,413 lbs., valued at $12,521. It seems rather strange that such a small amount of wrapper leaf should be imported in proportion to the filler leaf. It is noticeable that the importation of filler leaf and wrapper leaf both diminished. Wrapper leaf fell from 45,880 lbs. to 14,413 lbs. and from $20,604 to $12,521; a decrease of 31,467 lbs and $7,083 in value. Filler leaf decreased from 7,806,787 lbs. to 7,249,635 lbs. and from $3,195,425 to $3,272,928; a decrease of 557,152 lbs and $222,497. The average value of the wrapper leaf for 1903 was 42.7 cents per lb., while in 1904 it is 86.8 cents per lb. Strange to say the average value of the filler leaf imported during the first four months of 1903 was 44.8 cents or 2.1 cents per lb. more than the average value of the wrapper leaf. In 1904 the average value of the filler leaf was 45.1 cents, there being a difference of only .3 cents per lb. in the average value per lb. of the filler leaf in 1903 and in 1904. In view of the fact that it was well known there would be a 20 per cent. reduction in duty on January 1 it would seem that the importers would have held back consignments of leaf tobacco to take advantage of the reduction in the duty. Yet this does not appear to have been the case, for, as mentioned, the importations of filler leaf decreased to the extent of 557,152 lbs. and in value to the amount of $222,497. This would appear to indicate that not only did not the importers hold back their importations but that the demand for Havana filler in this country during the first four months of this year was much less than during the corresponding period of 1903.

On the other hand the importation of Cuban cigars and cigarettes has risen rapidly in quantity but has diminished in value. In 1903 the importations were 191,959 lbs., while in 1904 they were 251,470 lbs., an increase of 59,511 lbs. The value, however, decreased from $1,107,331 in 1903 to $1,103,274 in 1904, an increase of 59,511 lbs. and a decrease of $4,057 in value. The average value per lb. of cigars in 1903 was $5.76 and in 1904 only $4.38, a decrease in the average value per lb. of $1.38.

Tobacco Notes.

A. Eaton, who represents T. J. Horrocks, cigar manufacturer in, Northwestern Ontario, reports a steady growing demand for "Ronto" and "Symbol" cigars, which goes to show that honest value is appreciated.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

MANAGER OF CANADIAN CANNERS VISITS THE WEST.

AN interesting visitor to the Pacific Coast recently was Mr. D. Marshall, general manager of the Canadian Canners, of Hamilton. In the course of an interview with the Vancouver representative of The Grocer Mr. Marshall expressed himself on the trade outlook in the west as follows :

"Prospects are excellent in the west for a good business in canned goods. I have been impressed with the fact that in British Columbia, as well as in the Northwest, the population must to a great extent look to the east for their supplies in these lines.

"One thing I have been particularly impressed with, however, is that the trade in British Columbia demands the very best goods packed. This applies not only to our lines, but to everything. The choicest butter is the only article that finds a ready market, and in your stores the finest lines of groceries and wearing apparel are to be found. While prices are good here, the trade is very particular in requiring the best that can be obtained.

"I met the Wholesale Grocers' Guild in Victoria," continued Mr. Marshall, "and also in Vancouver. I was very much pleased with the reception accorded me, and I believe that our business relations will continue to be harmonious. I must say that I feel very much encouraged with the outlook."

Although now managing the Canadian Canners, which includes thirty-five of the individual canneries in Eastern Canada, Mr. Marshall has long been doing business in the West, having been the principal owner of the Aylmer Canning Co., a brand well known here. This is now amalgamated with the larger concern, and Mr. Marshall has devoted his time for the past year, since the formation of the big company, to the larger interests involved. The company is operating twenty-eight of the thirty-five factories included in the organization.

Turning to the other aspect of his western tour, Mr. Marshall was flattering in the kind words he had for the West. "One may read all that is written of the great Canadian West," said he, "but there can be no real conception of the greatness of the country or of the advancement it is making without a visit. I have learned more from this short trip than I knew altogether before of the country. You can read all you like, but you must come and see for yourself, to know this country.

"I always had the idea that in the east we were at the front, in progress and facilities, and that the further west one went the further removed he was from these advantages. But far from being at the 'back' here, it seems to me that with your shipping facilities you are in direct touch with the whole world. Here one can take passage on the finest steamers afloat and go to China, Japan, India, Australia or any part of the globe. It strikes me as an ideal location for a distributing centre, and I believe there is a great future before the coast cities of British Columbia.

"I am free to say that in the east we have no conception whatever of the importance of the Candadian Pacific Railway and of its place in the development of the West. We do not come in touch with it in the same way. It is wonderful the service and attendance the company gives in its hotels and on its trains. The C. P. R. mountain resorts are simply perfect, and the management of the Hotel Vancouver here leaves nothing to be desired for the comfort and convenience of guests."

The West, and especially British Columbia, wins another warm and influential friend as a result of Mr. Marshall's visit. His only regret was that he could not remain longer. Martin & Robertson, of Vancouver, are representatives of the Canadian Canners, and Mr. Robert Martin, as well as Mr. Wm. Braid, another old time friend, entertained Mr. Marshall while in Vancouver.

CANADA'S FOOD SUPPLY.

THE latest batch of reports from the Canadian Inland Revenue Department (sent us by the courtesy of the high commissioner for Canada) include the annual return on the adulteration of food and special laboratory bulletins, dealing respectively with distilled liquors, milk, cider, and ground spices., says London Grocer.

The department's laboratory appears to be engaged in useful work, which is detailed in bulletins of no small interest and practical value. Besides those named above, the annual report mentioned gives other special bulletins on unfermented grape juice, lime juice and catsup, cereal breakfast foods, canned meats, fertilisers, canned vegetables, and Paris green. Perhaps the most apropos of these just now is the bulletin on "ground spices," which deals with black, white, and red pepper, allspice, mixed spices, cassia and cinnamon, cloves, and ginger. In some of these bulletins interesting resumes are given; in this one the matter is chiefly tabular, but the figures are suggestive. Acting on the instructions of the Deputy Minister of Inland Revenue, the chief analyst procured samples, to the number of 188, of the ground spices sold in the various districts of the Dominion. From the official analysis it appears that only 46.8 per cent. of these ground spice samples were genuine, the remainder being doubtful or adulterated. The adulterants found in black pepper were wheat flour, wheat starch, and pepper tissue; those of white pepper include wheat starch, wheat flour, pepper tissues, rice starch, rice flour, maize starch, whitestone, and potato starch. Excess of tissue was found in the cassia and ground cinnamon. The process of analysing ground ginger is "cold water extractive," which is described in detail. It is too technical to detail here, but we may mention that the assistant analyst remarks that he has not met with an authenticated sample of ginger which gave less than about 19 per cent. of extractive to cold water when so treated; and he incidentally raises the question of whether dark colored samples of ginger ought not to be suspected of having been washed and re-dried.

PROMOTING TRADE.

GREAT interest is being taken in the development of trade between Canada and South Africa. Efforts have been put forth by steamship companies, notably the Elder-Dempster Co., to bring the two colonies closer together. This enterprising steamship company have gone so far as to issue a circular, explaining that by arrangement with the Canadian Government they are in a position to place at the disposal of Canadians, entirely free of charge, a certain number of passages, as well as space for samples of goods, each passenger being allowed to represent a particular branch of commerce, and to have a section of about ten to twenty tons capacity between decks, to place the goods for exhibition at the different Cape ports. They further state that the selection of exhibits should be made mutually by their Montreal representative, the president of the Board of Trade at Montreal, and the secretary of the Canadian Manufacturers Association at Toronto. The steamer chosen for this purpose is the Melville, which will leave Montreal on June 25th, also the steamer Monarch, which will take the July sailing from Montreal. The intention is to take cargo for Cape Town, Port Elizabeth, East London, and Durban. Suggestions are invited for the perfection of the scheme.

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts, - London, S.E.

IT'S A FACT!

We will for the next 30 days send charges **prepaid and no charge for package,** one beautiful counter tin of . . . . . .

Golden Eagle Coffee

Price 28c.

SAY IF YOU WISH IT GROUND OR WHOLE.

AMERICAN COFFEE & SPICE CO.

TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 30, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 19½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-1lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

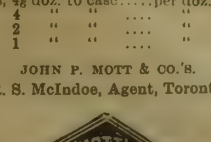
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½	doz. to case	....	per doz.,	$	90
½ " "	4	" "	....	"		2.40
½ " "	2	" "	....	"		4.75
1 " "	1	" "	....	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. 42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.

Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case 0 20

Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	41½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxe	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

a lot can be said on paper,

but

Edwardsburg "Silver Gloss" STARCH

and

Benson's Prepared CORN

speak for themselves.

Since 1858 their absolutely superior qualities have talked themselves into the hearts and homes of the people. **Are they in your store?**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
30 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 62
4 doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox' No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate ..... per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case ..... per doz.	1 50
5 and 7-lb. tin pails ..... per lb.	0 09
7, 14 and 30-lb. wood pails.... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.... per lb.	$0 40
Fancy boxes (36 or 50 sticks).... per box	1 25
"Ringed" 5-lb. boxes..... per lb.	0 40
"Acme" pellets, 5-lb. cans.... per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans ..... per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	0 73
Dulce large cent sticks, 100 in box...	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$ 3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net....	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins ..... per doz.	$ 1 40
" ½-lb. tins ..... "	2 50
" 1-lb. tins ..... "	5 00
Durham 4-lb. jar ..... per jar.	0 75
" 1-lb. jar ..... "	0 25
F. D., ½-lb. tins ..... per doz.	0 85
" ½-lb. tins ..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins ..... per lb.	$ 0
½-lb. tins ..... "	0 35
1-lb. tins ..... "	0 32½
4-lb. jars ..... per jar	1 20
1-lb. jars ..... "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins ..... per lb.	0 25
½-lb. tins ..... "	0 23
1-lb. tins ..... "	0 22½
4-lb. jars ..... per jar	0 70
1-lb. jars ..... "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case.... per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) ..... per doz.	$ 1 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors ..... per gross	$10 20
" " black ..... "	15 30
Oriole soap ..... "	10 20
Gloriola soap ..... "	12 00
Straw hat polish ..... "	10 20

BABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

Two Lines That Lead.

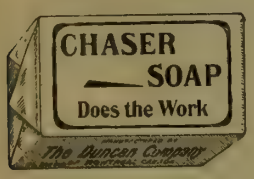
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05¾
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

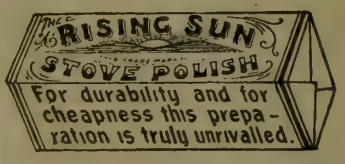
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

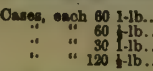
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 36
" AA 40 "	0 34
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛, ¼ and ½, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ⅛, ¼ and ½, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ⅛ and ½, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ⅛, ¼ and ½, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ⅛, ¼ and ½, 50-lb. cases.....retail	0 50 at 0 34
White Label, ⅛, ¼ and ½, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & per lb.	½ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	28		40
" 3 O L. Blue	22		30
4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 61
" Pay Roll, 7s and 6½s.	0 62
" Fair Play, 8s. and 13s.	0 66

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sid. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	11 55
" " 1	9 35
" " 2	8 25
" " 3	7 10
Pails, No. 1, 2 hoops	1 93
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

ALWAYS THE SAME

BRUNNER MOND'S

BAKING SODA,
WASHING SODA,
DOUBLE STRENGTH WASHING SODA,
CAUSTIC SODA,
EMPIRE SODA.

PUREST,
STRONGEST,
CHEAPEST,
BEST.

WINN & HOLLAND,
MONTREAL,
Sole Agents for Canada.

Not what they cost, but what they sell—that's the way to measure the value of

100
Good Grocery Ads.

—a book of ready-made advertisements for the retail grocer.

A Dollar for the Book—Send for it.

The Canadian Grocer
Toronto

"ACME"
TABLE SALT
Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 56-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.
We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

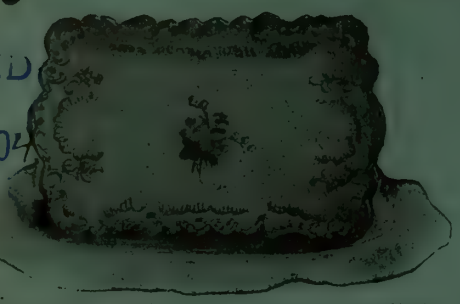
CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping always in Stock.

Decorated
Crystal Etched



RETURNED
JUL - 2 1904
Ont Book 19
Page 84

Large Assortment — Small Package

Pieces Retail

3 doz. at 10c. — 2 doz. at 25c. — 1 doz. at 35c.

and show a good profit.

You can handle this sample lot to advantage, even if you have not another piece of crockery or glass in your store.

Write for full particulars.

GOWANS, KENT & CO.,

TORONTO and WINNIPEG.

16 Front St. East. Main street.

When your customers ask for a certain brand, it is because they know it is good. Those who ask for

Wethey's Mince Meat

do so because they have tasted its delicious flavor and know it is clean and wholesome. Ask those of your customers who do not know Wethey's Mince Meat to try it.

"One Try Satisfies"

J. H. Wethey, Limited

ST. CATHARINES, ONT.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secy.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

HALIFAX, N.S. — HAMILTON, ONT. — LONDON, ONT. — MONTREAL, QUE.
OTTAWA, ONT. — QUEBEC, QUE. — ST. JOHN, N.B. — TORONTO, ONT.
VANCOUVER, B.C. — WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

THE STANDARD OF QUALITY.

KKOVAH JELLIES, real fruit flavor, all flavors.
" BLANC MANGE POWDERS, all flavors.
" CUSTARD POWDERS.
KKOVAH HEALTH SALTS. A Delightful and Healthful Drink for Summer.

WRITE US FOR PRICES OF

Lemon, Orange and Citron Peel.

AS. R. GREIG, Agent, MONTREAL.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JULY 8, 1904. NO. 28.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

MANY GOOD DOLLARS

Come to the grocer during the picnic and tourist season. And the more timely and judicious are his efforts to secure these dollars the greater naturally will be his reward. Christie's Campers' mixed are designed to help him to secure the desideratum, being made up of especially assorted varieties of staple biscuits.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.

Illustrated Catalogue on request.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

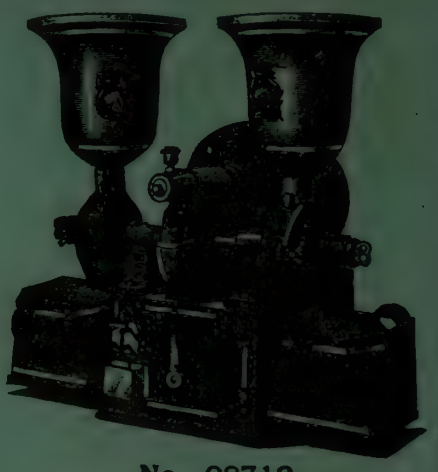
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 51 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

This Kind Of A Man

does not jump at conclusions—***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store—nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

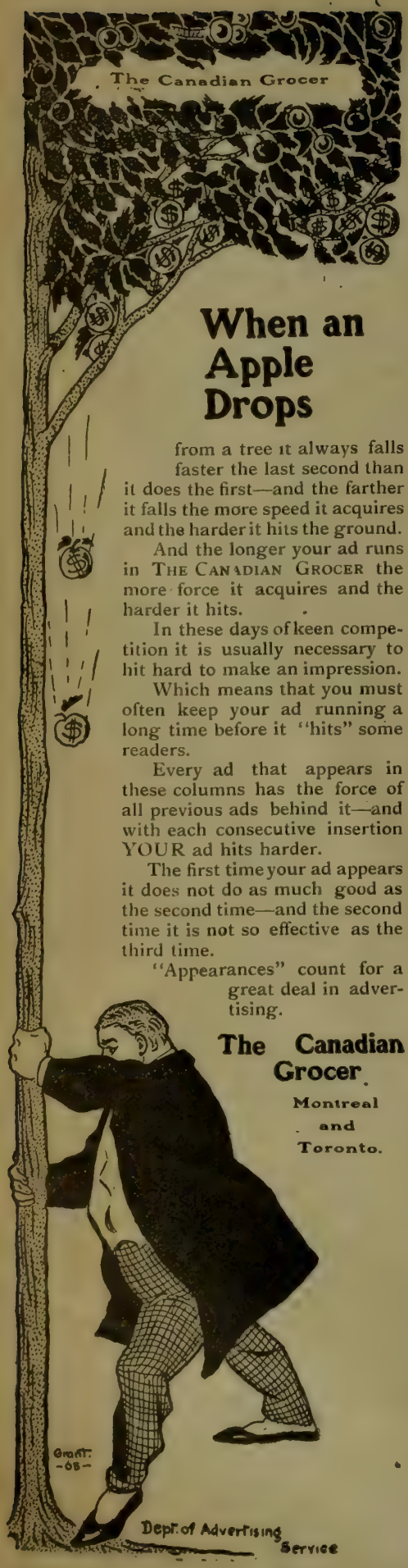
P. Codou's
Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.


The Canadian Grocer
When an Apple Drops
from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.
And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.
In these days of keen competition it is usually necessary to hit hard to make an impression.
Which means that you must often keep your ad running a long time before it "hits" some readers.
Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.
The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.
"Appearances" count for a great deal in advertising.
The Canadian Grocer
Montreal and Toronto.
Dept. of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

37 Yonge Street, - Toronto, Canada

Send us your Business

AGENTS FOR

C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you

Represented in the West ?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, _____

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

5cts. each

The
"VAMPIRE" Spiral Flycatcher

Clean, Simple, Novel, and Effective.

Clears the House of Flies.

THE "Vampire" Spiral Fly-catcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end, the Spiral is elongated and forms the most effective Flycatcher known. When the Spiral is full, lay on a sheet of newspaper, crumple up and burn.

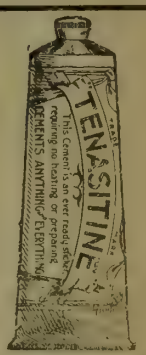
Oh! What a pity!

Is the usual exclamation when a delicate or much-cherished piece of china or glass comes to grief. When this happens you want

"Tenasitine"

which permanently mends china or glass and joins wood, leather, etc., etc. In collapsible tubes.

5 Cents Each



SOLE MAKERS:
KAY BROS, Limited, Stockport, England
SOLE AGENTS:
The LEEMING MILES Co., Limited, Montreal

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

The Canadian grocer and merchant who encourages the sale of **JAPAN TEA** encourages the sale of the best and healthiest tea that can be grown.

JAPAN TEAS may be imitated but can never be equalled in quality, fragrance, healthfulness and flavor.

You might as well expect to grow roses on thistles as good green Tea in Ceylon or India.

JAPAN TEAS are the only pure green teas to satisfy your customers' tastes.

"Let the GOLD DUST twins do your work."

Why break your back to keep your floors clean?

GOLD DUST

will do the work twice as well, in half the time, at half the cost. It's the modern cleaning substitute for soap. A household without GOLD DUST is almost as badly off as a ship without a rudder. For your own sake try GOLD DUST in cleaning. You'll never again be without it.

THE N. K. FAIRBANK CO., - - Montreal.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks; why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS Toronto Branch, 59-61 Front St, East

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 1961
Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

TEA ROSE DRIPS

Some one said of Lord Byron

that he "awoke one morning to find himself famous." The speaker overlooked, however, the years of patient striving that preceded fame.

The thousands of dealers throughout Canada who sell Tea Rose Drips are mightily pleased with its good selling quality, and they wonder perhaps why its equal is never obtainable.

This selling quality is like Byron's morning of fame — the result of continuous effort on the part of the makers to produce an article of uniform high quality.

ROSE & LAFLAMME, Agents,
MONTREAL.

SPEAKING OF SAUCES—

Do you know of any other sauce that is as much in demand and yet gives the grocer as good a margin as

Paterson's Worcester Sauce?

Honestly now, do you? We don't.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

A Grocer's Tea Stock

is made both simpler and smaller by handling only

Ceylon Teas

These Teas, made in both **Black** and **Green,** are forcing out China and Japan Teas steadily—i.e., the public prefers Ceylon Teas to all others. If the public preferred China and Japan Teas, Ceylon Teas would go off the market.

Reduce and simplify your tea stock.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

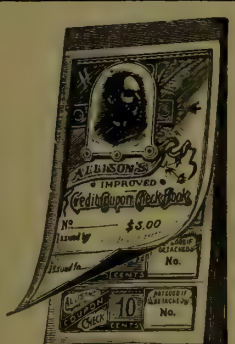
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. **Limited,**

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

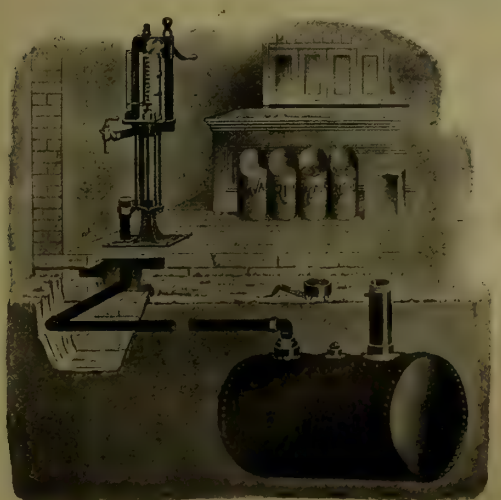
MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the



PUMP IN STORE—TANK BURIED.

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the Insurance Companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free.

ASK FOR CATALOG "B"

S. F. BOWSER & CO., - FORT WAYNE, INDIANA

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

THE GEM.

"Nectar" Black Tea, in lead packets and fancy tins only.

Fine Values in New Teas.

Second shipment coming in Ex Str. "Empress of China."

10 Half-Chests 80 lbs. each, Choicest Japan Tea Condor III., at - **35 c.**
10 " " " Extra Choice Japan Tea Condor IV., at **32½c.**
16x40 lb. boxes Extra Choice Japan Tea, EMD AAA, at - - **32½c.**
24x40 " Choice Japan Tea, EMD AA, at - - - **30 c.**

Ex Str. "Sumatra," from Colombo to London, and C.P.R. steamer to Montreal.

JUST LANDED.

50 Half-Chests Ceylon Green Tea, **Yg. Hyson,** fancy finished leaf, choicest liquor, at - - - - **19 c.**
50 Half-Chests Ceylon Green Tea, **Hyson No. 1,** fancy finished leaf, choicest liquor, at - - - - **17½c.**
80 Half-Chests Ceylon Green Tea, **Hyson,** fancy finished leaf, choicest liquor, at - - - - **16½c.**

A JOB.

46 Half-Chests nicely made good liquoring **Japan Nibbs,** at - **13½c.**

ASK FOR SAMPLES. IT PAYS.

Specialty of High-Glass Goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET
MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

YOU LIKE

to please your customers. Give them

JAMES' DOME BLACK LEAD

and you will do it.

W. G. A. LAMBE & CO., Canadian Agents.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

DO YOU want our book—100 Good Ads. For a GROCER? Worth a good deal more in the selling power of what you get.

If so, send us a dollar—just one cent a piece.

THE CANADIAN GROCER
TORONTO

People in all walks of life relish our

"Sterling" Brand Pickles

What's the reason? Any one who has tried our pickles has the satisfaction of knowing that he is getting the very best pickles made—that's an easy demonstrable fact.

Every grocer who stocks his shelves with "Sterling" pickles and relishes has a line that builds up his trade because a line sure to please his customers.

Write your jobber or direct.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO, Can.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

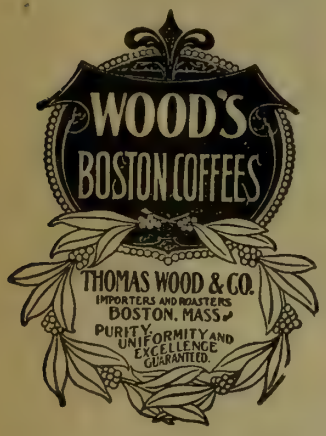
TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.

CLEAVING TO THE GOOD.



No man can say all the good things any more than he can eat all the good things.

Neither can one house sell all the good things used in one line of necessities.

A permanently successful business is not built up on the "Get-rich-quick" or the "Buy-low-and-sell-high" principle.

No, our leading principle is to be certain that every grade of WOOD'S COFFEES shall be up to the highest mark of excellence in their line.

With that kind of leadership, Mr. Grocer, results take care of themselves.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

PORK AND BEANS

WHY NOT GET THE **BEST?**

"RED CROSS"

"LITTLE CHIEF"

"AYLMER" **"LOG CABIN"**

"DELHI"

"SIMCOE"

ARE THE BEST.

PRICE LOWEST. **QUALITY HIGHEST.**

Write your wholesale house TO-DAY for prices on any of the above brands. They will interest you.

REPRESENTATIVE CANADIAN GROCERS

Mr. G. Hasenflug, retail grocer, Waterloo, Ont.

MR. GEORGE HASENFLUG, reatil grocer, Waterloo, Ont., affords a striking example of the success that may be achieved in his native place by the man who has the energy, the ideas, and the ambition to do a little better than others. "There's a divinity that shapes our ends, roughhew them how we will," but depend on it we've got to do the hewing.

The visitor to Waterloo, as he walks down its business thoroughfare, cannot fail to be struck by the appearance of Mr. Hasenflug's store, and especially its attractive window platforms. If he steps inside his admiration will be increased by the handsome proportions and tasteful arrangement of the interior. They are unmistakable evidence that the proprietor is a man of business ideas, as well as of practical sagacity. If, like The Grocer's representative, he enters into conversation with Mr. Hasenflug, his first impressions will be further confirmed.

Early Training.

Mr. Hasenflug's business career began at the age of 14, when he commenced his apprenticeship with Randall & Co., then the leading general merchants and dealers in wines and liquors of Waterloo and district. This firm later became Seagram & Roos, and now flourishes under the well-known name of Jos. E. Seagram. When the law prohibiting the sale of intoxicating liquor in grocery stores came into force Mr. Hasenflug took the first important step in his business career. In conjunction with J. F. Beck, a fellow salesman in the same store, (now of Beck & Schell, grocers, Berlin), he took over Mr. Seagram's grocery stock, and the two started in business in the year 1877, as grocers and crockery dealers, "in spite," added Mr. Hasenflug, "of many warnings from well wishers that it would be impossible to carry on such a business in Waterloo without the aid of dry goods." Needless to say, Mr. Hasenflug has confounded his candid friends by building up one of the most successful grocery businesses in that section of the country. In 1879 the firm was dissolved by the retirement of Mr. Beck, and the business has since been carried on by Mr. Hasenflug. Its history is one of steady expansion along the most progressive lines, and Mr. Hasenflug's books bear ample testimony to the extent and quality of his business connection.

Special Lines.

"Yes," said Mr. Hasenflug, in reply to a query, "I have always carried a number of special lines in order to attract the greatest possible variety of customers and get their regular trade. Among these I might mention seeds, which I have always made a strong feature in the Spring of the year, and found a very profitable one. Another thing I might mention as having greatly helped my business is that this being a German community, and, I believe, the biggest coffee consuming county in Ontario, I have always endeavored to stock the best brands of the coffee that Germans favor, principally Rios. Sometimes I have gone the length of importing a car direct from Rio de Janeiro."

Mr. George Hasenflug, of Waterloo.

"I see you carry a big stock of crockery."

Crockery Department.

"Yes, crockery has always been a prominent feature of my store, but I have stocked it as much for the sake of attracting trade as for the profit that is in it. As a business getter it pays well to stock crockery, and good crockery. You see, I have the store well fitted with electric lights, and when these are turned on at night the effect produced by their reflection on the crockery and glassware is almost dazzling. Then, again, you notice at the end of the store I have British plate mirrors, right across, which still further enhance the effect of the display by giving to the store the appearance of being twice its actual length."

Window Dressing.

"I suppose you spend a good deal of time over your window dressing?"

"I have always paid special attention to that, and to the interior arrangement of the store, as I am strongly of the opinion that it pays the grocer to devote some time and thought to these matters for the sake of attracting trade. In my opinion a good display of a particular line of goods in the window is the best ad. to be found. The line, of course, should be continually changed, and only one line should be shown at a time. With regard to the interior, (besides tasteful arrangement), I have always made a hobby of keeping the store so clean that it was quite common to hear a score of times daily, 'How clean they keep it.' I have often been asked by other grocers if I thought it paid to devote so much time to window dressing. There is only one answer—it does."

Advertising.

"Do you do any other advertising?"

"Oh, yes. I find local newspaper advertising very useful, especially if the ad. is accompanied by a cut. As a flyer it is well to send out handbills about twice a year. I have also had good results from circular letters. I run these off on the neostyle, and send them to all the people in the section once or twice in the Spring and Fall before the opening of the big trade."

"Was there any special event in your business career which helped you?"

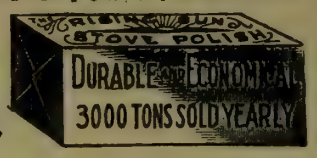
"The most important event was a venture I made in the export apple trade in 1896. I exported about 14,000 lbs. and hit the market right, thereby pocketing a big profit."

"The secret of my success," said Mr. Hasenflug, in reply to a further query, "I might sum up as prompt attention to business, new ideas, cleanliness, and a fair amount of printer's ink. I might add that I am a firm believer in

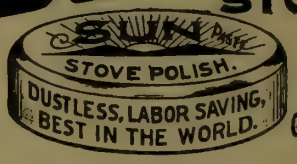
Trade Newspapers.

"I owe much to having been a constant reader of The Canadian Grocer ever since its inception. It was especially helpful to me in my younger days, when I was fighting my way up, and I

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

cannot too strongly recommend young men, whatever trade they may be in, not to neglect the education and help that may be derived from their trade paper.

While Mr. Hasenflug is first and foremost a man of business, civic affairs have also claimed a share of his attention. He served in the town council and has been a member of the board of trade since its inauguration about 14 years ago. He has also been vice-president of the Twin City Retail Merchants' Association.

A JELLY LAWSUIT.

KKOVAH Jelly has had to stand a lawsuit. The old story of imitation being flattery, is all very well, but when imitation touches one's pocket it means a great deal more than business men care to express. A case of this kind occurred in the Practice Court of Montreal last week, when Sutcliffe & Bingham, of Manchester, Eng., through their attorney, presented a petition, asking an injunction against Juliet Lepage, carrying on a business in Montreal under the name of the Colonial Specialty Co. The petitioners set forth that they manufactured jellies under the name of Kkovah, and they alleged that the defendant used the word Kronah as a trade mark for jellies, placed by her on the market, and put up in the same manner as their own. This, they claim, is an infringement of their right, and they ask the injunction to prevent it being continued. The case was taken en delibre, but it is understood that the Kronah people will have to cease producing their goods after the manner of Kkovah Jelly. The attorney for Sutcliffe & Bingham, Mr. Oughtred, was of the opinion that there could be no reason for doubting that the injunction would be granted.

Gleaned from the Travelers

CAMPBELL & SONS, general merchants, Elora, Ont., have lately remodelled the interior of their stores. Plate glass fronts have been added and the exterior of the buildings been repainted, which gives them a very attractive appearance. This firm have two of the brightest and best equipped stores in western Ontario.

Graef Bros., general merchants, Clifford, Ont., have sold their general store business to J. Weber of that town, and Mr. Weber's many friends are wishing him every success in his new enterprise. C. McArthur, who has been manager for Graef Bros. for several years past, will continue in charge of the store.

R. Harstone, general merchant, of Warksworth, Ont., accompanied by his wife, was in Toronto the past week.

W. Thompson, of Thompson, Marshall & Co., general merchants, Dobbington, Ont., is spending his holidays in Toronto. Mr. Thompson reports trade particularly good with his firm.

E. Pritchard, general merchant, of Newbridge, Ont., is spending his holidays in Toronto.

One Toronto traveler who was in Owen Sound during the past week reports that the merchants have quite recovered from the effort they made in arranging the annual picnic of the Retail Grocers' Association. The business firms of Owen Sound who deserve great praise for their share in the management of this successful affair are: W. A. McClean & Co., McClarty Bros., C. W. Fox, Priest & Spragg, Lloyd Bros., W. A. Greer, mayor of Owen Sound, and others who are in business there.

Halliday & Stinson, general merchants, of Chesley, Ont., have been busy during the past six weeks purchasing wool, which trade is reported to have been of great assistance to their retail trade. They have one of the finest general stores in the north.

C. J. Halliday, general merchant, of Chesley, Ont., reports retail trade as being all that can be desired.

S. H. Glassford, of Cannington, Ont., has started a general business there.

W. Mullin, of Cannington, Ont., has opened a new grocery business.

BANQUET POSTPONED.

The Manufacturers' Association had originally intended to tender a banquet to Geo. E. Drummond, president of that body, and also president of the Board of Trade, on Dominion Day. This has been postponed until July 21, and will be held at the handsome new quarters of the Canada Club, in the Board of Trade Building, Montreal. A unique feature of the occasion will be the presentation of a memorial to Cyrus A. Birge, of Hamilton, formerly president of the association.

U. S. BROOM TRUST.

At a recent meeting of representatives of the principal broom manufacturers of the United States, held in Chicago, action was taken which practically insures the formation of a combination of the principal companies under the name of the National Broom Company, and on a strict basis of actual valuation. It was decided to include about seventeen or eighteen of the largest broom companies of the country and to put the capital stock at or about $4,000,000.

VINEGAR—Nothing Else.

Absolutely pure—high standard strength—always uniform.

"Imperial"

White Wine, Proof; Extra Pickling XXX, XX, X; Cider XXX, XX, X.
Also Dandicolle and Gaudin's French Tarragon; C. & B. Malt and Tarragon; Bollman's in demijohns.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Selected Valencias

AND

Filiatra Currants

Our stock is heavy and intending purchasers will do well to consult us

JAMES TURNER & CO.

BRANCH CANADA GROCERS LIMITED

HAMILTON

NOTICE TO THE TRADE

WHY Buy any Brand of Canned Goods when you can have the

"TARTAN" BRAND

at fair price and Quality so superior.
—Labels so attractive.
—and Made in Canada.

Send your order by mail or 'phone, and we will give you a fair, square deal.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers . . . **HAMILTON.**

LONG DISTANCE ONLY, No. 596.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers. **49 Front St. E., Toronto**

MacLAREN'S IMPERIAL

THE SAFEST TO BUY—THE EASIEST TO SELL.
A FAVORITE IN EVERY SUMMER HOME.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS
51 Colborne St., - Toronto, Ont.

MacLAREN'S IMPERIAL

Business Changes

ONTARIO.

THE assets of Modeste Laviolette, general merchant, Clarence Creek, are to be sold at auction on July 11.

H. T. Andrews, grocer, Havelock, has been burned out.

G. W. Bissell, grocer, Brockville, has sold out to A. Foxton.

Mrs. Wm. W. Calhoun, grocer, London, is closing out business.

S. A. Wabb & Co., general merchants, French River, are offering to compromise.

A. S. Russell, general merchant, Galetta, has been succeeded by J. W. Bean.

Williams Bros., general merchants and butchers, Havelock, have been burned out.

Jewell & Cashmore, grocers, Pembroke, have dissolved partnership; the business is continued by S. D. Cashmore.

A meeting of the creditors of W. McDonald, grocer, Barrie, is advertised for July 9.

W. A. Cole has been appointed liquidator to the Dominion Supply Co., Ottawa.

The assets of Laviolette & Son, general merchants, South Indian, are to be sold at auction on July 11.

The assets of the Wiarton Beet Sugar Mfg. Co., Wiarton, are advertised for sale by auction on July 13.

The cheese factory of W. H. Reynolds, general merchant, cheesemaker, etc., Verona, has been destroyed by fire.

QUEBEC.

J. Latreille, grocer, Montreal, has registered.

Mrs. J. A. Pelletier, grocer, Montreal, has registered.

F. X. Bilodeau is curator for George Tate, grocer, Montreal.

"Sparklet" Syphons

For making soda water at home. Instantaneous, Economical, Convenient.

SELL ON SIGHT

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

J. A. Lamoureux, general merchant, Stanbridge Station, is dead.

F. Garneau, general merchant, Rigaud, is offering 35c on the dollar.

J. L'Ecuyer & Co., butter and cheese makers, Lacolle, have registered.

Larivierre & Hussenot, coffee dealers, Montreal, have dissolved partnership.

E. Laplante, butter and cheese maker, St. Eugene De Grantham, has assigned.

L. S. Plamondon & Cie., general merchants, South Durham, have registered.

J. E. Bergeron, general merchant, Jonquieres, has assigned to V. E. Paradis.

A. Saucjer, produce merchant, Montreal, has assigned; meeting of creditors July 8.

Tellier & Co., vinegar manufacturers, St. Hyacinthe, have dissolved partnership.

The assets of Bigonesse & Sequin, general merchants, Labelle, have been sold.

The assets of H. Rondeau, general merchant, St. Norbert, Berthier, are to be sold.

The assets of Cardinal & Bedard, grocers, Quebec, were advertised to be sold on July 7.

L. P. Pelletier, general merchant, Notre Dame Du Lac, has assigned to V. E. Paradis.

Demand of the assignment of A. Adelson, grocer and liquor dealer, Montreal, has been made.

A meeting of the creditors of J. L. Racicot, grocer, Montreal, was advertised for the 30th ult.

Consent of the assigment of A. H. Rattray, wholesale produce merchant, Montreal, has been filed; meeting of creditors July 12.

Maheu & Dorais, general merchants, Arthabaskaville, have dissolved partnership; the business is continued under the style of Maheu, Dorais & Cie.

NEW BRUNSWICK.

O. B. Akerley, grocer, St. John, is selling off his stock by auction.

B. Richard, general merchant, McLeod's Mills, has sold out to A. Richard.

The premises of H. Humphrey, general merchant, Cambridge, have been destroyed by fire.

PRINCE EDWARD ISLAND.

K. Sharpell, general merchant, Portage, is asking for an extension.

T. Mickham & Co., general merchant, Souris West, have dissolved partnership. T. Mickham continues under old style.

NOVA SCOTIA.

Kirby, Strople & Co., fish merchants, Goldboro, have dissolved partnership. A. Strople has assumed all liabilities.

MANITOBA AND N.W.T.

G. Betts, general merchant, Yorkton, is retiring from business.

R. C. Bauer, general merchant, etc., Wetaskiwin, has assigned.

S. A. Kredba, general merchant, Wapella, has opened at Esterhazy.

S. Chipperfield, general merchant, Chickney, is moving to Abernethy.

Cook & Son, general merchants, Bentley, have sold to C. Putland.; possession Sept. 1.

A meeting of the creditors of P. H. Sutherland, general merchant, Selkirk West, has been held.

BRITISH COLUMBIA.

Marocchi Bros., grocers and bakers, Cumberland, have advertised their business for sale.

A meeting of the creditors of the late grocery firm of Hamon & Bisson, Rossland, has been held.

NEW ONTARIO EXPOSITION.

The Grocer is in receipt of a copy of the preliminary prize list of the New Ontario Exposition for 1904, to be held at Port Arthur and Fort William on September 13, 14, 15 and 16.

Upton's

Pure Fruit Jams, Jellies and Orange Marmalade

are very handy for camping and picnic parties.

FREIGHTS AND CHARTERS

DULLNESS still rules in the freight market, although large quantities of grain have been booked for July, the rates are ridiculously low. The regular liners are carrying, in addition to grain, immense quantities of lumber. There is another force at work, namely, the New York and Boston grain shippers, who are doing a great deal to divert grain traffic from the St. Lawrence route. Extremely low rates have been quoted from the west to the American sea-board, by these New York and Boston people. The St. Lawrence route, however, is keeping pace with the times, and as yet has not lost much on this account. The rates are as low on the St. Lawrence as they are anywhere else. For instance, corn from Chicago to Montreal has been engaged at 8¾c. Wheat from Fort William is on a gauged average of 4c, some having arrived at as low as 3¾c per bushel. There has been some trouble in making new business from Manitoba, owing to the high price of wheat there. The ocean freights from Montreal are still low, 6d having been taken to Liverpool, and the asking price is 7½d, that is to Liverpool. To London 7½d to 9d are the quoted rates, and to Bristol 9d still holds. As high as 1s has been paid to Manchester.

New charters of ocean steamers are quite uncommon, and the tonnage for the United Kingdom could easily be counted. Some new bookings for river freight have been noted, but these are elbowed off into the Autumn. Schooners will begin to arrive more freely now, and some sugar boats are already in. These have in many cases been chartered for outward cargoes of deal. Nevertheless freights are bad in Montreal, and the big exporters are gloomily shaking their heads at the future.

FOR JULY SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool	6d.	9d.
London	7½d.	9d.
Glasgow	7½ to 9d.	9d.
Avonmouth	1/	1/
Manchester	9d.	....
Hamburg	1/	....
Antwerp	1/	....
Leith	1/4½	....
Dublin	1/6½	1/3
Belfast	1/6	1/4½
Cardiff	1/3	....
Rotterdam	1/3	....

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags.	2240 lb.	5c.	7c	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	5c.	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.. ..	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.. ..	35/	.....	35/	.....
Butter, in cases and kegs	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.. ..	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	..	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	12/6	12/6	.....	12 6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10 /	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	10/	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.. ..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

EARLY CLOSING.

In answer to an inquiry from one of its readers on the subject of early closing The Grocer begs to state that according to the revised statutes of Ontario, the civic authorities in any municipality are empowered to pass and enact a by-law with reference to the early closing of stores or shops, which will be generally binding, provided the same is approved of by three-fourths of the members of the particular trade concerned in the said municipality.

Red Rose Tea Warehouse

INTERIOR VIEWS, No. 2

THE TEA ROOM AND PRIVATE OFFICE

The tea testing room in a tea warehouse is by far the most important department in connection with the business as on this department depends largely the success or failure of the business.

Tea tasters are born, not made, and very few men are capable of becoming experts, as to taste and judge teas correctly the senses of taste and smell must be very acute and the eye keen. In addition an expert taster requires the rarest good judgment in order to select, not the tea he personally likes, but the one which is suitable to the district in which it is to be sold; the one which will please the customers of a merchant perhaps thousands of miles away. The expert taster may prefer, for his personal use, a fine black tea, but he must be able to forget his own likes or dislikes and use equally as good judgment in selecting green teas as he would in blacks. This is where many men who strive to be tea experts, fail. They are unable to sink their own preferences and taste the tea from the standpoint of those who are to drink it.

Mr. Walter R. Miles—head of this department—learned the business in London, England, and has spent his whole life in the study of the one article—TEA. He is probably the best known tea expert in America.

The buying is done in this department and this entails a great deal of tasting. When purchases arrive the teas are again tasted in comparison with the original samples; then in matching teas for merchants, and making up blends, the same teas are tasted over and over again. Every blend as it comes from the blender and before it is packed is also tasted, thus making sure that no mistake has been made in the blending. This makes a great deal of work but it ensures uniformity of quality for which RED ROSE TEA has always been noted.

Next week I will give a description of the blending department.

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

ST. JOHN, N.B.

Branches { TORONTO WINNIPEG

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Slump in English Potato Market.

LATEST reports from London, Eng., say that last Summer's wet weather and this year's fine Spring have combined to produce a big slump in potatoes.

To make up the deficiency of English old potatoes, so many of which were blighted by last year's rains, enormous quantities have been imported from Belgium, Holland, France, Germany, Spain, the Channel Islands, Algeria, and even Russia, with the result that holders of old potatoes are losing heavily.

One dealer in a London market already estimates his loss on 1,000 tons of old potatoes at £1,500, and inquiries at the St. Pancras market showed that that sum might well have been lost on a smaller quantity. Old potatoes fetching £7 a ton about a month ago can now be had for £3 10s.

Another main cause of the slump is the importation of large consignments of new potatoes from Jersey and St. Malo, which the fine weather has made plentiful, and consequently cheap. Moreover, it is now becoming known also that the new potato crops in the United Kingdom will be as proportionately heavy, though much depends upon the weather in July, which is the principal potato month.

Comparatively small quantities from Kent will be arriving within a fortnight, but in a month's time they will be coming in bulk, and then London will be better supplied with the finest new potatoes at popular prices than it has been at any similar period during the past twenty years.

One suggested cause for the "slump" is that some doctors now allege that potatoes are poisonous to certain people, and that consequently many people are refraining from eating them.

Butter Trade of Denmark.

The total export of butter from Denmark last year is stated to have been 1,980,000 cwts., or about 250,000 cwts. more than the preceding year. Of Danish butter in casks the export amounted to 1,566,000 cwts. (in 1902 1,351,000 cwts.) The transit trade of Copenhagen in foreign butter was somewhat larger, 375,000 cwts. in 1903, against 332,000 cwts, in 1902. The export of tinned butter declined somewhat, being only 37,000 cwts., against 45,000 cwts. in the previous year. Taking all butter exported from Denmark, 1,880,000 cwts. were shipped to the United Kingdom, where the greater part was consumed, viz., 1,771,654 cwts., while the remainder was re-shipped to trans-Atlantic ports, etc. The cost of the butter consumed in England was £9,572,000.

Lard Statistics.

THE following cable advices, giving estimates of stocks of lard held in Europe and afloat on July 1, 1904, have been received from the N. K. Fairbank Co., Chicago. To these estimates are added estimates of former years:

	1904. July 1.	1904. June 1.	1903. July 1.	1902. July 1.	1901. July 1.	1900. July 1.
Liverpool and Manchester	30,000	25,500	22,000	14,700	20,000	21,000
Other British ports	15,000	13,000	9,000	1,500	6 500	6,500
Hamburg	12,000	16,000	15,000	10 000	13,500	12,000
Bremen	1,000	1,000	2,000	1,000	1,000	3,000
Berlin	1,500	3,000	2,500	1,500	1,000	3 000
Baltic ports	13,000	13,000	13,500	9,000	10,000	7,000
Amsterdam, Rotterdam, Mannheim	2,000	4,000	500	1,500	1,000	4,500
Antwerp	3,000	4,000	2,000	2,700	3,000	3,000
French ports	1,600	2,500	1,000	1,400	3,000	7,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	79,600	82.500	68,000	44,300	60,000	68,000
Afloat for Europe	35,000	40,000	50,000	55,000	48,000	57,000
Total in Europe and afloat	114,600	122,500	118,000	99.300	108,000	125,000

Export Butter Exhibit.

IT is expected that a very large exhibit of dairy products will be made at the Dominion Exhibition, Winnipeg, this year. The class for export butter is creating special interest among the dairymen. This class is calculated to test the keeping qualities of the butter, and the conditions require that it shall be made thirty days prior to the exhibition, and shipped to Winnipeg in care of the secretary of the dairy association not later than June 20, when it is immediately placed in cold storage and retained there till the opening of the fair, when it is moved to the dairy building and judged along with the other exhibits.

Record Shipment of Cheese.

A representative of The Grocer was walking along Front street, Toronto, on Thursday, June 30, when his attention was directed to a procession moving towards the Union Station. The familiar drone of the bag pipes proclaimed it to be something beyond the ordinary, so hastily securing a place of advantage near the curb, he awaited the approach of the show. First came a stalwart Scot, dressed in the picturesque tartan of the MacLaren clan, playing some of those songs without words which none but native Scots know how to appreciate. Following in the line were five large dray wagons loaded to their utmost capacity with boxes of MacLaren's Imperial Cheese, and drawn by horses decked in gala attire with the MacLaren colors, the whole making a novel and interesting sight, such as is seldom seen in the streets of Toronto.

The Grocer learns that on this particular day it so happened that over 1,000 boxes of MacLaren's Imperial Cheese were being shipped from Toronto to different parts of the world, including the far east and Europe. One hears much these days of the growing market for Canadian produce abroad, and surely no further evidence of the fact is necessary than this record shipment of cheese on the part of the A. F. MacLaren Imperial Cheese Co., one of the leading manufacturing firms of Canada.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

GLASS JARS
FOR
Sliced Bacon Sliced Beef

A new thing in Canada. Equal to anything packed on the American continent,—best, we think, since Canadian hogs are superior to American. A magnificent summer line for home, holiday and camp.

Beechnut Sliced Bacon		Beechnut Wafer Sliced Beef	
1-lb Glass Jars, per doz....	$2.50	1-lb Glass Jars, per doz....	$2.50
1-lb Tins "	$2.40	1-lb Tins "	$2.40

Special discount to bona fide Wholesale Grocers.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED.
PORK AND BEEF PACKERS,
TORONTO. ONT.

LONG CLEAR BACON

Finest quality, new cured, light sides for summer cutting trade.

Write, Wire or Phone for Prices.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

PURE CREAM TARTAR

Gillett's

Positively and absolutely the **purest**

CREAM TARTAR on the market.

Put up in

¼-lb. Paper Pkgs., ½-lb. Cans, 10-lb. Boxes.
½-lb. " " 1-lb. " 25-lb. Pails.
1-lb. " " 5-lb. " 100-lb. Kegs.
360-lb. Barrels.

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The only line of particular interest in the provision market this week is hams. This is the season for hams for summering, camping, outings and excursions, and the result is a slight strengthening in the price. Small hams average about 12 1-2c, although selling lower and higher, and medium hams sometimes bring 12 1-2c. Heavy mess pork is quoted 50 points lower. There is a good steady demand. Front and hind quarters have dropped, the former about 1-2c and the latter 1 cent. Medium and common carcasses also are down 1-2c, as is Spring lamb. Just at this time grass beef begins to come in more plentifully, and this brings prices down. We quote this week:

Long clear bacon, per lb	$ 0 07½	$0 08
Smoked breakfast bacon, per lb	0 12	0 12½
Roll bacon, per lb	0 09	0 09½
Small hams per lb	0 12	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 50	16 00
Short cut, per bbl	17 00	17 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07	0 07½
" tubs "	0 07½	0 07⅝
" pails "	0 07¾	0 07⅞
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	9 00	10 25
" front quarters	4 50	5 50
" choice carcases	7 50	8 25
" medium	6 50	7 50
" common	6 00	7 00
Mutton	7 00	8 50
Lamb, yearling	9 00	10 00
" spring	11 00	12 50
Veal	6 00	8 50
Hogs, light	....	7 50
" heavy	6 50	6 75

Butter—There is no cessation in the large supplies of butter offered. Prices remain almost exactly the same as last week, with a little shading only in creamery solids. Even though butter rules so very low, England is receiving such enormous shipments from Denmark, Australia and the Continent that she will not offer a high enough price to give Canadian dealers a reasonable profit. We quote the following prices:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17½
Dairy prints	0 13	0 15
" in tubs	0 12	0 14

Cheese—The cheese market is quite steady, with only a limited export demand at prices that will encourage buying. The English price will not rise, in spite of the fact that cheese sold on the board 1-2c higher last week than the preceding week. A great part of what was offered two and three weeks ago was not sold on the board, but went on the curb afterwards to buyers who had to buy, no matter what was asked, to supply the English houses, by whom they were employed. With board prices advanced, dealers have had to quote 1-4c higher on new cheese. Board reports for week ending July 4 are as follows:

Board.	Boxes.		Price
Ingersoll	300	(no sales)	0 07½
Campbellford	1,530		0 07 11-16
Stirling	1,155	0 07 15-16	0 08
Picton	1,765		0 07 13-16
Woodstock	5,000	(one fifth sold)	0 07¾
Madoc	1,150		0 08
Kingston	1,400		0 08 1-16
Brockville	3,528		0 08
Tweed	765		0 08
Brantford	3,115	0 07⅞	0 08 1-16
Iroquois	1,190	(sold on curb)	0 08
Vankleek Hill	1,762	0 08 1-16	0 08⅛
Winchester	2,013	(none sold)	0 08
Perth	2,878		0 08
Napanee	2,420		0 (8 1-16
Ottawa	2,766	(third sold)	0 08¼
Belleville	4,700	(half sold)	0 08 1-16
Cornwall	1,347		0 08¼
London	3,220	(very few sold)	0 07⅞

The following prices rule in Toronto:

	Per lb.	
Cheese, large, old	0 10	0 10½
" new	0 08¾	0 09
" twins	0 09	0 09¼

Montreal.

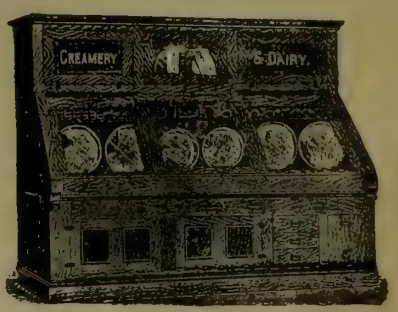
Provisions—The market for live hogs is very quiet. There was a fair supply for which the demand from packers was copious, and steady prices ruled from $5.20 to $5.40 per hundred for stock weighed off cars. Some improvement was noticed in the demand for dressed hogs, and fresh killed abattoir dressed stock sold at $7.50 per hundred. The demand for pork was slow. A fair trade was done, however, in bacon and smoked meats generally, both on local and country account. The receipts of provisions reported Tuesday morning were nearly 10,000 packages of lard and 196 packages of tinned meats. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01
Wood net, tin gross weight—		
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07⅝
" " 60-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07⅞
20-lb. wood pails, each	....	1 53
20-lb. tin pails, each	....	1 43

Butter—The tone of the local butter market is considered weak, and a declining tendency is noticed in prices. This is based on the liberal receipts, and steady increase in stocks on spot; this latter, of course, is caused by absolute lull in the demand for exports. Some cable inquiry was noticed on Tuesday for best grade creamery, at a limit of 17c. It was not acceptable, as the lowest current price for such stock on spot was 17 1-4c. Some under grades were offering at as low as 16c. At the wharf on Monday 500 packages sold at 17c; this shows a decline of from 1-4 to 1-2c per pound since a week ago. The total exports of butter for the week ending July 4 were 15,479 boxes, divided as follows: Local export, 13,154; through, 1,325. For the corresponding week last year there were 13,428 boxes exported, showing a decided increase in business for this year. The total shipments of butter since the first of May, 1904, amount to 67,587 packages. For the corresponding period of 1903, 52,405 packages.

Cheese—The cheese market is still quiet, although there was a considerable firmness shown during Tuesday afternoon. The prices realized by the factory men on the wharves on Monday showed an advance of from 3-8 to 1-2c per pound over last Monday's prices.

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer.
67 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

None Left To Bother You After Using Wilson's Fly Pads
Sold Everywhere. 10 cents
Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

When ordering

Macaroni

be sure to specify

Napoli Macaroni

You will get

—a better article.
—at a less price.
—in a more saleable package.

Order from your wholesaler, and if he can't or won't supply NAPOLI BRAND, send order direct.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

TRUCKS

for **Warehouse and Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street,
Temple Building, MONTREAL.

3,000 boxes were offered, and the bulk of the sales made were at from 7 5-8 to 7 3-4c. From the Old Country it is learned that prices are still low, and the demand light for Canadian cheese, fancy stock bringing as low as 40s, with here and there an occasional 41s. Mail advices state that trade is dragging heavily in the Old Country. The exports of cheese for the week ending July 4 amounted to 83,751 boxes; of this, 71,121 was local, and 12,630 through. For the corresponding week last year, the exports reached 129,334, which shows an immense falling off in the cheese export business from this port. The total shipments since May 1 reach 421,178 boxes, and when compared with 1903 show a falling off of nearly 200,000 boxes.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Canned Goods.

Do not trust to luck nor take any chances whatever, but place your orders **now** for Canned Goods, as everything points in your favor by doing so. We handle the Best Brands and any orders entrusted to us would be well taken care of. We guarantee the quality and full delivery.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

St. John, N.B.

Provisions—In barreled pork and beef there is very little business. While prices are quite low, they seem steady. In pure lard large stocks are held here; prices continue remarkably low, and only a light sale is reported. Among the bakers there is continued demand for refined lard. It would seem as if they preferred it to the pure lard. In hams and bacon sales are good for the season, and quite full prices are obtained. Fresh beef is held at high figures coming forward slowly. Veal is also very scarce, and high. Lamb is late this year, and the quality so far offered has been but fair. There is, however, continued improvement. Mutton is dull and low in price. Pork is but a light seller at rather lower figures.

Mess pork, per bbl	$16 00 $17 00
Clear pork "	17 00 19 00
Plate beef "	12 50 14 00
Mess beef "	10 00 12 00
Domestic beef, per lb	0 07 0 08
Western beef "	0 08 0 10
Mutton "	0 07 0 08
Veal "	0 08 0 09
Lamb, each	....
Pork "	0 06½ 0 07½
Hams "	0 12 0 14
Rolls "	0 10 0 11
Lard, pure, tubs "	0 08½ 0 09
" " pails "	0 08½ 0 09
Refined lard, tubs	0 08½ 0 08½
" " pails	0 08½ 0 09

Butter—Supplies come in freely, and there is but a fair sale. Prices are quoted rather lower, and quality must be very good to command at all a prompt sale at full figures.

Creamery butter	0 20 0 21
Best dairy butter	0 17 0 18
Good dairy tubs	0 16 0 17
Fair "	0 14 0 15

Eggs—The price continues quite firm, there being but a fair supply. Dealers are not looking for the usual low prices at this season. Our market is chiefly supplied from Prince Edward Island. Up to within a short time they have been shipping quite large quantities west, which has had the effect of keeping prices at full figures. Supply in New Brunswick and Nova Scotia is not large.

Eggs, hennery	0 18 0 20
case stock	0 14 0 15

Cheese—With increased supply, prices are quoted rather lower. Local demand is for twins. The output in New Brunswck and Nova Scotia has not shown any particular increase in the last year or two. Local sale is not a large one. There is usually a fair export business done to the West Indies in small cheese, but the past season did not show as good business as usual.

Cheese, per lb	0 10 0 11

Winnipeg.

Lard—The market has declined a little and prices are easier. Our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20 "	1 80
" 10 " in cases	5 5
" 5 " "	5 55
" 3 " "	5 65
" Compound, in 20-lb pails	1 65

One word of advice——It will pay you to place your order at once for your requirements in

ROWAT'S—— Fancy glass stopper DECANTERS to retail at 25 cts.

Lime Juice, Lime Juice Cordial,

—Lemon Squash,—

Raspberry and Malt Vinegars.

All these lines are very quick sellers—retail at a popular figure—and pay you a good margin

QUALITY—Guaranteed—you can honestly recommend these to your trade.—Their value is not equalled on the market.

ORDER AT ONCE—Our first shipment was sold the third day after arrival.—

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO.

PROMINENT WINNIPEG BUSINESS MAN DEAD.

The Grocer regrets to have to chronicle in this week's issue the death of Mr. A. Harvey, commission merchant and grocery broker of Winnipeg, which occurred on June 8, 1904. Mr. Harvey entered the wholesale grocery house of Alex. Harvey & Co., Hamilton, of which firm his father was the senior member, in the year 1876, and continued with that firm until the death of his father, when he entered into partnership with Mr. John Stuart, forming the firm of Stuart, Harvey & Co. On the dissolution of this firm Mr. Harvey went to Winnipeg about 10 years ago, opening up an office in the basement of the Ottawa Bank building, 361 Main street, as a commission merchant, representing the following manufacturing firms : The Canadian Salt Works, The Acadia Sugar Refining Co., Gillespie & Co., St. Charles Condensed Milk Co. and the John Seely Fish Co.

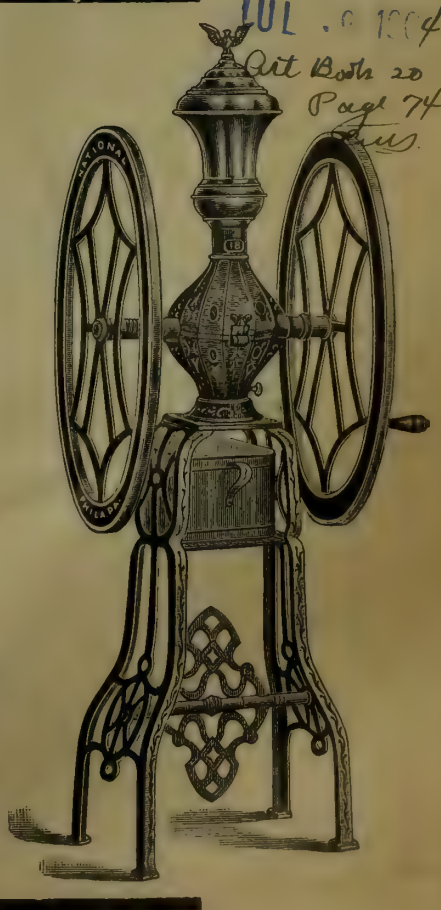
Mr. Harvey was a most upright and honest business man, making many friends and few enemies. For the past year Mr. Harvey had been in ill health, suffering from a slight inflammation of the lungs, which developed into galloping consumption, resulting in his death at the age of 44 years.

"MACK" MINERAL WATER.

For some time past the public have been learning that, as a first-class Summer drink, mineral water is not to be surpassed. The particular brand known as "Mack," manufactured in St. Catharines, Ont., by The Mack Mineral Springs Co., has been highly recommended by physicians all over the country for table and medicinal purposes.

It is on sale in all the leading hotels in Ottawa, Montreal, Toronto, Winnipeg, Buffalo, Cleveland and elsewhere. For family trade a special price is made, and orders are filled direct from the factory, thereby resulting in the delivery of fresh mineral water at all times. Recommendations of Mack's mineral water from prominent people are kept on file at the company's office in St. Catharines for the information of the public.

THE "NATIONAL" No. 18 IS GUARANTEED TO GIVE COMPLETE SATISFACTION— AND— —DOES —IT— SOLD ONLY IN CANADA BY THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.



RETURNED JUL . 0 1904 Ont Book 20 Page 74

Fresh and Cured Fish

High Prices for 1904 Salmon.

THE statistical position of all grades of salmon warrants high values for the season of 1904," said Charles Corby, manager of the Pacific Selling Company, in a recent interview with the Seattle Times. "Artificial propagation is the necessity of the hour, and additional hatcheries are now required on the Fraser River," he continued. It is Mr. Corby's opinion that the visible supply of red salmon is inadequate to carry trade until the new pack is available.

Continuing, Mr. Corby said regarding the salmon situation at this time:

"As the situation stands at present, 1903 pack, all grades, with the exception of standard red Alaska salmon, are out of first hands and to a large extent have been distributed by the jobbing trade throughout the domestic markets and abroad; this applies particularly to Puget Sound and Fraser River sockeyes, which are exhausted in the domestic market, and of which there is only a limited supply in the United Kingdom. Puget Sound cohoes and Alaska medium red grades are sold up on the coast, while pinks and chums are in such small quantities that there will not be sufficient to carry the trade until the new pack is available.

"The last two years have demonstrated that consumption of red salmon has kept apace with production, and it has now resolved itself more into the question of a supply of raw material to fill the world's requirements of this grade than of the securing of new markets.

"Latest reports from the United Kingdom indicate that June 1 there were fewer than 120,000 cases of sockeyes all told in London and Liverpool, which is unprecedented in the history of the salmon business and, while it is stated that there is sufficient red Alaska salmon to supply the requirements of that market, inquiries from which are received daily as to the prospects of the packs on Puget Sound and Fraser River these reports would lead to the conclusion that there will be an abnormal demand for sockeyes during the coming season.

"This, however, being the third year after the big run of 1901, in accordance with all established precedents, the pack will be the lightest of the four-year cycle, and preparations by the packers on Puget Sound and Fraser River indicate that they are acting very conservatively in connection with operations for the coming season.

"Another fact which must be reckoned with in the establishment of values for the coming season is the influence of the Russo-Japanese war on the demand for lower grades of salmon, of which there was a surplus in the hands of American and British Columbia packers previous to the breaking out of hostilities. Shipments of these grades to Japan alone in the last ninety days have exceeded 325,000 cases and as the Japanese have been deprived by existing conditions of certain fishing rights heretofore enjoyed in Siberian waters and the fact that thirty per cent. of their regular fishermen belong to the naval reserves, and have joined the flag, it is quite reasonable to suppose that they will be compelled to rely largely upon supplies from the North Pacific coast of America to fulfil their requirements. These requirements will far exceed those of recent years, as it is estimated the demands of the army and navy in times of war, as compared with those of peace, are as three to one. This demand from a market almost entirely new so far as canned salmon is concerned will assuredly have a tendency to further strengthen values of all grades.

"On the cheaper grades such as pinks and chums it is known that there will be a heavy falling off on this season's pack, as compared with former years, when a large number of Southeastern Alaska canneries now idle were in operation. The pack of pink and chum salmon for the year 1901 was 804,549 cases; for 1902, 876,768, and for 1903, 647,494, making a total of 2,328,811 cases for the three years. As the 325,000 cases exported were disposed of under abnormal conditions, deducting this from the total will show an annual consumption of these grades amounting to 667,934 cases.

The prospective pack of pinks and chums for the coming season is not expected to exceed 350,000 cases, out of which it is reasonable to presume that foreign markets will take at least 150,000 cases, which will leave, taking into consideration the unsold portion of the packs of previous seasons, not to exceed 275,000 cases to take care of requirements of the domestic market, or a shortage of almost 400,000 cases on a normal consumptive demand.

Selling of Fish Prohibited.

S. T. Bastedo, Deputy Commissioner of Fisheries for Ontario, calls attention to the fact that, under the new regulations, the sale of trout, bass and maskinonge is entirely prohibited. Heretofore sale was permitted if the dealer were able to show an invoice indicating that the fish had been imported from points outside the province, but this privilege, Mr. Bastedo says, was abused, hence the total prohibition.

War on a Fish Trust.

Suit has been brought in the Circuit Court of Franklin County, Ohio, to oust the so-called fish trust of the great lakes, which is commercially known as A. Booth & Co., of Chicago, from its charter in Ohio. The charge is that the company has purchased the business of its competitors, and controls 90 per cent. of the fresh-water fish business carried on from the Mississippi to Buffalo. It has been in operation four years, during which time it has reached out into the States bordering on the great lakes, and into the Dominion of Canada, and taken in the business of about sixty dealers in fresh-water fish.

The petition further states that the corporation seeks to engage in about forty different kinds of business under its charter, from making glue to becoming surety on the bonds for individuals. This, the Attorney-General claims, cannot be permitted by the laws of Ohio. The company is capitalized at $5,500,000.

Columbia Pack Short.

Latest advices from British Columbia are to the effect that the run of salmon on the Columbia River is still very light. Canners there report that the pack to date is fully 50 per cent. short of what it was this time last year. High water so far this season is thought to have been responsible for the absence of fish in the river. Those fish which did enter the stream were all small. The water is now receding, and it is hoped that some big runs may occur, although it is generally conceded that the pack on the Columbia is likely to be a short one this year.

Warm Weather Diets

demand something tasty, appetising, wholesome, easily prepared,—something like **"Halifax"** and **"Acadia"** Brands of Prepared Codfish. In fact, **they** are just the thing. You ought to push them during the warm months.

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

When you require an extra fine "Darjeeling" Tea write us for Samples.

Your order will follow.

Warren Bros. & Co.,

Toronto.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

GLUTEN FLOUR.

A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.

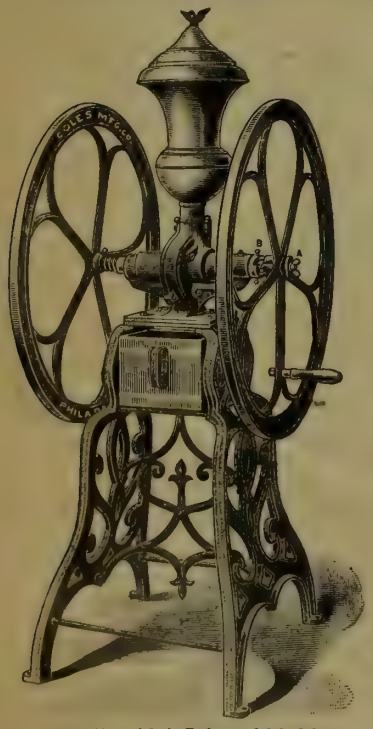
Invaluable for Diabetes.

It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's Gluten Flour is put up in nice white cotton sacks. Trial size 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.

The Robert Greig Co., Limited, Toronto.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

Have you the following lines of goods in stock?

If not, do you not think you are losing business by not carrying them?

IDEAL AMMONIA POWDER

1½ lb. package retails at 10c.

FOREST CITY BAKING POWDER

The trade winner.

FOREST CITY CATSUP

Full Tomato flavor.

These lines are up to the very highest standard of quality.

They will increase your trade, —and profits.

GORMAN, ECKERT & CO. LIMITED

London, Canada.

Importers and Roasters of Coffee.

Manufacturers of High-class Spices, Extracts and Baking Powder.

Joint Meeting of Cannerymen.

THE joint conference between the members of the recently formed Puget Sound Salmon Association and those of the Fraser River Canners' Association met on Wednesday, July 6, in the offices of the latter corporation at Vancouver. The conference was principally for the purpose of discussing conditions respecting the salmon canning industry in Puget Sound and British Columbia waters.

An especial effort is being made to arrive at an understanding as to what measures should be adopted in the matter of legislation for the establishment and maintenance of additional hatcheries on the Fraser River, which has for ages been the spawning ground of Puget Sound sockeye salmon.

Notwithstanding the avowed object of the conference, it is reported that the real point at issue is the matter of an agreement between Fraser River and Sound canners, whereby each will keep out of the other's territory during the coming fishing season. Had the Dominion Government prohibited the export of raw sockeyes, no matter how caught, instead of merely placing fish caught in traps under the ban of export, the British Columbia canners would not be forced to try to drive a bargain with the Sound canners.

As the matter stands now, the Fraser River canners may invade the Sound banks to purchase sockeyes, and the American canners may come across to this side of the line to buy salmon caught in purse and drag seines. Each side is afraid of the other causing trouble over prices, and consequently both are willing to enter into an agreement to do business strictly within their own territory. If the agreement can be satisfactorily arranged a great deal of trouble both to Sound and Fraser River canners will likely be averted.

Traps a Success.

On June 27, 1904, was demonstrated the mportant fact that fish traps can be successfully operated on the shores of Vancouver Island, B.C., the first "lift" in the newly-erected traps at Sooke harbor, built by a Victoria company, resulting in the catching of a good quantity of fish of excellent size.

Fish Notes.

The Georgia Fishing & Curing Co. has secured land on Protection Island, at Nanaimo, British Columbia, and is erecting buildings preparatory to going into the herring curing business. The waters about Nanaimo abound with this variety of fish, so that the prospects are excellent for the new company.

A SNAKE CAUGHT ON TANGLE-FOOT.

The accompanying photograph shows a fly-paper serving a purpose which was never contemplated by its makers—acting as a snake-trap! "Whilst camping out on survey work on the Natal coast," writes the sender of the picture, "a sheet of 'Tanglefoot,' placed to catch flies, was blown off the writing-table in my tent on to the floor. Whilst it lay there a young snake (a green mamba), rather unfortunately for itself, happened to crawl on the paper, and in

spite of all its struggles was securely caught. It was a rather lively specimen, and its temper was not improved by its sticky environment, so that when it came to be photographed its resentment was most marked."

SUGAR-BEET ACREAGE IN EUROPE

DURING the past Winter considerable anxiety was felt by people interested in the beet-sugar industry in Europe. The agreement of the Brussels convention had gone into effect in September, 1903. All the direct and indirect bounties had been cut off, but the sugar prices would not adjust themselves to this change, as had been expected. The market prices were below the cost of production in some countries, where sugar had to be sold at an absolute loss. Almost every country in Europe had sugar to sell—some of them even from old surplus stocks. Overproduction and fierce competition existed everywhere; hence, the leading sugar manufacturers claimed that nothing short of a positive reduction of acreage all over Europe would bring the beet-sugar business back to a paying basis. In the meetings of the various associations the farmers were told that fewer and cheaper beets in the coming season alone could save the sugar industry from ruin, and that they had better devote more attention to the cultivation of flax, grains, and other products. But all this hue and cry does not seem to have made a very deep impression, as will be seen from the following table, showing how large an acreage in Europe has again been sown to sugar beets. This information has been compiled and published by the International Union for Sugar Statistics, or, in other words, by a combination of all the sugar factories of Europe, which are in the best possible position to furnish figures that are pretty nearly correct. The area planted is given in the table, with comparisons with 1903.

Country.	1903-4. Acres.	1904 5. Acres.
Germany	1,027,580	1,016,561
Austria	757,633	793,204
France	553,998	467,249
Russia	1,395,801	1,203,972
Belgium	142,083	112,196
Holland	99,688	88,602
Sweden	70,997	61,467
Denmark	38,795	34,595
Italy	123,550	84,015
Total	4,210,125	3,861,861

It will be seen that the sowings this Spring have been only about 6 per cent. less than they were last year. The amount of sugar that will be grown from this immense field of 3,861,861 acres of sugar beets is an unknown quantity; but the yield of last season is taken as an average one and if fair weather continues till October, about 5,520,000 tons of beet sugar in the coming season of 1904-5 may be expected, against the 5,915,000 tons of the present season. This lessening of the production, though comparatively small, and the increase of consumption, which has been exceptionally large of late, will materially decrease the surplus old stocks that have burdened the world's sugar market for the past three or four years; it will probably also restore the sugar business to a more normal condition.

PETERBORO' SUGAR INDUSTRY.

A number of shareholders of the Peterboro Sugar Co., whose existence practically came to an end through the failure of the ratepayers to endorse the bonds of the company, are considering a proposition for the revival of the industry made by. J. Fowler of Toronto, representing Toronto and Michigan capitalists. He proposes, on condition of $50,000 being subscribed locally, to form an entirely new company, complete the factory buildings and put the industry in operation by the Fall of 1905. No calls upon the subscribed stock are to be made till the buildings are completed and machinery laid down. At a meeting of shareholders $11,500 of the stock was subscribed, and it is believed the balance of the $50,000 can readily be secured. Mr. Fowler thinks the outlook extremely promising in this district.

IF you know what is good for your business and for the consumer you will sell "BLUEOL," the Finest Laundry Blue in the world.

Investigate for yourself. It will be worth your while.

J. M. Douglas & Co., Manufacturers, Est'd. 1857. Montreal.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.
THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.
Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
AUER LIGHT CO., - MONTREAL,
Sole Makers.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

There are no fictitious names about

ROWAT'S PICKLES

Each and every bottle is **Genuine** and each and every bottle is guaranteed No. 1.

Snowdon, Forbes & Co., - Montreal

F. H. Tippet, St John, N.B.
F. K. Warren, Halifax, N.S.
C. E. Jarvis & Co., Vancouver, B.C.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Dwight, John, & Co., Toronto.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners Limited, Hamilton.
Eckardt, H. P., & Co., Toronto.
Old Homestead Canning Co., Picton, Ont.
Provost & Allard, Ottawa, Ont.
Simpson, R. & J. H., Co., Guelph.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Pacific Selling Co., New York.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Oil and Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.
Queen City Oil Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Fabien, C. P., Montreal.

Salt.
Toronto Salt Works, Toronto.

Scales.
Wilson, C., & Son, Toronto.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
Snowdon, Forbes & Co., Montreal.
Tea Rose Drips—Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Staunton's Limited, Toronto.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.
Fairbank, N. K., Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E. 59
Adamson, J. T., & Co. 59
Allison Coupon Co. 7
American Coffee & Spice Co 69
American Tobacco Co. 67
Auer Light Co 28

Baker, Walter, & Co. 22
Balfour & Co. 13
Bates, Peacock Co. 38
Black Bros. & Co. 25
Bloomfield Packing Co. 36
Blue Ribbon Tea 30
Bradstreet's inside back cover
Brantford Starch Works 34
Bowser, S. F., & Co. 7
Burlington Canning Co. 7

Calvert, F. C., & Co inside front cover
Canada Paper Co. 51
Canadian Canners Limited 10
Canadian Gelatine Co 57
CANADIAN GROCER 2, 9
Canadian Press Clipping Bureau inside back cover
Canadian Swiss Trading Co. 57
Canadian Vinegar Co 21
Capstan Manufacturing Co 28
Castle, F. J., Co. 54
Ceylon Tea 6
Chase & Sanborn 30
Christie, Brown & Co. outside front cover
Clark, W. 51
Coles Manufacturing Co 26
Colson, C. E., & Son outside back cover
"Commissioner" Tea 7
Computing Scale Co., of Canada 3, 5
Cowan Co 57
Cox's Gelatine 7
Cullen, Orlan Clyde 53

Davidson & Hay 15
Dawson Commission Co. 58
Dingle & Stewart 2
Dominion Molasses Co 70
Dominion Packing Co 19
Douglas, J. M., & Co. 28
Downey, W. P 47
Dunn, Wm. H 34
Dutch Chemical Works 70
Dwight, John, & Co 68

Eby, Blain Co 23
Eckardt, H. P., & Co. 37
Edwardsburg Starch Co 71
Empire Tobacco Co. 64
Enterprise Mfg., Co. inside front cover
Epps's Cocoa 51
Erie Tobacco Co 66
Estabrooks, T. H. 17
Ewing, S. H. & A. S. 47
Ewing, S. H., & Sons 5

Fabien, C. P. 21
Fairbank, N. K., Co
Fearman, F. W., Co 19
Fortier, J. M 66
Foster Pottery Co 2
Frontenac Cereal Co 62

Gibb, W. A., Co. 58
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd. 20, 49
Gorman, Eckert & Co. 26
Gowans, Kent & Co. outside back cover
Greig, Robt., Co 26

Hamilton Cotton Co. 7
Hill, Evans & Co 72
Horrocks, T. J 64
Hudon, Hebert & Cie. 41
Husband Bros. & Co. 58

James' Dome Black Lead 9
Japan Teas 4

Kay Bros 3
Keen, Robinson & Co. outside front cover
Kingston "Gleaner" inside back cover
Kinnear, Thos., & Co 14

Lambe, W. G. A. 2
Lamont, Corliss & Co. 57
Lipton, Thomas J. 9
Lowney, Walter M. Co. 54
Lucas, Steele & Bristol 13
Lytle, T. A., Co. 9

Maiden, J. H. 56
Marceau, E. D 8
Matthews, Geo. Co 20
Metallic Roofing Co. 53
Millman, W. H., & Sons 2
Mooney Biscuit and Candy Co. 55
Morse Bros. 12
Mott, John P., & Co 54

Mackintosh, John 56
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 66
McCann Wm., Milling Co 55
McDougal & Lemon 59
McDougall, D., & Co. 67
McGregor-Harris Co. 38
McIntosh, P., & Son 61
McLaren's Cooks' Friend Baking Powder inside back cover
McLean, J. A., Produce Co. 20
McWilliam & Everist 58

National Licorice Co inside front cover
Natural Food Co. 61
Napoli Macaroni Co 22
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 53

Oakey, John, & Sons inside back cover
Oakville Basket Co inside back cover
Old Homestead Canning Co 50
"Ozo" Co. 56

Pacific Selling Co. 47
Page, C. S. 53
Park, Blackwell Co. 19
Payne, J. Bruce 65
Price, Chambers & Co. 2

Queen City Oil Co. 2

Rattray, D., & Sons 63
Reid, W. B., & Co 66
Rose & Laflamme 5, 63
Row & Co. 2
Rutherford, Marshall & Co 38
Ryan, Wm., Co. 38

"Salada" Tea Co 24
Simpson, R. & J. H. Co. 22
Simson Bros. Co 57
Slingsby, H. C. 22
Snowdon, Forbes & Co. 28
Southwell & Co. 68
"Sovereign" and "Lynx" Salmon 25
Staunton's, Limited 69
St. Lawrence Starch Co 61
Stringer, W. B. 59

Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Tuckett, Geo. E., & Son Co. 65
Turner, James, & Co. 13

Upton, Thos., & Co. 15

Walker, Hugh, & Son 59
Walkerville Match Co. 47
Warren Bros. & Co. 25
Watt, J. L., & Scott 54
Wethey, J. H. outside back cove
White & Co. 59
Wilson, Archdale 21
Wilson, C., & Son 3
Wilson Commission Co. 2
Wilson, W. H., Co. 3
Winn & Holland inside back cove
Wood, Thomas, & Co. 10
Woods, Walter & Co. 21

The increased consumption of BLUE RIBBON TEA has resulted from only one cause in the last analysis—its intrinsic merit. Advertising has helped, of course, but unless value given accompanies advertising the result sooner or later is extinguishment. Push

The RED LABEL, forty cents, is worth fifty cents by comparison.

Blue Ribbon Ceylon Tea

IT PAYS TO ADVERTISE A GOOD THING

That is the reason we advertise our "Seal" brand and other Coffees in the daily papers. This makes customers for you, and indirectly for ourselves.

Chase & Sanborn

The Importers, Montreal.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street, Telephone Main 1255.
TORONTO - - - 10 Front Street East, Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block, Telephone 1846, L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street, H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf, J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. / Adscript, Canada.

New Advertisers

Bates, Peacock Co., Hamilton, Ont.

UNJUST AND UNBUSINESSLIKE.

IT is the boast of supporters of the Dominion Government that its administration of public affairs has been progressive and businesslike. In many respects this must be recognized, yet in other matters the policy of the Government is one that no far-sighted business would adopt.

We do not refer to such matters as the resignation of Auditor-General McDougall, or the case of the Davis canal contract, matters which are engaging the attention of the political press. Our reference is more particularly to the treatment of some of the more responsible servants of the Crown.

In the eight years since the Liberals attained power the cost of living in Canada has increased fully 50 per cent. The inevitable consequence of this change in conditions has been that business men of all classes have found it necessary, in order to preserve the standard of work in their establishments, to advance the salaries paid, whether to untrained laborer or to general manager, in a material degree. In recent years we have heard of salaries which a few years ago were unthought of. The Government has recognized the altered conditions in the increased sessional allowance to members of Parliament, as well as in a general advance in the salaries of the employes in practically every department under its control.

Yet in spite of the increased cost of living; in spite of the fact that salaries of all classes of people have expanded, the Government continues to keep in office at the salary set at Confederation, the most responsible, the most honored servants of the Crown, the judges of the Supreme Court of Canada, men on whose decisions rest the disposition of millions of dollars, and on whose strength and ability the honor and integrity of our judicial system is in large measure dependent.

Viewed from any standard of comparison, the salaries of our Supreme Court judges is ridiculously small. Compared with the salaries attached to similar courts in other British colonies, weaker in every respect than Canada, or compared with the salaries paid to the men who attain to eminence in the Canadian industrial, commercial or professional world, and particularly when compared with the income of any first-class lawyer in this country, the stipend attached to the Supreme Court of Canada is shamefully small and inadequate.

Such a policy is unbusinesslike, as well as unjust. The sacrifice that any desirable lawyer would have to make to accept an appointment to the Supreme Court is such that many of them would not, or, rather, could not, accept it. Such a condition is inimical to the best interests of the business men of Canada. Deterioration in the personnel of that court would soon manifest itself in decisions which would destroy confidence in our whole judicial system.

The Dominion Government should take up this matter in earnest during the present session, and place the salaries of our Supreme Court judges on a basis that would ensure the appointment of the most desirable men when vacancies shall occur.

A CRITICISM THAT STINGS.

CANADA'S petty treatment of her most honored and capable servants has not only aroused discussion at home, but has been the subject of unfavorable comment abroad. There is so much truth in the following, from the Pittsburg Dispatch, that any Canadian cannot help feeling its sting:

"Compared with the United States, Canada's civil service, notwithstanding the increases under the new amending Act, remains ill-paid. The maximum for deputy heads of departments is only $4,000 a year, and for chief clerks of departments $2,800 a year, far below the remuneration men of equal ability command on railroads, in the banks, insurance and financial concerns, and commercial houses.

"The officials are expected to live in a style which leaves no possible margin to the good. Men of large families lead a struggling existence to keep up social appearances, and die poor. The consequence is the service has ceased to attract the best material.

"Matters on the bench are even worse. The High Court judges in Ontario receive $6,000 a year, and Federal Supreme Court judges, the highest in the land, only $7,000 a year. The insufficiency of these salaries may be gathered by comparison with New South Wales, with a population of only 1,400,000, which pays ten puisne judges $12,500 a year each; Victoria, population 1,200,000, pays $15,000 to the High Court judges, and so in all the Australian colonies.

"The integrity of Canada's judges is traditional, but the salaries paid are below the earnings of first-class lawyers."

THE MINISTER SHOULD ACT.

THOSE who have given serious thought to the work of the Supreme Court of Canada have reason to look to the Minister of Justice, Hon. Chas. Fitzpatrick, for action which will rid Canada of the stigma of meanness and shortsightedness in its treatment of the bench.

It is the custom of the Dominion Government to leave such matters to the Minister in charge of the department directly affected. The present Minister of Justice is the type of man from whom one would expect broad-minded treatment of such an important subject. He has, moreover, evidenced that he has at heart the best interests of his department. There is, therefore, good reason to hope that he will place himself at the head of the movement to ensure the integrity and strength of the Supreme Court by more adequate remuneration for the judges. If he does, he can depend on the unanimous support of those who are the leaders in commerce, industry and the professions in Canada, and on the general approval of all classes in the Dominion, in a step which will give him recognition as a progressive Minister of the Crown.

THE TREATMENT OF AGENTS.

A COMMON source of complaint among Canadian business men is the unsatisfactory methods often employed by firms in Great Britain doing business with this country. There is just a possibility, however, that while the faults of the business firms in Great Britain are being considered our own faults may be overlooked.

There was a time when the exports of this country were practically confined to agricultural products and raw materials. That day is past. We have now become exporters of a great many finished articles, and our trade in this particular is rapidly increasing.

As our ability to export increases so does the necessity for our employing proper methods become more obvious. The reports of the Canadian commercial agents in other countries repeatedly point out the necessity of correcting certain short-comings. And these are supplemented by reports which come through private sources.

Promptness in correspondence is most essential. The shipping of goods which are up to sample is imperative, and agents who are appointed as representatives should be properly treated. Copies of correspondence, which the firm in Canada may receive from houses in the territory looked after by the agent, should be supplied the latter when it does not come through him. He should be thoroughly informed on all matters of this kind. Some contribution should also be made to his expenses if he is to be expected to be zealous for the interest of the firm, notwithstanding the fact that he may be working on commission.

OUR MAILING SYSTEM.

If it should happen that there is a delay in receiving your copy of THE GROCER or you do not receive it, you can without hesitation place the blame on the Post Office authorities.

Particular pains are taken in our Mailing Department to insure the safe delivery of every copy of the paper. We have a distributing Post Office of our own in our establishment, where we sort all the papers into their different routes and districts. These are immediately despatched to the Station and placed on the train, instead of being sent to the General Post Office for distribution like other papers.

All our subscribers in Ontario and Quebec should receive their copy of the paper on the day of publication, and if it is not received on that day we would like to hear of it, so we can trace the matter up and find out where the fault lies.

We are anxious to maintain a perfect and fast delivery system, and we have now one of the best equipped mailing departments of any publishing house in America, but you will help us still further by letting us know of the slightest delay in the delivery of your copy of the paper.

Firms in the United States who have agents abroad do this, and it pays them. Then when new goods are put on the market electros of these should be sent to the agent to be used in circular or newspaper advertising. A cut of the firm's head office should also be found on letterheads and other business literature used by the agent. In fact everything reasonable should be done to assist the agent and to give publicity to the goods manufactured by the firm.

When an agent has been appointed it does not matter whether he is purely on commission or not, the principals should take an interest in him and the territory which he controls. If interest is not taken in the agent it is only natural that his concern in the welfare of the particular lines which he handles for them should become apathetic.

As we have already said, something should be contributed to his expenses, and his principal should insist that he make periodical reports as to not only the business he has done, but touching upon the prospects for the future and what methods could be employed to increase trade. By insisting on this and by keeping him in turn thoroughly posted as to new goods, etc., the possibility of success is very much increased.

There is no doubt about it that if every manufacturer who caters to the export trade would exhibit more enthusiasm and concern for the success of his foreign business the aggregate results would soon be revealed in the trade returns of the country. "It is the littles that make the muckles," as the old Scotch proverb says.

CROCKERY SPECIAL.

The Crockery Special of The Grocer, which was to have been issued this week, has been postponed until July 15. The grocery trade throughout the country is manifesting a lively interest in this midsummer special, which is undoubtedly one of the features of The Grocer for the present year.

THE FIELDING BANQUET.

A PUBLIC banquet is to be tendered Hon. W. S. Fielding, Minister of Finance in the Dominion Government. Many business men would like to honor Mr. Fielding in this way, but are practically compelled to hold aloof by the fact that those in charge of the affair have, as is too frequently the case in Canada, seen fit to make the occasion a party demonstration.

Mr. Fielding, in his position of Finance Minister, has come in contact with all industrial and commercial classes in Canada and, by his clean methods, his practical sagacity and fair treatment, has won genuine respect and regard. For this reason it is regrettable that a banquet to him should be made a petty party demonstration instead of a function at which all classes might express their desire to do him honor.

A similar opinion was expressed by many Liberal business men in Montreal when the recent banquet to Mr. R. L. Borden, leader of the Opposition, was turned into a Conservative party demonstration.

A RISING GROCERY BROKER OF MONTREAL.

THE GROCER has pleasure in presenting in this issue the portrait of Mr. A. Durocher, one of Montreal's grocery broker and commisson merchants. Mr. Durocher entered the grocery brokerage business in Ottawa in 1897, representing a number of domestic and foreign houses. In 1902 he removed to Montreal, opening offices at 13 St. John street, where until a few weeks ago, when he removed to larger and more convenient offices at 18 St. Alexis street, in the Chesterfield buildings, he has conducted a steadily increasing business. Mr. Durocher is a young man who has by steady application and a close study of the interests of his customers, secured a good connection among the jobbing trade, not only of Montreal, but also of Ottawa and Quebec. At the commencement of his business career he devoted his time principally to the canned goods and imported dried fruit business, but during the past five years he has established a very successful connection for not only his domeste, but also his foreign principals. Among the many firms represented by Mr. Durocher are the following: Canadian Canners; F. R. Lalor, Dunnville, dried and evaporated fruits; Baird & Peters, St. John, molasses; the W. S. Loggie Co., Chatham, N. B., canned lobsters, blueberries, etc.; Jas. Wilson & Sons, Fergus, cereals; S. Glenn & Son, Chatham, Ont., beans; J. U. Gervais & Co., Joliette; Canadian leaf tobacco; the E. C. Flaccus Co., Wheeling, West Virginia, sauces, catsups, etc.; Castle Bros., San Francisco, California dried fruits; Thornton & Co., Malaga, Spain, Spanish dried fruits and nuts; Fernando Garcia, Gandia, Spain, raisins; Albert Coe, Denia, Spain, valencias; N. A. Macripodare & Co., Smyrna, sultana raisins and figs; Societe d'Importation and Exportation, Aix-en-Provence, almonds, etc.; Del Banco, London, England, spices; Tancrede & Co., Paris, France, glues and gelatine; De Costa & Co., Barbadoes, molasses; Clayoquot Sound Canning Co., British Columbia, etc.

From this list it is seen that Mr. Durocher covers the grocery trade requirements very thoroughly. He issues weekly circulars, which are sent to the jobbing trade of Canada, and in this way the latter is kept in thorough touch with the different markets.

Mr. A. Durocher, grocery broker and commission merchant, Montreal.

TORONTO GROCERY CLERKS' OUTING.

ON July 1 the annual picnic of the Toronto Grocer Clerks' Association, Toronto, to Victoria Park, Niagara Falls, was held. Originally it was intended to go to Jackson's Point, but at the last moment a change in the arrangements was made which met with the unanimous approval of the members of the association.

The excursion left Toronto on the early morning boat, arriving at Victoria Park in ample time for a full day's outing. The following interesting programme in the way of races, guessing contests, etc., was thoroughly enjoyed by the numerous competitors and their friends.

Events and prizes were as follows:

1—Broad jump—1, package of Salada tea, valued at $4; 2, a $3.50 package of Vim; 3, tin of coffee valued at $2.50.

2—Throwing ball—1, package of Malta Vita, valued at $4.50; 2, a ham worth $3; 3, fountain pen.

3—75-yard race, gentlemen—1, P. G. goods valued at $5; 2, dozen brooms, worth $3; 3, box of cigars.

4—75-yard race, ladies—1, cut glass bottle, worth $4; 2, box of candy; 3, box of macaroons.

5—Guessing contest, gentlemen—1, case of pickles; 2, case of pickles; 3, box of candy.

6—Guessing contest, ladies—1, six dozen of jelly; 2, two tins of biscuits; 3, box of candy.

7—Sale—1, case of ginger ale; 2, pail of lard; 3, can of coffee.

The winners of these events, in proper order, were as follows:

Event 1—1, Anderson; 2, Hudson; 3, Turpin.

Event 2—1, Turpin; 2, Hudson; 3, Anderson.

Event 3—1, Turpin; 2, Anderson; 3, Matthews.

Event 4—1, Miss Anderson; 2, Miss McKee; 3, Ferguson.

Event 5—1, Hudson; 2, Turpin; 3, Anderson.

Event 6—1, Miss Ferguson; 2, Miss McKee; 3, Miss Anderson.

On account of the inclement weather the last race had to be postponed. Arrangements for running off this event will be made at the next meeting of the association, which takes place Tuesday, July 12, at room 2, in the Temple building.

"A Little Plain Talk To Clear-Headed Business Men."

The one great dominating influence—
The one appeal to the dealer and the public—
The one test that the world recognizes as the standard of value, is the "Cup Draw."

This being so, would it not be good wisdom for every grocer to satisfy himself of the intrinsic value of "SALADA" Ceylon Tea alongside of any other brand on sale ?—the "Tea Pot" will demonstrate this in five minutes. We ask you in all sincerity and candour, is it not worth your while to have absolute proof of its superiority in your own and your customer's interest ? We think it is.

To build and hold a trade nowadays, you must serve the people well, not passably so, but well, not only in Teas but in every line of goods you handle.

Write for samples and terms, "SALADA," Toronto and Montreal.

Have you tried to oblige your customers during the summer months by suggesting to them

BORDEN'S

"EAGLE" Brand Condensed Milk or "Peerless" Brand Cream ?

Try it and see how easy and profitable it is to sell these two favorite brands.

WM. H. DUNN, AGENT MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO., St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

It's a handsome package, and will look well in your window, on your counter or shelves. It will help you sell more starch—more good starch.

We pack our very best quality

LILY WHITE GLOSS STARCH

in these handsome drum packages, each containing 6 pounds, 8 drums to a case, and a pair of drum sticks are supplied with each drum.

Who will be first in your district to show the new package ?

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 7, 1904.

Groceries.

CANNED goods are the feature of the grocery market this week. The Canners' Association have issued special instructions regarding the prospects of the new pack, and although no prices are quoted, strong hints are made as to the advances that are likely to become law. Out of 38 salmon canneries in British Columbia, for instance, only 17 are ready for operation, and salmon is likely to be in a strong position. Great interest is being taken in molasses from the Barbadoes, inasmuch as higher prices are expected, and it is said a mistake has been made of between ten and twelve thousand puncheons in the estimate of the crop there. Planters, when they heard first of the heavy crop of molasses, turned out a great deal more sugar than they would have done otherwise, and the jobbers were deceived into thinking there would be an excessive quantity of molasses available. Camphor has dropped from $1 to 85c per lb. Singapore white pepper is reported to have been offered at lower prices for distant deliveries. Both Jamaica and Cochin ginger are comparatively slow, but the hot weather is sure to create a demand. Nutmegs continue steady. Flake tapioca is in small demand, with no quotable change in price, but medium pearl of fairly good quality is selling freely at lower prices. Canary seed has advanced from 4c and 4½c to 5c and 5½c. It may be remembered that this was prophesied in The Grocer several weeks ago. Reports from Turkey are pessimistic regarding the growing crop of canary seed, but it is too soon to estimate as to its quantity and it is well to remember that even if it should be short there the Plate seed will readily fill the deficiency. Sugar continues to hold its strong statistical position, and the reports all point to a continued high market. Dried fruit is in steady demand, although crop reports from the countries of production continue to confirm the already gloomy views taken by experts, and the tendency is to reduce early estimates, instead of increasing them. Evaporated fruits continue to be in splendid demand, in spite of the abundant supplies of fresh fruits. The evaporated apples are holding strong at 7c, and the man who held the corner has certainly done well.

SUGAR.

Sugar is still strong. Continental consumption for the past month increased steadily. There has also been a marked reduction in the American stocks, and compared with last year there is a diminution in the American and Cuban stocks of at least nearly 270,000 tons. There is every indication that sugar will be even dearer, although experts state that many of the advances have been speculative. We quote :

Granulated, bbls.	$4 40
" ½-bbls	4 55
" bags	4 30
Paris lump, boxes and bbls.	4 90
" " ½-boxes and 1½-bbls	4 90
Extra ground, bbls.	4 75
" " 50-lb. boxes	4 95
" " 25-lb. boxes	5 05
Powdered, bbls	4 55
" 50-lb. boxes	4 75
Phoenix	4 30
Bright coffee	4 15
" yellow	4 10
No. 3 yellow	4 10
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 70
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

The report has got abroad that there is a corner in molasses. This, however, cannot be verified, and if there is such a thing it is not in the hands of Montreal houses. No doubt a mistake has been made in the estimate of the crop, and dealers are in a quandary as to whereabouts 20,000 puncheons of the crop reported may have gone. Some think it is held in New York, others that it is in the hands of eastern dealers, and will turn up in schooners during this month. However, from the Islands it is stated on the very best authority that molasses is scarce and will be higher. Some offers of 25c were refused this week. We quote :

Barbadoes, in puncheons	0 26
" in barrels	0 28½
" in half-barrels	0 29½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Coffee has been given a firm tone by reduced arrivals, and it is thought that a higher range of prices is near. it is reported that the total crop of Brazil coffee will not reach ten and a half million bags, and it is also stated that the new crop, which is very late, is on the average a very poor yield, the berry being quite small. There has been a reported advance in Colombia and other Central American sorts, but it has not affected the market here. From the Old Country it is learned that East India coffee that has been offered is of such poor quality that it was difficult to find ready sale for it. We quote :

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

The tea market has been irregular, without very great activity during the past week. Prices are easy, but there is a good demand for all high grade teas. For Ceylon teas the market seems well supplied. The lower and medium grades are, of course, leading in demand. As is usual at this time of year, fine teas are in small supply. China teas in some grades, such as Oolongs, and scented Orange Pekoes, remain firm and unchanged. Congou teas are comparatively quiet. Japan teas are holding strong, and are in good demand. We quote :

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20½
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS.

A strong position is held by all canned goods. The Canners' Association have issued a list of obligations to all the big wholesale houses. One of these states that the canners reserve the right to increase prices, subject to pack, from 2½c upwards over the lowest opening prices from July 1. This covers all canned goods, fruit, meats, and fish. Salmon is in the front of the market just now. Sales are being made in large quantities of old stock, and although new pack prices are not out, there is every probability of a continued advance. However, the first new pack of any canned goods will no doubt be peas, and following will be strawberries. Canned tomatoes are likely to be very much dearer before the new crop is available. Supplies are very limited, and as the new crop does not come into the market until October, the strength of the position may easily be seen. Canned corn is still strong. It was stated by an expert that he did not believe there were a hundred cases on the market. Latest reports from France advise that the sardine fishing is progressing well, with slight interruptions from bad weather. The quantity of fish caught up to date has not been large. The prices paid have been high, especially as the fish caught are considered small in size, running mostly from 11 to 18 in the quarter tin. Hand to mouth is the order in buying salmon, inasmuch as the Alaska pack of 1903 is being withheld by the largest packers. We quote :

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring soc eye	5 00
Cohoes	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 20
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtonberries, 2s.	1 57½
Raspberries, black	1 42½
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03½
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70

Special Notice

to the Trade

The following wholesale grocers throughout the Dominion are selling

QUAKER CANNED GOODS

H. P. Eckardt & Co., Toronto.
Randall & Roos, Berlin, Ont.
George Watt & Sons, Brantford.
John Garvey, London, Ont.
Kelly, Douglas & Co., Vancouver.
W. H. Malkin Co., Vancouver.
R. P. Rithet & Co., Victoria.
Geo. Robertson & Son, Kingston.
J. A. Mathewson & Co., Montreal.
Dearborn & Co., St. John, N.B.
Codville & Co., Winnipeg.
Hudson's Bay Co., Vancouver.
Baker, Leeson & Co., Vancouver.
W. J. McMillan & Co., Vancouver.
Alex. McDonald & Co. Vancouver.
Billman, Chisholm & Co., Halifax.

BLOOMFIELD PACKING CO.

LIMITED.

Bloomfield, Ont.

Holland herring, per keg	0 65	0 75
No. 2 green cod bbls. 200	....	5 00
Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates 12 5-lb. boxes	....	0 05
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb. (new)	....	0 05
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Standard bulk oysters, per gal	....	1 50
Selects	....	1 75

Country Produce.

EGGS.

Despite the hot weather eggs were firmer, and round lots of new arrivals sold at 15c per dozen. A certain amount of held over stock, however, brought only from 14c to 14½c, owing, it is said, to there having been found a certain amount of waste. There were nearly a thousand cases arrived on Tuesday.

BEANS.

Beans are still quiet; sales of choice primes were made at $1.35 to $1.40, and primes at $1.35 a bushel, while car lots of choice primes sold at $1.30 and $1.25 per bushel.

HONEY.

The consumption of honey is very small at this time of the year, and the market remains unchanged. White clover is quoted at 13½ to 14c. Extracted white clover remains at 8½ to 9c in 10 lb. tins, and 7 to 7½c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

Maple products are in little demand. We quote :

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

POTATOES.

New potatoes are now interesting the market, and old stock is being rushed off as soon as possible. New ones are selling at $3.50 to $1.40 from store. Old potatoes are selling as low as 40c a bag, that is for an 80 lb. bag. Showing the remarkable decline in potatoes, it may be mentioned that same sized bag sold six weeks ago for $1. The standard price for potatoes was 60c.

Flour and Feed.

FLOUR.

Renewed activity has been noticed in flour. A revival in the export trade for Manitoba grades of flour has been pleasing to the local millers, even though the business has been far short of their expectation. The export business is away off this year. The western millers are inclined to ship flour on through B.L, which has a good effect upon the export figures, but very little material benefit for the Montreal shippers. We quote :

Manitoba spring wheat patents	....	4 90
" strong bakers'	....	4 60
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

The feed market is unchanged. Easiness is noticeable all round. We quote :

Ontario bran, in bulk	....	19 00
" shorts	....	21 00
Manitoba bran, in bags	19 00	20 00
" shorts	....	21 00
Moullie	26 00	28 00

OATMEAL.

Oatmeal remain firm, with a good demand. We quote :

Fine oatmeal, bags	....	2 06
Standard oatmeal, bags	....	2 90
Granulated " "	....	2 90
Rolled oats, bags	....	2 55
" bbls.	....	5 30

ONTARIO MARKETS.

Toronto, July 7, 1904.

Groceries.

THIS has been a short week in the grocery trade on account of the 1st of July holiday. Travelers went on the road on Monday and returned on Thursday. The volume of trade for the week, however, has been fair. Sugar is moving fairly freely at the present time, retailers not being so dubious about buying as they were a few weeks ago. The statistical position is strong, and the least advance in the United States would mean an upward tendency in this market. Now that the fruit canning season is under way an active sugar market is predicted. Canned goods continue very firm, and corn is about exhausted. Salmon is reported to be moving very freely, and we are able to quote new prices on salmon this week. The tea market is quiet, with Japans easier and increased inquiries therefor. The local trade in coffees is reported to have been fair during the week, with low grade Rios scarce on this market. Tapioca is a shade easier. Trade in rice, spices and foreign nuts continues seasonable. Prunes are moving freely and the market is now pretty well cleaned up of dried apricots.

CANNED GOODS.

The canned goods trade continues brisk, with prices ruling firm. Tomatoes are scarce and firmer, and stocks of corn are about exhausted, large quantities of the latter having been sent to the Northwest. Canned fruits are moving readily, while the demand for salmon has been very active. "Horseshoe" brand is said to be already out of first hands. We quote new prices for B. C. salmon this week. Canned meats are active this week, especially potted meats and lunch tongue. This is the season par excellence for veal loaf, etc. We quote the following prices :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf," 1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92½
½-lb. flats, 5 cases and over	....	1 17½
½-lb. flats, less than 5 cases	....	1 20
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ½'s	0 03½	0 04
" ¼'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ½s, "	....	1 00

SUGAR

The course of the market has been interrupted by "Independence Day" holidays in the United States, in anticipation of which there was an easing off all round in the demand. Since then there have been no particular incidents to record. In raw sugar only a trifling business has been done at current quotations, with buyers indifferent after their recent heavy purchases. There has been virtually nothing doing in Cubans, business being confined to English, Island and Porto Rico Muscovados. At the same time, we observe a record of sales of 3,000 tons Demerara centrifugals for prompt shipment to Canada at 2 5-16 for basis 96, c and f, New York.

Stocks at Atlantic ports decreased nearly 20,000 tons for the week ending June 29, with receipts of 21,222 tons, and meltings of 40,000 tons, the latter being increased by 3,000 tons for the week. Total stocks in four ports, June 29, were 205,996 tons, compared with 318,227 tons for the same time last year. The campaign in Cuba is rapidly drawing to a close, with only five central factories grinding, against six the previous week. Heavy rains continue, and receipts at principal shipping ports were only 6,000 tons, compared with 11,000 tons for the same time a year ago. Stocks at principal shipping ports have been reduced to 151,000 tons, or about 190,000 tons less than last year. Combined stocks of U. S. and Cuba show a decrease of 301,971 tons from last year. Combined stocks of Europe and America at latest uneven dates were 2,523,996 tons, against 2,852,631 tons for the same time last year, a decrease of 328,635 tons. There have been no shipments of raw or refined sugars from Hamburg to the United States, but we hear of freight engagements for 15,000 tons raw beet sugar, said to be for New Orleans.

There has been no improvement in Europe, where 88 per cent. beet has gone to 9s 4 1-4d, an advance of 1 1-2d for the week. This is equivalent to a parity of 4.01c for 96 test centrifugals, which continue to be quoted nominally at 3.94c.

All indications are that the statistical position in the United States will

become even worse as the season advances, as purchases in Europe so far have been very moderate, and with all estimates of cane sugars available for the next two months, including stocks now in importers' hands, of about 27,000 tons, and the entire balance of the Cuban crop placed to the credit of July-August receipts, it would seem to leave stock in Atlantic ports on August 31 of less than 100,000 tons. On a basis of Summer meltings, this would be less than three weeks' supply. It would thus appear to be absolutely necessary for American refiners to purchase heavily in Europe, to provide for this contingency. It would also be observed that the tendency in European markets is steadily upwards, and it is surprising that the improvement has not been greater.

Refined is unchanged in all positions, both in United States and Canada, and the markets have been rather waiting, pending further advances in raws. The demand has been checked by the holidays, but there should be considerable improvement in this respect from now on, as the coming of small fruits has commenced. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 18
" in 100-lb. "	5 08
St. Lawrence granulated	4 53
Redpath's granulated	4 53
Acadia granulated	4 45
Berlin granulated	4 45
Domestic beet, granulated, 1902 (off grade)	4 23
Phoenix	4 43
Bright coffee	4 33
Bright yellow	4 28
No. 3 yellow	4 23
No. 2 "	4 03
No. 1 "	3 93

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Syrups and molasses are quiet and without special feature. It is reported that there is only one firm willing to take the risk of shipping New Orleans molasses to this market in view of the test. Prices generally are firm, although New Orleans may be a shade easier. The trade generally is interested in the latest revision of the tariff which restricts duty free molasses to direct importations from British ports. Our quotations are as follows:

Syrups—	
Dark	
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" ½ bbls	0 27 0 32
" open kettle	0 45 0 50
Barbadoes	0 35 0 40
Porto Rico	0 35 0 40
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

TEAS.

Teas have been quiet during the week under review. The impression prevails in some quarters that the Japan market has reached rock bottom. The increased inquiries for Japans marks a new era in the Canadian tea market. For some seasons on account of the high price of Japans the market has been diverted to Ceylon and Indian greens, and it remains to be seen whether the Canadian consumer will go back to Japans. There has been much speculation on this point among the tea trade, and now that conditions will allow of such a change the trade are very curious to see which way things will turn. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 40
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market continues quiet, with sales on the street small during the week under review. For the time of year, however, trade is satisfactory. Low grade Rios are reported to be scarce.

According to latest New York reports the new 1904-05 crop season opened July 1 with the largest stocks on hand in every direction ever known at the beginning of a new crop. If climatic conditions continue favorable in Brazil during the flowering periods, it means great possibilities for the growing crops. The enormous stocks held everywhere, bought at high prices, form a great barrier to higher values, and this will be felt all the more keenly when the new crop receipts come down in earnest. Our quotations are as follows:

	Per lb.
Green Rios, No. 7	0 08½
" " No. 6	0 08¾
" " No. 5	0 08¾
" " No. 4	0 08¾
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

In certain quarters a scarcity of tapioca is reported, as well as a slight stiffening in the price. In others it is held that the market is easier, if anything, and that the first report is nothing more nor less than an attempt to bull the market. Rice is unchanged. Our quotations are as follows:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03½ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
Sago	0 03½ 0 04		

SPICES.

Spices continue practically unchanged. Peppers have been slightly easier, but the market is fluctuating, and a reaction is not unlikely. We quote the following prices:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits

Trade in dried fruits continues steady, but quiet, as this is between seasons. Prunes have been moving freely, and the market has been cleaned up pretty well in dried apricots.

Latest reports from Patras, Greece, say that the new Currant Bill has passed its first and second readings, and probably its third by this time. It is claimed in certain quarters that its provisions are, on the whole, beneficial, and bound to affect the future course of prices favorably; for example, those provisions prohibiting further plantations of currant vines, the abolition of the export duty, the increase of the retention from 20 to 35 per cent. (the extra 15 being for the account of the Government to make up for the abolition of the export duty, and the usual authoritiy of the bank to buy up surplus at a fixed price). As heretofore, the British Government protested against the substantial increase of the retention, but the Greek Government has adjusted the difficulty by reducing the import duty on such articles as codfish and tinned goods.

The total yield may not reach over 165,000 tons, and there are two months yet before the crop will be housed. In nearly all districts the disease peronespores exists, and has already done some damage, which will be further increased in the event of rain. One authority says that with a crop of 170,000 tons, the retention of 35 per cent. and the purchase of the Currant Bank, present prices are too low, and a reaction is likely as soon as the Currant Bill is passed. We quote the following prices:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated	08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06¾ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08½ 0 09
Sairs	0 03¾ 0 03½		

1903 Crop Dried Fruits

IN PERFECT CONDITION:

Bevan Delectable Clusters Malaga Table Raisins	$0 60	per ¼ box.
Bevan Delectable Clusters Malaga Table Raisins	1 50	per box.
Segalerva Rideau Dehesa Clusters Malaga Table Raisins	1 50	"
Minerva Brand, 4 Cr. Cleaned Sultana Raisins	6c.	per lb.
Trenor, Fine Off-Stalk Valencia Raisins	5½c.	"
Arguimbau, Fine Off-Stalk Valencia Raisins	5½c.	"
Aranda, Fine Off-Stalk Valencia Raisins	5c.	"
Bevan's Three Crown Malaga Loose Muscatel Raisins 50-lb. boxes	6c.	"
Pheasant Brand Oregon French Prunes, 80/90, 50-lb. boxes	4c.	"
Pheasant Brand Oregon French Prunes, 60/70, 50-lb. boxes	5c.	"
California Choice Apricots, Armsby WHITE RIBBON Brand, 25-lb. boxes	10c.	"
California Seeded Seedless Raisins, CARNATION PINK Brand, boxes 45/12 oz. cartons	4c.	per pkg.

TERMS F.O.B. MONTREAL, NET 30 DAYS or 1% 10 DAYS.

Hudon, Hebert & Cie.

Montreal.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

FOREIGN NUTS.

The foreign nut market continues steady, but without special feature. We quote the following prices:

Peanuts, green, per lb	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb.		0 09
" " roasted, "		0 10
Almonds, Tarragona, per lb		0 12
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 12
Filberts, per lb		0 09
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

Country Produce.

EGGS.

Instead of a lowering of prices, there has been a little stiffening up this week, the range being from 15c to 15 1-2c. Receipts have been somewhat smaller, on account of the "clucking" season for the hens. To neutralize this, consumption has fallen off, as it always does, during July and August. The market is quiet and uninteresting, neither dealers nor export demand showing any liveliness. Prices are expected to remain at this level.

APPLES.

The situation in exaporated apples is peculiar, prices being firm, although the demand is only nominal. The reason is that stocks of evaporated apples are in a few hands, and for some unforeseen reason they are holding the price up. We quote the following prices:

Evaporated apples, per lb	0 06½

BEANS.

Provision men say there is nothing doing in beans, although wholesale grocers have been selling white beans in considerable quantities for this time of the year to mining and lumbering firms, one firm having sold 50 bags during the week. Prices have been a little off, but in view of the improved demand a stiffening up in prices is not unexpected. Our quotations are as follows:

Beans, mixed, per bush		1 40
" prime, "		1 50
" handpicked, per bush	1 65	1 75
" water-stained "		1 00
" Lima, per lb	0 05½	0 06½

HONEY

Nothing new is reported in the honey market. Trade is quiet, and last week's quotations are unchanged.

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

Fish.

A fair trade is reported in fish at unchanged urices. The supply is good, with the exception of herring, which still remains scarce. We quote the following prices:

Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 09
Haddock " per lb	0 06
Cod, steak " "	0 08
Perch " "	0 06
Trout, lake, per lb	0 08
Herring, lake, per lb	0 05
Pike, per lb	0 05

Green Fruits.

The First of July trade in green fruits is reported to have been particularly good in bananas, pines and oranges, particularly the former, and a brisk demand continues in all these lines. Bananas are arriving on the market freely. Old stocks of lemons are being rapidly cleaned up and new stocks of Verdillis are ariving on the mar-. Havana pines are nearly out of the market, and supplies from Florida will now begin to supply the fancy trade. Tennessee apples are easier, but stocks are poor and the demand is slow as yet. California cherries are slow and Canadian cherries are considered lower in price with an improved demand. Strawberries are a little higher in price than last week; quality of stock is only fair and supplies arriving daily are no more than is sufficient for the local market. This year's crop is short, being only half that of an average year, and it is believed the season is nearly over. With suitable weather it may last, however, for another week or ten days. Tomatoes are now arriving from Tennessee instead of Mississippi. Georgia watermelons are arriving, the Florida crop being practically over. The demand for California deciduous fruit is improving, and before long certain firms will be receiving a car a day. Recent arrivals are reported to have been wasty. This market will continue from now until September. Reports from California say the fruit crop there is good, although nothing unusual Elberta peaches and Delaware raspberries are on the market for the first time this week. We quote the following prices:

Mediterrrnean sweets, per box	3 50	4 00
California late valencies, per box	4 00	4 25
Messina lemons, new, 300's, per box		3 00
" " 360's, per box	2 25	2 50
Sorrento lemons, new, 300's, per box	3 00	3 50
Verdelli lemons, 300's, per box	3 50	4 00
Havana pineapples, per crate	3 50	4 00
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl	3 00	4 00
Apples, new Tennessee, half bushel baskets		0 50
California cherries, per 10-lb. box	1 75	2 00
Canadian cherries, per basket	1 00	1 50
Limes, per box		1 25
Strawberries, Ontario, per box	0 06	0 8½
Tennessee tomatoes, per crate	1 00	1 25
Watermelons	0 25	0 40
Cantaloupes, California, per crate	7 50	8 00
Cantaloupes, Texas, per crate	3 00	4 00
Gooseberries, per basket	0 50	0 60
California peaches, per crate (4 baskets)	1 50	1 75
" apricots		1 50
" plums	1 50	1 75
Raspberries, Delaware ,per box		0 15
Elberta peaches, per 4 basket carrier		0 50

Vegetables.

The week under review has been a good one in the vegetable market. The demand for all kinds of vegetables continues, while supplies are coming in more freely. Canadian new potatoes have made their appearance on the market, and are quoted at $1.50 per bushel. Old potatoes are an uncertain quantity, the market fluctuating to the extent that it is difficult to give quotations. Provisioners say the quotations below cover the market, while in the vegetable market proper old potatoes are quoted as high as $1 to $1.10 per bag. There has been a slump in green cucumbers, the price dropping from $2.50 and $3 to $1 and $1.50 per bushel. New beets have dropped again this week, and now sell for 35c, a reduction of from 5 to 15c per doz., while there is a falling off in the price of new carrots of from 10 to 25c. This would tend to show that the supplies of these vegetables are by no means small. Some new Canadian beans and peas are noticed on the market for the first time this week. Michigan celery is on the market and selling at 50c per doz. Local stuff will be on the market in two weeks' time. Our quotations are as follows:

Potatoes, per bag	0 85	0 90
Potatoes, per bag, car lots	0 75	0 80
Egyptian onions, per sack	2 25	2 50
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz	0 40	0 50
Beets, new, per doz		0 35
Egg plant	0 25	0 30
Rhu arb, outdoor, per doz		0 20
Green onions, per doz		0 15
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper	1 00	1 50
Green cucumbers per doz	0 40	0 50
Asparagus, outdoor, per doz	0 50	1 00
Florida new potatoes, per bbl	3 75	4 00
Green peas, per bush., 12 quart basket		0 50
" cabbage, per case	2 00	2 25
" beans, per bush.	1 25	1 50
Waxed beans, per bush		1 50
Cauliflowers, small, home grown, per doz	0 50	1 50
Green peppers, per basket		0 75
Canadian new potatoes, per bush		1 50
Michigan celery, per doz		0 50

Seeds.

While there is still a good demand for Hungarian, millet and corn, the trade for the season is practically over. Buckwheat has made its appearance on the market during the past week, and in quoted at 75c and 80c. Last week's quotations remain unchanged, which are:

Corn, Dent varieties, per bu. of 48 lbs	0 80	0 95
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25
Buckwheat	0 75	0 80

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is somewhat brighter than last week, Manitoba wheat having advanced in price. The reason for this is undoubtedly the wetness of the season and an increased export demand. Manitoba No. 1 hard is up 2½c, northern No. 1 and 2 are each 2c firmer, and No. 3 northern 3c firmer. Oats are ½c easier. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto		0 97½
" " Northern No. 1 " "	0 96	0 96½
" " " No. 2 " "	0 93	0 93½
" " " No. 3 " "	0 90	0 90
Red, per bushel, on track Toronto	0 92	0 93
White " "	0 92	0 93
Barley " " "	0 44	0 47
Oats " " "	0 35½	0 36½
Peas " " "	0 68	0 69
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " "	0 64	0 65

FLOUR.

The situation in flour is very firm, although prices have not been affected as yet. The leading factor in bringing this about is undoubtedly the continued wet season. Just as we go to press word comes that Manitoba Fall wheat has been damaged by excessive rains, and that Fall wheat in New Ontario is beginning to rust. Very little flour is being exported as a result of low prices ruling in European markets. A cable from Glasgow dated July 6 offers 24s 3d, but Toronto exporters say they cannot sell below 25c. We quote the following prices:

Manitoba wheat patents, per bbl	4 60	4 80
Strong bakers "	4 40	4 60
Ontario wheat patents "	4 50	4 80
Straight roller "	4 35	4 50

BREAKFAST FOODS.

The market in breakfast foods continues active and steady, with quotations unchanged. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Skins and Wool.

Hides are coming in much more freely than last week. Lamb skins have advanced 5c per lb., and pulled wools and supers from 18 and 20½c to 20 and 21½c per lb., and extra from 20 and 22c to 22 and 24c per lb. We quote the following prices :

HIDES.

No. 1 green, per lb.	0 08
" 2 " "	0 07
" 1 " steers, per lb.	0 08½
2 " " "	0 07½
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 40

WOOL.

Unwashed wool, per lb.	0 10
Fleece wool, new clip, per lb	0 17
Pulled wools, super, per lb.	0 20 0 21½
" " extra "	0 22 0 24

SPECIAL.

Just as we go to press we hear of an advance in Canadian refined of 5c., following an advance of 10c. in the United States this morning by Arbuckle.

MANITOBA MARKETS.

Winnipeg, July 5, 1904.

FOR the past week business has been good, and jobbers report that all around trade is very bright and the future prospects splendid. The market is steady with little or no change in prices of any note.

Sugar—The market remains firm. Montreal granulated is quoted at $5.05 in barrels and $4.95 in sacks; yellows at $4.45; Wallaceburg holds the price good at $4.95 in barrels and $4.85 in sacks.

Green Fruits—The market is a little easier. Late valencia oranges are $4.75 a case; pineapples, $4.50 a case, and bananas $3 to $3.50 a bunch. Hood River strawberries are $4 a case; tomatoes, $2 a case; cherries, black and red, $1.50 per 10 lb. case; prunes, apricots and peaches, $2.50 a case; watermelons, $4.50 a doz.; cucumbers, $1 a doz.; rhubarb, 2c a lb.; new cabbage, 4c a lb.; lettuce, 40c a doz.; onions, 30c a doz., and asparagus is now off the market.

Canned Vegetables—The market is firm and corn is still quoted at $4.75 a case.

Rolled Oats—Prices are firm. The market quotes 80 lb. sacks at $2.25; 40 lb. sacks at $2.30; 20 lb. sacks at $2.35; 8 lb. sacks at $2.65, and 6 lb. sacks at $2.85.

Evaporated and Dried Fruits—The market remains firm. All lines of evaporated fruits are scarce. 1902 California apricots are off the market, and 1903 choice are offering at 13¼ to 13½c. California prunes are now quoted 90 to 100 at 4½c; 70 to 80 at 5½c; 60 to 70 at 6c, and 80 to 90 at 5c.

Cornmeal—The market is steady with prices firm and cornmeal quoted at $1.75 per sack, and 90c per ½ sack.

Flour—The market is firm and quotes No. 1 patent at $2.45; No. 2 patent at $2.30, and No. 3 patent at $1.80.

Tapioca—The market still quotes tapioca at ½c advance, and prices hold good at 8¾c per lb.

Eggs—The market is now quoting eggs at 20c, jobbing to the trade.

Cured Meats—The market now quotes prices a little easier. Our quotations are as follows : Hams, per lb., 13c; shoulders, per lb., 8½c; picnic hams, per lb., 8½c; dry salt backs, per lb., 9¾c; long dry clear, per lb., 8½c; long spice rolls, per lb., 11c; breakfast bellies, per lb., 13¼c; breakfast backs, per lb., 11c; short rolls, per lb., 10½c.

CONVENTION OF RETAIL MERCHANTS' ASSOCIATION.

RETAIL Merchants' Association of Canada held its fifth convention on Tuesday and Wednesday of this week, in the association rooms, 21 Richmond street west, Toronto.

The opening session on Tuesday, which was attended by a large number of delegates from outlying cities and towns, was addressed by S. Corrigan, president of the Toronto branch, and G. J. St. Leger, president of the association. Addresses in reply to the welcome were made by A. L. Geen, Belleville; B. W. Zeiman, Preston; W. Farrar, Hamilton, and S. A. Brubacker, Berlin. The speakers all expressed satisfaction with the abolition of trading stamps, and a decided objection to any schemes of a doubtful character.

Wednesday's session was occupied principally with a discussion of trading stamps and prize schemes in general.

Resolutions were introduced to increase the taxation rate applied to department stores from 50c to $1, and to reduce the amount now paid by coal and wood dealers to the same as that paid by retail merchants.

To procure legislation covering the Police Court law, which discriminates against individual merchants and in favor of corporations, where action may be taken against them.

To abolish Federal fees for examining weights and measures of retail merchants.

To memorialize the Dominion Government not to put the metric system into operation until proper machinery is provided.

To ask for a change in the present system of charging for cartage at both ends of railway trips.

To consider increased rates of fire insurance companies.

To endorse the price contract plan to prevent price cutting.

To discover means to abolish coupon exchange tickets and other similar schemes for attracting trade.

The following officers were elected for the ensuing year: President, A. L. Geen, Belleville; first vice-president, T. F. Kingsmille, London; second vice-president, H. C. Ellis, Ottawa; treasurer, W. B. Rogers, Toronto, re-elected; secretary, E. M. Trowern, Toronto, re-elected. The convention was brought to a successful close by a banquet at the Arlington Hotel.

The T. Eaton Co., Toronto, are contemplating the erection of a building in Winnipeg.

"PEACOCK" MINCEMEAT.

A new brand of mincemeat, known as "Peacock Brand," is on the market. This mincemeat is put up in condensed form, in an attractive package, and is manufactured by the Bates, Peacock Co., of Hamilton. Mr. J. W. Bates is the active principal. He is known by both the wholesale and retail grocery trade from Cornwall to Windsor, and has made a record for himself as a specialty salesman. In December last he entered business on his own account. In addition to mincemeat, the firm are making a cream cheese, also known as "Peacock Brand." They recognize that the successful introduction of these two lines is a matter of time and diligent work, coupled with a satisfactory quality in their goods, but they are very sanguine as to the result. Mr. Bates himself, for the present, at least, will call on the trade, and his forceful, convincing manner and methods cannot do otherwise than win favor for "Peacock" Mincemeat and Cheese.

PERSONAL MENTION.

Mr. S. J. Mathewson, of J. A. Mathewson & Co., wholesale grocers, Montreal, who has been spending the past month with his family at Little Metis, has returned.

Mr. Jos. St. Pierre, grocer, corner Mt. Royal avenue and Montana avenue, Montreal, received the sad intelligence that his only son was killed in the Wabash railway accident. Mr. St. Pierre, jr., was on his way to visit the World's Fair at St. Louis. Mr. and Mrs. St. Pierre have the sincere sympathy of their many friends in the sad loss that so suddenly overtook them.

MacCrea Bros., Richmond, P.Q., have bought the block on the corner next to their store. They are re-building and re-fitting the entire building, and when completed will have one of the finest stores in the Eastern Townships.

Mr. J. B. Berthiaume's new store on the corner of Park avenue and Prince Arthur streets, Montreal, is well under way, and will be a magnificent grocery, complete in every respect.

Mr. F. J. Verril, Melbourne, P. Q., is making great improvements in his store, all tending to better facilities.

Mr. Geo. Box, Westmount, expresses himself as highly pleased with The Canadian Grocer. Mr. Box has a fine family trade in Montreal's famous suburb, and keeps thoroughly in touch with the wants of his patrons.

Mr. W. H. O'Hara, grocer, corner Prince Arthur and City Hall avenues, Montreal, has recently joined the benedicts, and is taking a trip to New York and the Eastern States.

HINTS TO BUYERS.

Buyers of dark grocery sugar should communicate with H. P. Eckardt & Co.

H. P. Eckardt & Co. are selling apricots at low prices.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, June 29, 1904.

THE grocery and provision trade has been sadly interfered with because of the depression in the lumber industry, and the consequent reduction in circulating money. The logging camps are a great supply for stores, but this part of the business is about the worst off of all, and the independent loggers are now petitioning the local Legislature for an annulment of the order prohibiting export, if only for a few months. If this is granted, logs may be disposed of in the United States, and there will be plenty of money to back up scores which have remained on books since some of the loggers went into bankruptcy, a year or so ago.

* * *

Summer business is now well on. Local strawberries are down to a low figure; local cherries are on the market, and the first shipments of peaches and pears have arrived from California. Extremely warm weather during the past week has made fruit move rapidly, particularly bananas. A couple of carloads obtained on Monday went fast, and to-morrow, with thousands in the city for the Dominion Day celebration, bananas are going to be scarce. More are expected to-day, but not enough to make them easy. Big Burnaby strawberries are going at from $1.50 to $1.75 a crate, and those from Hammond and Haney at $1 and $1.50. Local cherries from 50c to 75c for a 10-lb. box. The first peaches from the Newcastle district in California are $1.75; plums, $1.75 to $2.25, and apricots, $1.50 to $1.65.

* * *

The opening of navigation on the Yukon River was the Waterloo of high prices in perishables in Dawson. The decline in figures is sharp and severe on such an occasion. Eggs immediately before were stiff at the retail price of $1 per dozen, and first dropped to two dozen for $1.25, and are now $13 a case and 50c retail. They think lemons are reasonable at $1.50 a dozen, the figure having been firm at $2 right along.

A strange case of overstocking in the Dawson market of late has been in regard to cigarettes. The stock has been such a drag in the market that one dealer maintained he could buy there and pay the high freight rates back to Vancouver and Seattle, and undersell wholesalers here at a profit. It is asserted he is shipping 180,000 cigarettes at once.

Owing to shortages in the Dawson drug market recently, H. L. Ladd, a dealer there, found it profitable to bring in two tons of miscellaneous drugs and medicines by express.

* * *

A sweeping change in the policy of the large Dawson merchants was made when they decided to quit the credit system. They hold that they have been compelled to bear the burden of expense of carrying the investment for big stocks from eight to ten months, and have either to let the investment of their money lie idle until Spring clean up before realizing returns, or else to borrow other money from the banks, with which to purchase Winter stocks. Many accounts are also lost by miners going out.

Dawson is getting to be an important distributing point for Yukon River points below, and particularly on the Tanana. Dealers have made big shipments of furniture, stationery, dry goods, hardware and produce. One produce man shipped $1,800 worth in one day, and another 40 tons of potatoes.

* * *

Freight shipments into the Cariboo district are perhaps greater than most people imagine. There are many mines being operated in that portion of the province, which need large supplies. For the week ending June 25, 117,400 lbs. were taken north from Ashcroft by wagon team.

Local eggs are higher this week, having risen from 25 to 30c.

The Moore Preserve Company, of New Westminster, is starting operations with a large staff. The building is over 200 feet long, 65 feet in width, and equipped with an up-to-date plant. It will prove a boon to local fruit growers.

Farmers in and around Nanaimo are co-operating to form a market in which to dispose of their produce, and are being assisted by Dawson merchants. House to house visitations of Chinese growers of produce interfere with trade, and a market will in a measure put a stop to it.

* * *

Frederic Klevenhusen, jr., of Bremen, Germany, is in Vancouver, and has just come down from up the coast, where he made contracts for the supply of large quantities of pickled salmon from the Skeena and Naas River canneries. His firm is one of the largest in the world dealing in this line.

* * *

Special commodity rates to Dawson over the White Pass and Yukon route come into effect July 1, and for the accommodation of shippers the C.P.R. steamer Princess May is being held over. The reduction in rates will be considerable.

Canneries on the northern coast have not yet begun operations, but should soon start. Sockeyes have commenced to come in in small numbers.

The first fish trap in Canadian waters has proved quite a success, and the owners, C. F. Todd & Co., of Victoria, are well satisfied. The point is, they get first chance at the fish before they go to American waters, where they are taken indiscriminately and in great numbers.

* * *

Professor Shutt, of the Experimental Farm, Ottawa, is now making a tour of the province, in company with J. R. Anderson, Deputy Minister of Agriculture. He is studying physical conditions of the soil, and giving lectures to farmers. They have already come in contact with the tent caterpillar, which is doing some damage this year, and the weevil, which destroys strawberry plants. The work of this latter destructive insect this season has been considerable.

One thousand tons of raw sugar from Peru is expected here for the refinery this week. Most of the raw material comes from Java.

Growing of tobacco has been begun at Kelowna. The product is said to be equal to the best imported Havana, and the industry will likely be one of considerable importance in the near future. Winnipeg people are interested in the project.

The provincial inspector of the Board of Horticulture fumigated 12,350 trees this week. This nursery stock comprised fruit trees and ornamentals, and was re-shipped to the Okanagan district. There were also a large number of peach stones, from which seedlings will be produced.

The effects of the discriminatory rates of the C. P. R. are being felt at Sandon. A few days ago one of the merchants there received a consignment of sugar bought under the old rate, and shipped under the new. The increase on sugar is 23c per hundred from Revelstoke to Sandon, and as a result the shipment was refused.

Interior lumber manufacturers are also beginning to feel the effects of the dumping of American poor grade lumber into the Northwest Territories. They enjoy a cheaper rate than coast mill men, but conditions are hard to contend with. It will have a serious effect on trade.

The B. C. Plate Glass & Importing Co., with a capital of $25.000, has been incorporated to take over the business of the B. C. Plate Glass & Importing Company, of Vancouver.

R. M. Palmer, freight rates commissioner of the Provincial Government, has returned from Chilliwack, and reports an exceptionally heavy crop of hay. Apples are a little better than last year, and plums and prunes are light, the latter being the case all along the coast. The Hurst Brothers, of San Francisco, have leased the Dunnville holdings and are growing hops. They also have yards at Agassiz.

NEW BRUNSWICK MARKETS.

Office of Canadian Grocer,
St. John, N. B., July 2, 1904.

BUSINESS has again been interrupted during the past week owing to the holiday, which, with the previous week's celebration, has considerably interfered with a business naturally rather quiet at this season. There is also considerable complaint on the part of some of the merchants, in the way in which out-standing paper is being met. The tourist trade, from which we expected good results at this season, is somewhat delayed owing to the cold weather, but we are expecting this will be made up to us in July and August. Those who come are chiefly Americans. We wish more of our western Canadian friends would visit us, not only that we might become better acquainted, but that they might see the facilities which we have here for Winter export and import business. In our effort to make St. John the Winter port of Canada we feel we have not had the support of the importers in Ontario we had a right to expect. In the export business more depends on the railways, but in the import business the merchants themselves have perhaps more to say, and we are convinced if they would come and see us, and learn of the situation as it is, they would see to it that all their goods came via Canadian ports. We feel the Government would be but doing justice to itself, as well as to us, if the preference allowed on English imports was only allowed when goods were imported through a Canadian port.

In markets there is little of interest, owing to the light trade. Perhaps that which causes most comment is the high price quoted on new salmon. The sale during the past year has not been as large as in some previous seasons, and buyers feel that increased prices will be still further restricted. In spice, the low price of ginger is still maintained, and the market seems easy. In fact in all lines the tendency seems to rather lower prices. Cloves, however, maintain their high position. This is, of course, a quiet season in these lines. In rice the market is firm, but there has been little change. Our dealers are holding quite large stocks. There is little demand here except for Rangoon rice, although with the increased number of Chinamen the demand for Patna has grown somewhat. In cream of tartar, of which large quantities are imported into our market, prices have been well maintained. Our larger importers are finding it somewhat difficult to keep supplied, exporters not filling full orders.

Oil.

Dealers advise this to be a quiet season. There has been no change in price of burning oil since the reduction owing to the change of duty. This lower price has somewhat stimulated booking of business for Fall, and a rather larger quantity than usual up to the present has been sold. In paint oils, while there has been no change in the local market, linseed tends higher. Ruliog prices have, of course, been exceptionally low. In turpentine it is just the opposite; values have ruled high, and there is an easier feeling. In lubricating oils there is practically no change. Some small lots of fish oil have arrived, but there are few buyers. There is a little old oil held here, and, being bought at higher prices than now rule, holders are anxious to work it off. While it is not thought the price will keep down as low as a few years ago, it is expected it will be well below last year's figures.

Salt.

In Liverpool coarse salt, the cargo mentioned last week is not yet to hand, but is daily expected. The demand is not as good as usual at this season, but there is no tendency to lower figures. Dealers have fair stocks, and at present we have no word of any shipments afloat other than the one referred to. In fine salt the principal sale is for Canadian, and at present butter and cheese salt sold in barrels has active demand.

Green Fruits.

Dealers are busy. In bananas there are now ample supplies, and prices are rather lower, although first-class stock shows little change. Owing to goods ripening more quickly, however, dealers find it to their advantage at times to shade their prices. In lemons low prices continue; there is only a fair sale. In oranges there is a steady movement, sorrentos being chiefly sold. Some nice California fruit is now being received. Valencias are practically out of the market. In pines prices are a little higher. There is just a fair sale reported. Some few melons have been received, but the weather is rather cold for active business. This is never a large market; prices so far are quite high. Tomatoes continue to command full figures. It is, of course, too early for active business. Cucumbers are cheaper. There are fair supplies of rhubarb received, and prices are still maintained. This is particularly good value, however, at present figures. In berries we are now getting native stock. So far the quality is but fair, and prices quite high. It is expected, however, there will be quite a falling off in price within a few days.

Dried Fruits.

In this line such interest as there is, is in futures. Dealers, however, are rather backward, for few orders are given in this market for any line at open prices, and are less from year to year. There are, however, a few orders going forward for first shipment of valencias. This style of raisin, however, is being less used every year. In peels, orders are being given for Fall. Prices in orange and lemon rule about as last year. Citron is higher. The latter is used very much more largely than the others. California prunes are quoted at very low prices, but dealers are only taking hold slowly, feeling there is no hurry. In apricots and peaches our trade buy very lightly. In spot raisins and prunes the market is well supplied and prices are low. The fact that holders have lost money on stocks is one reason why they are slow in placing orders for futures. New dates are quoted at about as low as last year. Prices rule very low. Figs show little change from last year's figures. In onions there continues to be a fair demand. Some very nice stock has lately been received, a shipment coming here from Montreal showing perhaps the best quality of any Egyptians coming here this year. In evaporated apples there is but light business, and prices are quite firm.

Canned Goods.

Dealers are still anxiously waiting prices on new goods, and are expecting them daily. The chief interest during the past week has centered around new salmon. The opening prices are not only higher than last year, but are guaranteed against decline for the balance of 1904. Several lots of old salmon are offered at rather under the price asked for new. It is expected the high price will cause an increased sale for the cheaper grades. For some years practically no sockeye fish have been sold in St. John, the large demand being for springs. Several of our dealers are holding fair stocks, and so anticipate good profit. In spot vegetables, full prices are being obtained. There is a good steady sale. In fruits, particularly strawberries and peaches, prices are firmer, and rather higher prices are looked for, as the pack this season is expected to be small. In blueberries small stocks are still held, and dealers are getting full prices. Canned meats are selling freely. Values are unchanged. Gallon apples are having but fair demand. Dealers are carrying quite full stocks, and so new goods are not selling freely, although prices quoted are low. In domestic fish, new clams are now in stock. The pack this year was light, so prices are held very firm. There is increased demand from year to year for this line. New haddies are now freely offered. There is a fair average pack. In scallops, the pack is not large. There is but a fair demand for this line. New sardines will come practically on a bare market. Stocks of kippers are practically exhausted, and prices are very firm. It is still early for new goods.

Sugar.

Dealers continue to hold large stocks. While prices are still low, the market is very firm. This is the season of large demand. There is a fair stock of foreign sugar here, and to arrive. There is no doubt it is this which keeps the price at the present low figure. Demand is nearly altogether for granulated.

Molasses.

There continues good steady demand. Quite a large stock of new Porto Rico is now here. Prices are held firm. A direct cargo of Barbadoes was received this week. The price of this line is quite low, but the market is reported very firm. The quality of stock received is running very satisfactory. A large number of St. John dealers have formed what might be called an importing company, through which it is expected not only to secure their stock of

molasses at the lowest possible figure by buying in large blocks, but also by arranging selling price to insure fair profit.

Fish.

The chief interest still centres in fresh salmon. Receipts from the north shore are light. The harbor catch has been a fair average and quite profitable, as good prices have been maintained. Quite a quantity have been received from Nova Scotia. The market is governed by Boston prices, shipments to that point being large from here. There is always a very heavy demand for the 4th of July, and so our exporters are making every effort to get stocks forward for that time. A few very nice shad are offered. Pickled shad, which at one time were quite an important factor here, are now almost out of the market, owing to the very light catch. In dry fish new goods are now received in light quantities, and prices are rather easier, but still rule quite high. In smoked herring stock is very light, and full prices are asked. A few new pickled herring have been received, but stock is light, and prices high; there is but a fair demand. In boneless fish trade at this season is not large.

Flour, Feed and Meal.

This is a rather quiet line at this season. Prices are quite firmly held in flour. Buyers are rather inclined to carry light stocks. In feed just a fair amount is offering, but there is little sale. Oats are quite low, and not many are required. Oatmeal is still held at the high figures. Manufacturers of cereal foods are making increased efforts looking toward increased sales. In order to keep abreast with the cereal food business, the retail grocer must carry many lines. It is not, however, yet as bad here as on the other side of the line. Cornmeal has a fair sale. As reported last week, some western Canadian meal is offered, and full prices are asked. In beans there is very light sale; prices are easy. Barley and split peas are a light stock.

ANNUAL REVIEW OF TEA TRADE.

THE Grocer is indebted to W., J. and H. Thompson, brokers, London, Eng., for the following review of the world's tea trade for the year 1903 :

The year now concluded cannot be said to have presented any novel features either in the quality of teas produced or any sensational changes in the general statistical position. During the period under review neither in India or Ceylon has any material alteration been made in methods of manufacture, nor have any sudden variations in the value of their produce taken place. It is rather to the future and to influences from without that we must look to furnish us with events from which we may deduce inferences as to the general trend of markets.

The Indian crop in the main has been only a medium one, as neither in the hill country nor in the lower lying districts have those climatic influences existed which tend to raise the average—in Darjeeling particularly the character of invoices was distinctly below the usual standard—and the outturn for the year may be said to have furnished a crop suited perhaps to the requirements of the year, but one which raised the profits of those gardens making common tea without a corresponding benefit to those capable of producing the finer kinds, though the satisfactory prices realized for the small quantity of really good liquoring tea that was manufactured are sufficient to prove that the demand for the best qualities shows no signs of diminution. The crop, large as it was, fortunately came in a year when the demand for common tea has been paramount and has helped India not only to maintain its position in the supply of the United Kingdom but to increase its proportionate use as compared with its neighbor Ceylon, and also to a great extent to compete with Ceylon in Russian favor. The large increase in Russian shipments from Calcutta—some 6 millions—has come as a surprise, for although China was ousted largely by Ceylon tea, the similarity in character between the two growths made the change more readily intelligible than that Ceylon in turn should yield its place to so great an extent to a country producing teas widely different from that which Russia had been in the habit of using. It may be that in a season when one dead level of quality has been maintained, Russian buyers have turned to the country whose teas have produced the most strength and have therefore shown the better value, but that strength and cheapness should be substituted for flavor is a change in a nation's taste worthy of note. The heavy shipments to the United Kingdom — some 15 millions more than last year—were a cause of grave apprehension in the earlier part of the season, and the principal importers, after much consultation, agreed to restrict the offerings at sale more nearly to the weekly requirements of the trade, taking a proportion of the onus of holding stocks themselves rather than force teas upon unwilling buyers. The increase, however, has been readily absorbed coming on a market bare of supplies of the description, which for reasons mentioned elsewhere, was most desiderated—namely common tea. Stocks in the country have ruled very light—and the hand to mouth policy of wholesale and retail buyers produced such a shortage of supplies that the moment has now been seized to replenish them and visible stocks actually show a decrease on last year.

The same remarks apply in an equal degree to Ceylon. Those climatic periods which lessen supplies have alternated with increased shipments, but the flavor and quality which in some seasons is the result of smaller yields, have been absent to a marked degree. That this has been mainly caused by weather conditions is partly established—but it is also possible that the high quotation ruling for common tea, the knowledge of an abundant yield from India, and the poor prices realized for the better grades may have been factors in determining, to a certain extent, the quality produced. This is hardly to be wondered at for with the knowledge that yield pays it is difficult to curtail it, especially when profits seem likely to be diverted thereby into another branch of the industry. Abroad Ceylon continues its progress, as will be seen from the figures below, nearly all countries taking more of her produce—but as regards the United Kingdom the last few years have shown a retrograde movement, deliveries for home consumption last year showing a reduction of 7 millions on 1902 and 12 millions on the figures for 1901.

This must not be lost sight of—as long as existing market and duty conditions continue, the shorter the supply the higher the price for common tea, and this however desirable in itself, unfortunately brings in its train a depressed quotation for all grades above common and the profits so made are made at the expense of the rest. It is a wide and difficult problem to solve but we hold that those gardens which can make good teas should still do so and that a reversion to coarser plucking in all properties alike would bring about disastrous results. It is hard that the exigencies of national expenditure and the common cry of cheapness should press so heavily upon many planters—but when conditions at home seem in this respect so adverse, it is reassuring to know that men on the spot upon whom so much depends are endowed with intelligence of a high order and that nothing will be lost by proprietors through lack of energy, industry or skill on the part of those to whom their interests are entrusted abroad.

The market for green tea has experienced in London a widely fluctuating demand—but on the whole a steadier one in Colombo. Shipments of direct origin

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE
PACKED ON THE FRASER RIVER. . . . .

For sale by all the leading Wholesale Grocers in Canada.
We do not sell to retailers.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

The Drink for Summer.
The Drink for Health.

ORDERS FOR

HIRES' ROOT BEER

are booming. It is, after all, the best drink for Summer.

If your jobber does not sell it, write me direct.

"White Dove"

COCOANUT

Absolutely the finest quality on the market.

The handsomest package and most ready seller for summer.

Write direct if your jobber does not carry it in stock

W. P. DOWNEY, 26 St. Peter St., Montreal

to America and Canada show an increase of 5½ millions, and ½ million to Europe and Asia. These figures are promising for the future, and with the existing war protracted, a great opportunity may present itself to create more rapidly that expansion which hitherto it has been difficult to achieve, and for the furtherance of which so much money has been expended—the result of beneficent, and on the part of producers of black tea, unselfish, domestic legislation. Progress has been made in cup quality but more markedly in style and appearance—especially in gunpowders, the latest examples of which show far more approximation to the style of China than any previously seen—and it may be said that as close an imitation of the latter country's teas has been arrived at as it is consistent with the different jat and consequent size of leaf existing both in India and Ceylon compared with China. In "facing" the tendency has been to exaggerate the silver hue—and to glaze the leaf—a process which has so slight a foundation in China growths as to be practically non-existent—but on the whole slight criticism only can be passed and the general excellence of the product must be acknowledged. As to the advisability of increasing the quantity from Ceylon or extending the process to gardens of higher elevation, it is difficult to speak—there is still the American Continent to win, and further progress may be made in other countries using greens—but on the other hand the total output of tea from Ceylon has probably reached its maximum, and further supplies of greens can only be made at the expense of the output of black tea which at the moment appears more lucrative—owing to the high price of common and the extra cost of green tea manufacture—and most important of all, the supply of black tea from Ceylon is insufficient to satisfy requirements at home and so enable British grown teas to maintain their position as the successors of China in popular appreciation and consumption. The time has arrived when producers have to elect which course they will adopt—remain co-existent with India as suppliers of the English nation, or whether they are willing to allow China gradually to regain its place—that place from which it has taken 30 years of labor and "push" to dislodge them—and devote their energies more particularly to the development of foreign markets.

An event not immediately connected with the tea industry, but germane to the subject, and which may influence for some time at least not only the commercial routes, but, perhaps, adjust in favor of British products the requirements of the world, is the existing war. What will its effect be upon the trade of the countries in which we are primarily interested? That it has already crippled a port and a route conceived and completed with the express purpose of creating an eastern trade are now matters of history, but what changes may this effect in demand in the future? Russian supplies for some time, as far as our teas are concerned, will probably be drawn from western sources—the Siberian Railway will not have to be reckoned with as long as hostilities continue—and it seems probable that a stimulus will be given to European trade through European channels removed from the dangers actual and sentimental which at present surround direct business with the east. Again, what as to the future of Japan tea? Financial facilities will be curtailed, labor will be more difficult to obtain and it is possible that supplies of Japan tea may be so reduced that an opportunity, not likely to occur again, may be presented to entrench to such an extent upon the 45 millions now shipped to the American Continent as has as yet seemed beyond the limits of possibility.

Another occurrence of far-reaching importance is the recent action of the Government in again raising the duty to 8d per lb., and this may fairly be said to have dwarfed all other questions connected with the trade.

The consumption of British grown tea by foreign and colonial markets is shown in the above table.

The distribution of the Indian crop during the season of 1903-'04 up to May 31 was as follows: To the United Kingdom, 161,250,000 lbs.; to Australia, 7,250,000 lbs.; to America, 10,500,000 lbs.; to Russia, 10,500,000 lbs.; elsewhere, 9,000,000 lbs.; to shipments from other Indian ports, 8,800,000 lbs.; total, 207,300,000 lbs.

The Ceylon crop for the year 1903 was distributed as follows: To the United Kingdom, 97,200,000 lbs.; to Australia, 19,800,000 lbs.; to America, 13,400,000 lbs.; to Russia, 14,000,000 lbs.; elsewhere, 6,600,000 lbs.; total, 151,000,900 lbs.

Shipments from China during the season 1903-'04 were: To the United Kingdom, 20,300,000 lbs.; to America, 56,300,000 lbs.; to Russia, 9,700,000 lbs.; to Australia, 1,600,000 lbs.; elsewhere, 600,000 lbs.; total, 116,000,000 lbs. This is exclusive of tea sent overland to Russia.

Shipments from Japan for 1903 were as follows: Green—to the United States, 22,490,000 lbs.; to British North America, 3,629,000 lbs.; to Hong Kong and Straits Settlements, 192,000 lbs.; elsewhere, 140,000 lbs.; total, 26,151,000 lbs. Uncolored—to the United States, 13,501,000 lbs.; to British North America, 1,162,000 lbs.; to Hong Kong and Straits Settlement, 24,000 lbs.; elsewhere, 208,000 lbs.; total, 14,895,000 lbs. Black—to the United States, 1,002,000 lbs.; to British North America, 6,000 lbs.; to Hong Kong and Straits Settlement, 20,000 lbs.; elsewhere, 29,000 lbs.; total, 1,057,000 lbs. Only 8,000 lbs. of Japan brick tea were sent to Russian Asia last year against 1,699,000 lbs. in 1902. The export of Japan dust amounted to 5,252,000 lbs., against 13,588,000 lbs. the previous year.

INDIAN.

	1003-04. Direct via London.		Total.	1902-03. Direct via London.		Total.
To Russia and China	10,557,0 0	3,442,000	13,999,000	4,347,000	3,613,000	7,960,000
To United States and Canada	10,532,000	2,948.000	13,480,000	9,385.000	2,945,000	12,330,000
To Australia	7,254,000	.....	7,254,000	5,775,000	.....	5,775,000
To other countries	8,789,000	5,6 3,000	14,392,000	9,880,000	5,936,000	15 816,000
Total	37,132,000	11,993,000	49,125,000	29,387,000	12,494.000	41,881,000

CEYLON.

	1903. Via London.			1902. Via London.		
To Russia and China	17,481,0 0	5,003,000	22,484,000	16,417,000	3,648,000	20,065,000
To Canada and the United States	13,484,000	5,466,000	18,950,000	7,017,000	5,518,000	12,535,000
To Australia	19,759,000	.....	19,759,000	18,719,000	.....	18,719,000
Other countries	3,230,0 0	5,285,000	8,515,000	3,295,0 0	8,186,000	11,481,000
Total	53,954,0 0	15,754,000	69,708,000	45,448,000	17,352,000	62,800,000

Thus the total of British grown tea taken by outside markets in 1903 was 118,833,000 lbs., as compared with 104,681,000 lbs. in 1902.

Summary of total supply from he various sources of production—

	1903. Lbs.	1902 Lbs.
From India (season)	207,000,000	181,000,000
" Ceylon (year)	151,000,000	149,000,000
" China (season)	116,000,000	109,000,000
" China (overland to Russia—brick, etc	60,000,000	89,000,000
" Japan (year)	48,000,000	43,000,000
" Java (year)	22,000,000	17,000,000
Total	604,000,000	579,000,000

NOTICE OF INCORPORATION.

Under the Ontario Companies' Act a by-law of the Frontenac Cereal Co. has been confirmed, creating a preference stock issue of $250,000.

WE LEAD BUT NEVER FOLLOW!
WE ORIGINATE BUT NEVER IMITATE!

RETURNED
JUL 9 1904

Here are 4 Leaders:

RETURNED
JUL 9 1904

RETURNED
JUL 9 1904
Cut each 20
Page 75
Eno

RETURNED
JUL 9 1904

Have you ever been told by some of our would-be competitors that their's were "just as good" as any of the above lines?

Do you see the point?

Competitors and Consumers alike agree that "Gillett's Goods" are the STANDARDS in their different lines.

WE DO NOT MANUFACTURE ANY OF THE "JUST AS GOOD" KINDS.

GILLETT vs. LUMSDEN — At Osgoode Hall, Toronto, on June 29th, appeal in above case was dismissed. THIS HOWEVER DOES NOT SETTLE THE MATTER, and the case will now be taken to the Supreme Court, Ottawa.

If you MUST have CREAM YEAST get the ORIGINAL—
GILLETT'S CREAM YEAST. (TRADE MARK REGISTERED AT OTTAWA 1877 AND 1894.)

Avoid Imitations, Substitutes and the "Just As Good" Kinds.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONTARIO.

☞ **Awarded Gold Medal at Dominion Exposition, Toronto, Ont., 1903.**

A New Canning Company

but not new at the business. The men who compose

The Old Homestead Canning Company

have been identified with the canning industry for many years and know every detail of the business from start to finish. The Old Homestead Canning Company is a product of opportunity. There was room for another canning factory of the first rank. **The Old Homestead Brand** of fruits and vegetables aims to be the very finest made. The retail grocery trade is assured in the most positive manner possible that

The Old Homestead Brand of Fruits and Vegetables

will not be excelled by any other brand whatsoever. Moreover, from the viewpoint of shelf goods, **The Old Homestead Brand** is the most attractive on the market. The label is strong—rich colors and gold, and embossed.

Get prices. If your jobber won't or can't supply **Old Homestead Brand,** write us direct.

The Old Homestead Canning Co.,
Picton, Ont.

INQUIRIES FOR CANADIAN TRADE

THE following inquiries relating to Canadian trade have been received by the High Commissioner for Canada, in London, Eng.:

96. A wholesale agent in Edinburgh has asked to be referred to Canadian houses who require the services of an agent (not buying) to introduce or extend their butter trade.

98. A London general, export, import merchant and agent is looking out for Canadian shippers of flour, butter, etc., as he is in a position to dispose of considerable quantities.

99. A gentleman with business connections in South Wales and the west of England is shortly leaving for a trip to Canada, and desires to meet millers and others who might contemplate appointing a representative in England.

100. The owners of extensive cold air stores, who also act as agents for the sale of dairy produce, are anxious to get into touch with large shippers of butter, cheese, bacon, meats, and fruits in Canada.

101. A Parisian house is looking out for agencies for Canadian firms desiring to open up an export business with France.

102. An English firm manufacturing special lines of groceries, such as condensed milk, chocolate, cocoa and coffee, combined with milk and sugar, etc., are seeking to find openings in Canada for these goods.

103. An agent in Porte, Portugal, is desirous of establishing relations with Canadian shippers with a view to taking up their representation.

The following inquiries relating to Canadian trade have been received from Birmingham, Eng.:

53. A Birmingham firm is in a position to place casein on the British market.

55. A Birmingham firm wishes to be put in touch with a firm in Canada who can ship about 1,000 boxes of butter per week.

56. A Birmingham firm would like to be put in touch with a Canadian shipper of cheese.

60. A firm in the Midlands who has already contracted for 4,000 boxes of Canadian butter is prepared to make another contract for the same quantity with a first-class shipper in Canada.

62. A firm in a position to handle apples would like to get in touch with firms who can ship large quantities.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

MOLASSES INTERESTING.

A SLIGHT stir has taken place in the molasses market. The speculators call it a bullish market. As quoted in The Grocer of last week, 26c was the price current, but it was not then anticipated that such large quantities would change hands at that price. Various rumors were in the air which hinted at a corner in the market. From the information available from the islands, there is every reason to believe that something akin to a corner has taken place. On the inside of the Montreal trade it is known that immense quantities have been bought up by large firms, and portions of these cargoes have been sold by contract at prices covering the duty, which was erased after the budget announcements. In addition to this, holders of molasses are determined not to lose money on this product, which has been permitted to sag, owing to the neglect of operators to properly rig the market. There is a comfort in the fact that some of the largest holders are firms who are above criticism in the commercial world, and their customers may be sure of generous treatment. In case the suggestion of a corner should be cast upon any one firm, it might be well to mention that as far as can be learned, no Montreal house is responsible for the alleged corner. The crop of Barbadoes molasses was originally reported to have been 45,000 puncheons. Of this, 25,000 puncheons have been sold. The other 20,000 are somewhere in the market, and are evidently out of sight for speculative purposes.

Keep People Talking

about the good things found at your store—it will win business.

Clark's Sliced Smoked Beef

is one of the good things you should have, it will bring repeat orders every time.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

TRADE MARK

This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO. Toronto Limited Montreal

RETAIL GROCERS' OUTING.

The Retail Grocer Clerks' Association of Montreal held their annual excursion Sunday, July 3, to Waterloo. The day was fine, the attendance was first-class, and the programme carried out was all that could be desired. The band of the 65th Regiment accompanied the excursion. Cool weather was suitable for the carrying out of athletic sports, and the prizes given were among the finest ever shown in the history of the association. Most of Montreal's leading grocers were represented, either by gifts of some kind or by the presence of some member of the firm.

Window and Interior Displays

Timely Hints and Suggestions

The Lighting of Show Windows.

ONE of the difficulties that a window trimmer has to contend with is the light and distribution of same in a show window. A window trimmer may spend hours of thought and labor in artistically designing the arrangement of goods in a show window and have the effect spoiled by improper lighting.

There are various schemes in use for lighting windows, most of which are defective in one point or another. In every city there can be found show windows that are lighted by having incandescent lamps arranged at the top, bottom and sides of the window. This plan makes a most brilliant light, and if the merchant was in the business of selling electric lights or incandescent lamps, the scheme would be a good one. If the light is used for the purpose of illuminating the merchandise in the window, the scheme is a bad one, for the reason that a person on the street can see nothing but the incandescent lamp bulbs. The glare is so great that the attention is attracted to the lamps and not to the display of goods. Even if the looker tried to examine the goods he could not do so to advantage on account of the glare, and the goods being in more or less of a shadow.

Another plan commonly in use it to put an electrolier in the show window having two or more lights. This plan not only obstructs the view, but the light cannot be properly reflected on the display of goods. There are various other plans, and all of them are expensive when it is taken into consideration the amount of cost to the amount of light used.

Interior of the retail grocery department in store of Geo. A. Ormon, Dartmouth, N.S.

A show window is for the purpose of displaying goods that the merchant desires to call to the attention of the passer-by. Nothing in the way of a lighting device should be used that attracts the attention from the display, and therefore the problem presents itself of putting in the light arrangement so it is not conspicuous, but at the same time is economical in the point of electric current used and the proper reflection of the light.

The method adopted in large cities by successful merchants is to place at the top of the window near the glass front a window reflector which can be arranged at different abgles so as to project the light where it is desired on the articles displayed in the window. There are concerns who make a specialty of this class of work and their catalogues can be had and estimates received for the asking.

Considering the matter from an economical standpoint, there is nothing made that will reflect as much light as a mirror. A row of incandescent lamps placed at the top of a window covered with opal glass shades will reflect only about 60 per cent. of the light, while the same row of incandescent lamps, having a mirror reflecting surface, will reflect 92 per cent. of the light. It can easily be seen on this basis that the number of lights can be cut down, a greater light secured and a saving in the electric light bill made. This is a subject worthy of consideration, as it not only affects the pocket of the merchant, but also gives to him an advantage over his competitors in producing a perfectly lighted show window.

For the lighting of the store proper the same argument holds good. Mirror reflectors are made of proper shapes to reflect the greatest amount of light at the least possible cost of expense. Electroliers suspending from the ceiling so the lights hang eight feet from the floor do not produce the results that can be obtained from a mirror reflector hung one or two feet from the ceiling. The incandescent lamps of the electrolier throw the rays of light in all directions, giving a general light on the ceiling as well as on the floor, while a mirror reflector will throw the light down on the counter and on the goods, or just where it is required. The same saving in expense will hold good on a fixture of this kind as on the show window reflector.

This Week's Illustration.

QUITE a well arranged interior is shown in the cut of the store of Geo. A. Ormon, Dartmouth, N. S. The shelves are kept neatly filled with goods and some of the counter is left free. This free space might have been increased with improvement. The plain wood ceiling is almost as effective as metallic sheeting.

The principal idea of merit is the position of the biscuit boxes under the front of the counter. In this way these goods are well advertised, conveniently situated and occupying little space.

OUR SHEET STEEL PRESSED BRICK

Is an ideal covering, either for new buildings or improving old ones.

IT IS VERY EASILY AND QUICKLY APPLIED, GIVES PERFECT WEATHER PROOF PROTECTION, IS FIRE, LIGHTNING AND RUST PROOF AND COSTS VERY LITTLE.

Consider its fine appearance — its splendid enduring qualities—and slight expense—and decide to serve your own best interests by using it.

Fullest details of information in our catalog.

METALLIC ROOFING CO., LIMITED,
Wholesale Manufacturers,
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I KNOW BROCK'S
Haven't You Brock's?"
Then why not keep Brock's Bird Seed?
Put up by
NICHOLSON & BROCK, - TORONTO

HAMILTON BOARD OF TRADE MEETS.

THE fifty-ninth annual meeting of the Hamilton Board of Trade was held on July 4. The attendance was considerably below the average, which led W. Hendrie to suggest that the date of the annual gathering be changed from midsummer to the beginning of February. President H. N. Kittson pointed out that the Legislature would have to be appealed to in order to make a change in the date, but he promised that the council of the board would give the question due consideration. C. A. Birge, who had been elected president by acclamation at the nomination meeting a week ago, declined to accept the position, owing to his business engagements, and Mr. Kittson was prevailed on to retain the office. J. W. Lamoreaux was elected vice-president by acclamation ,and Mr. Charles Stiff was re-elected secretary-treasurer. All the officers were elected without a ballot at the nomination meeting. The following were appoined a Board of Conciliation to act in case a strike is pending in connection with any enterprise in the city: H. N. Kittson (president); G. Sweet, J. Milne, G. Hope, S. Jones, J. W. Ross and W. A. Robinson. The annual report was highly encouraging, especially with regard to local conditions. There was a balance of $105.41 on hand from the receipts, $909.44. W. A. Robinson was reappointed representative on the Art School Board. The question of whether Port Hope or Trenton should be the southern outlet of the Trent Canal was referred to the Transportation Committee. A communication from Vancouver Board of Trade suggesting action among the various boards in Canada to prevent "future serious disturbance in premium rates" being made suddenly, was referred to the insurance committee of the board, which is looking into the matter of fire insurance.

JAPAN TEA EXPORTS.

The following statistics represent the tea exports from Japan for the present season to May 31, 1904:

To New York	1,609,170
To Chicago	1,426,247
To San Francisco	254,976
To Canada	214,529
Total	3,504,922

This shows a decrease to the same time last year to every point with the exception of Canada, where there is a substantial increase.

Decrease to United States ..	1,155,779
Increase to Canada	185,704

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

SITUATION VACANT.

AT ONCE—Clerk for general store; four or five years' experience. Apply Box 213, Walkerton. f

AT ONCE—Experienced clerk for general store; must be good salesman and stockkeeper; salary forty dollars per month; give references. Porter & Co., Powassan. f

AGENTS WANTED.

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

AGENCY WANTED.

TO packers of canned goods—One of the oldest established firms in the city of London, with warehouse and offices in centre of city, and doing an extensive business with best wholesale buyers and largest co-operative stores in London and country, desires to negotiate with packers of canned goods, etc., with a view to sole agency in England; first-class houses only invited, and must be first hand; full particulars will be furnished; reply in first instance to "Established," care CANADIAN GROCER, 88 Fleet street, London, E.C. (28)

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL
Montreal Toronto Winnipeg

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

Years ago
"made in Canada"

was no recommendation, but some Canadian manufacturers have so improved their products that now they are the equal of any in the world.

MOTT'S CHOCOLATES

are in this class—

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA,——————CANADA.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

In vinegar L. Chaput, Fils, & Cie., Montreal, are offering full strength, all grades, to the trade at prices below so-called "strength" goods.

A. Irving, who does the west end of the City of Toronto for the Salada Tea Co., took 61 orders from grocers on Monday, July 4.

L. Chaput, Fils & Cie., Montreal, are offering valencia raisins, Pallareis f. o. s., at the snap-shot price of 5c, and delectable clusters at $1.50.

White & Co., Toronto, are receiving daily cars of California peaches, plums, apricots, cherries, etc. They also had their first car Elberta peaches in 4 and 6 basket crates this week.

L. Chaput, Fils & Cie., Montreal, are reporting good sales of canned salmon. Although prices for new pack are high, they advise that they have still in stock a good supply of best brands at old figures.

S. H. Ewing & Sons, Montreal, received last week a small shipment of choicest new season Kintuck, this being the first to arrive in this market during the present season. These teas are of exceptionally fine quality.

PERSONAL MENTION.

Mr. R. P. Imrie, one of the best known Montreal exporters, sailed for England this week.

Mr. George Forbes, of Forbes Bros., wholesale grocers, Montreal, is away on a few weeks' vacation.

Mr. F. M. Bond, of Truesdale & Bond, Port Dover, was a visitor at the office of The Canadian Grocer, Toronto, this week.

Mr. Arthur P. Tippet is enjoying a well earned holiday at Little Metis, Quebec, where he will remain for two or three weeks.

Mr. Edmund Littler, St. John, N. B., Canadian representative of the Walter M. Lowney Co., Boston, was a caller at the Montreal offices of The Grocer this week.

Mr. Arch. Snowdon, of Snowdon, Forbes & Co., Montreal, is in the Maritime Provinces in the interests of Rowat's pickles, "Bee" starch, and his firm's other specialties.

Mr. Joseph Hudon, senior partner of Hudon, Hebert & Cie., Montreal, who, with his family, has been touring Europe during the past nine months, has returned to Montreal.

Mr. Henry Wright, Toronto, whose name is well known to the grocery trade of Canada in connection with MacLaren's Imperial Cheese, has gone to Jackson's Point for a month's holiday.

J. W. Willcox, general merchant, Alameda, N. W. T., is retiring from business and moving to California. Mr. Willcox writes concerning The Grocer that "it is a most valuable publication for grocers or general merchants."

Mr. C. W. Gregory, who has so well introduced "Bee" brand goods to the trade of Ontario, Quebec and the Maritime Provinces, has left for Winnipeg and the Northwest Territories, representing Snowdon, Forbes & Co., Montreal.

A number of Montreal produce firms have expressed interest in the announcement that McArthur & Ewing, 74 Colborne street, Toronto, have recently started in the produce trade. Both members of the firm are well known to Montreal traders.

Mr. W. E. Forbes, of Snowdon, Forbes & Co., Montreal, is at present calling upon the trade in Toronto, Hamilton, London, and the west. "Bee" brand goods and Rowat's pickles are a few of the lines to which Mr. Forbes will pay attention on his tour.

Mr. Chas. Sutherland, the Detroit representative of the Salada Tea Co., was in Montteal this week, accompanied by Mrs. Sutherland, on a pleasure trip, leaving on the steamer Restigouche for St. Johns, Newfoundland. They will return home via Halifax, New York and Boston.

BEET SUGAR COMBINE.

One of the most important steps in the development of the sugar beet industry in Michigan is the formation of a central board of control to more economically operate plants practically owned by the same interests.

The plants now working under agreement are: The Alma Sugar Co., capital $650,000; Saginaw Co., $750,000; Valley Co., $650,000; Bay City Co., $1,000,000; Tawas Co., $750,000; Sebewaing Co., $650,000; Sanitac Co., $800,000; Peninsular Co., $1,000,000; total capitalization, $6,250,000.

TRADE WITH JAMAICA.

The Trade and Commerce Department has received a report from the Canadian commercial agent in Jamaica. It says that the imports of Canadian produce into Trinidad in the year up to March 31 were 119,186 lbs., as compared with 132,962 lbs. for the year previous. For the same period the imports of American produce amounted to 675,769 lbs. The Canadian goods sold in Jamaica amounted to $600,000, as against $4,000,000 from the United States. The Canadian agent is satisfied that with a permanent exhibition of Canadian produce in Kingston the market for Canadian goods will be doubled.

In Summer

when the hot days make baking a thing to be shunned, Soda Biscuits will sell better than ever.

If you are a distributor of

PERFECTION CREAM SODAS

you will do a bigger and better biscuit trade than you can otherwise. One box sells another. This is no mere fancy—it is established fact.

Are *you* our Customer?

Become one—now.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

In Store

A Complete Assortment of

"ZOECO" BRAND

COCOA and MILK
CHOCOLATE and MILK
FRENCH COFFEE and MILK
COFFEE and MILK
EX. S.S. MONTROSE

These goods are put up in London, Eng., by the well known firm of

R. LEHMANN & CO., Ltd.

Write for Prices and Full Information to

J. H. MAIDEN

Canadian Agent MONTREAL

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

Results Tell the Story

RETURNED
JUL .9 1904
Cut Book 20
Page 76

Every one is looking for a result of some kind or other. To the grocer his goods must yield him a profit large enough to cover expenses and a little more, or the result is failure. The consumers buying goods have one chief end in view—to get the best value they can for their money. They get it and the result is satisfaction. Our brands yield a good profit to the grocer and the greatest satisfaction to his customers—the result is SUCCESS.

THE OZO CO., Limited

JAMS
JELLIES
MARMALADES

MONTREAL.

VINEGARS
PICKLES
SAUCES

GEL-O

An ideal Jelly Powder.
No other equal to it.
All flavors.

Send for Free Sample

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Attention!

KLAUS'S, the best of all Swiss milk chocolates for eating and drinking.

KLAUS'S marvelous rich powdered Swiss milk; latest creation of the present; most economical food for household purposes.

Galactina Swiss Infants' Food, prepared by Fabrique de Farine Lacte Suisse: Galactina: Berne (Switzerland).

BEAR BRAND, Condensed Swiss Milk, highly recommended by members of the medical profession, absolutely safe and free from infectious germs. His Britannic Majesty's Government have placed large contracts for the Bernese Alps Milk Company's unsweetened condensed milk.

GLARNISH GREEN CHEESE, manufactured by Gruninger Bros., Naefels (Swi zerland), from purest Alps goat milk. Is therefore highly recommended by medical men as a wholesome stomach breakfast cheese. Should be sold by all grocers.

Agents for the Dominion of Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

Send for Samples and Prices.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

McWILLIAM
Mc. AND E.
EVERIST

Exactly So.

Verdellis are beginning to come, but you know it will be some time before they'll be ripe enough to use. Now **while you wait** we can give you November Cuts in lovely shape—Lemons that will give you, besides satisfaction, PROFIT. Our prices are close.

The Last Week For Pines—We Have Good Stock, but Limited Quantity. Sizes 36's and 42's.

Better order from both lines now.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Canadian Plums for Great Britain.

WRITING to the Department of Trade and Commerce, Ottawa, B. Ball, Canadian agent in Birmingham, Eng., says there will be a good market in Great Britain this year for apples and plums. The frost has destroyed much of the crop, but the only varieties of fruit that can be supplied from Canadian sources are those mentioned. To ship plums to Great Britain would be a new venture on the part of Canadian fruit growers. Mr. Ball nevertheless believes the business could be carried out with success. California plums are imported by Great Britain in considerable quantities, and there is nothing to prevent the Canadian plums from commanding a high price, more especially in the large varieties.

The agent has many inquiries for apples from agents who wish to handle from 200 to 500 barrels a week. He will give the names of these British firms to Canadian growers who wish to be put in communcation with them. The present price of apples in Great Britain is nine shillings sixpence to twelve shillings sixpence for forty pounds. This is a great difference from the autumn prices. The foreign office of Great Britain has issued a report on cold storage of apples, in which it states that there seems to be no difficulty in keeping them from the Fall till late the next Spring.

Why the California Orange Trust Failed.

THE California Orange Trust, otherwise known as the Southern California Fruit Exchange, has collapsed, and will retire from business on September 1 next. This adds another name to the list of California fruit monopolies that have failed.

The orange combine was organized in March of 1903, and aimed to control the orange situation by marketing the fruit through our agency. For some months the concern has had hard sledding, largely by reason of the hostile criticisms upon its course and the antagonism of outside orange growers. The directors held a meeting a few days ago and decided to disband the organization, to take effect September 1 next. Its official announcement was as follows:

At a meeting of the board of directors of the California Fruit Agency, held May 20, 1904, the following was unanimously adopted:

"As this organization has not received the general approval and earnest support of the growers neeessary to complete and permanent success, we deem it advisable to discontinue business September 1 next, closing the accounts as soon thereafter as possible."

In making the above announcement a word of explanation is in order: The California Fruit Agency was projected in full confidence that it would provide marketing facilities of a better character available to all citrus fruit growers and at less cost to the growers than ever before known. Increased crops and competition made some form of relief imperative, but these very conditions, added to an eastern Winter of hitherto unknown severity, made the complete success of any marketing system impossible.

Tireless efforts of the agency to crop from total ruin, but did not save overcome these troubles saved the agency from criticism.

In deference to the express views of its growers, the California Fruit Agency will discontinue business September 1 next, and thereafter the Southern California Fruit Exchange will resume business, and the California Citrus Union, as a corporation, will become an active marketing factor.

Sentiment among the directors of the agency is unanimous in favor of maintaining the most friendly relations between these two great marketing factors .

CALIFORNIA FRUIT AGENCY.
By order of the board of directors.

Demonstration in Fruit Packing.

It has been announced that the secretary of the Fruit Growers' Association of British Columbia will give practical demonstrations of commercial packing of fruit during the progress of the coming Fall exhibition at Victoria.

Seizure of Fruit.

Two seizures of alleged infected California fruit have taken place at Vancouver within the past fortnight. The first was a shipment of red astrachan apples from San Francisco, which were found to be infected with codling moth. The second defective shipment consisted of apples and peaches.

Fruit Inspector in Toronto.

P. J. Carey, Dominion fruit inspector, who was in Toronto last week, in charge of the enforcement of the Fruit Marks Act, has reported several cases of violations in the packing of Canadian strawberries. In crates, holding from twenty to sixty boxes the top tier of boxes contain fruit of fine quality, but that in boxes further down is quite inferior, and in one case absolute trash was found. There have also been many complaints this season against the pack of American strawberries that have been placed on this market. The inspector says Canadian law cannot reach the growers or shippers direct, but the dealers here who have in their possession or offer for sale fruit so packed are liable to a fine and can be prosecuted.

Trip to World's Fair.

White & Co., fruit and commission merchants, Toronto, are offering a free trip to the World's Fair at St. Louis to the person guessing the nearest to the number of bunches of bananas handled by them during a certain week in June. Great interest is being taken in the competition, and White & Co. report that already a large number of guesses have been received.

Manitoba Wants Fruit.

Latest reports from the Canadian west say that the coming demand for first-class fruit, especially apples, in Winnipeg, will be the greatest in the history of the trade. The warning is repeated that inferior fruit is not wanted at any price; only the best will give remunerative returns.

Pineapple in Glass.

Grocers have long been familiar with preserved pineapple packed in tin, but glass is a new package for this fruit. So far as we know, the sole users of glass jars for preserved pineapple are the McGregor-Harris Co., Toronto. It is but another evidence of this firm's progressive methods. Apart from the novelty of the package, there is the excellence of the contents to recommend this condiment to both grocer and consumer. The true flavor of the fruit is faithfully retained. As to purity, the name "McGregor" on the label is a sufficient guarantee. This new line will doubtless have a prompt call from the grocery trade.

SEND IN YOUR GUESS.

To the first person guessing the nearest to the correct number of Bunches of Bananas handled by us from June 4th to 10th, both days inclusive (one week), we will give a first-class round trip ticket to

ST. LOUIS WORLD'S FAIR,

berth and meals in transit included.

CONDITIONS:

Competition began June 27th, ends July 23rd. Each guess to be accompanied by an order. Guess as often as you like, but only one guess with each order. Each guess will be registered in order received. At the close our books will be examined by a Notary Public and a sworn statement made.

THEREFORE, ORDER OFTEN, GUESS OFTEN AND PERHAPS VISIT THE FAIR.

WHITE & CO., Toronto,

Wholesale Importers BANANAS, ORANGES, LEMONS, WATERMELONS, CALIFORNIA PEACHES, PLUMS, APRICOTS, Etc.

Why should you send me your order?

ANSWER—

Your interests are mine—I realize the necessity of prompt and careful service. Often you receive your **FRUIT ORDER** partly filled—the very articles you want are short. I am here to get these articles for you and will if Toronto has them.

'PHONE ME AT MAIN 520. **WIRE OR WRITE.**

W. B. STRINGER,

Broker and Sales Agent. **61 Front St. East, Toronto.**

Arriving Almost Daily- **Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.**

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, : Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

FLOUR AND CEREAL FOODS

Grain Situation.

WITH the crop season in Ontario steadily advancing it is satisfactory to learn of no injurious factors entering into the situation. The late, wet Spring has been partially remedied by eminently desirable crop weather since, and from many sections of the province hopes run high for a good yield. The first note of discord has been heard the last few days, and some complaints are heard of the ill-effects of the cool nights, and a want of moisture at some points. Spring crops have now reached a stage where growth cannot be retarded without injury in the ultimate result. Warm days with moderate scattered rains are more desired to insure a uniform and healthy development, and the next few weeks are of prime importance in estimating the outcome. Improvement in Winter wheat since the early Spring has been made at some points, but the first estimates of this crop are not materially changed. The welfare of the Spring crops will be carefully watched during the ensuing month as one of critical moment.

The Canadian Pacific Railway crop report issued June 28 is only a repetition of previous reports, showing that crops throughout the territory in Manitoba and the Northwest covered by the road are progressing favorably, and, from present indications, a bumper crop will be the reward of the tiller of the soil. At every point weather conditions have been all that could be desired. Along the main line, the Northwestern branch, and the Napinka and Estevan lines, the growth has been marvelous, while in the Northwest Territories the crop is looking exceedingly well, though it is still behind Manitoba in its growth. Warm weather is what is needed, and, with higher temperatures, the outlook could not be improved upon. Farmers, it is said, have gone to the expense of creating granaries, wherein they will be able to store immense quantities of grain, thus placing them in the enviable position of being able to hold their grain until prices suit their convenience. The C. P. R. are also pleased to state that in addition to improving the situation of the farmer, this has eased railway and elevator accommodation.

The tenor of crop reports from the United States up to June 30 differs little from that of the preceding week. East of the Mississippi, an improving tendency is reflected, and the crop is turning out better than was expected early in the season. In limited portions of Western Illinois some damage is reported from rust. In the Western States the excessive rains have been unfavorable for harvesting, and the best development of grain, but the actual damage is believed to be local and generally light. Although the harvest averages fully a week later than normally, it is gradually extending north, and is now about ready in the central part of the Winter wheat section. Mail advices from the Pacific coast indicate that the outlook is not quite as favorable as a month ago.

The general wheat yield in the United States is likely to be much better than was expected two months ago, and it is claimed that the prospects are for nearly as much Winter wheat as last year, when the yield was 400,000,000 bushels. In the American Northwest, if conditions continue favorable until harvest, the promise for the Spring wheat yield is close to 300,000,000 bushels. This, if harvested, would make up for any loss in the Winter wheat section, and give a total crop of 700,000,000 bushels, although 650,000,000 bushels would probably be nearer what the final Government figures will show at the end of the season.

Broomhall's weekly foreign crop summary is as follows: In the United Kingdom the weather has been favorable, although most of the crop is thin. In France, the wheat prospects are brilliant, and a large yield is expected. Further rains in Germany have relieved the drought. In Southwest Russia some complaints regarding Winter wheat have been received. The wheat situation in Roumania continues unchanged. In North Africa, while the harvest has been hindered by rain, a large yield is expected.

The following figures represent the quantity of wheat afloat to Europe from the North American Continent on July 4, 1904, and July 6, 1903—43,760,000 bushels and 30,480,000 bushels, respectively, a decrease of 2,000,000 bushels for last week.

The world's exports of wheat for last week are as follows: United States and Canada, 1,128,000 bushels; Argentine, 1,128,000 bushels; Australia, 120,000 bushels; Danubian, 200,000 bushels; India, 2,216,000 bushels; Russia, 3,112,000 bushels, or a total of 7,904,000, as against 9,261,000 bushels for the corresponding week last year.

VISIBLE SUPPLY.

	July 5. 1904.	July 6. 1903.	July 7. 1902.
Wheat	14 055,000	15,970,000	19,122,000
Corn	6,277,000	7,218,000	5,912,000
Oats	4,346,000	4,354,000	1,481,000
Rye	816,000	679,000	315,000
Barley	1,223,000	446,000	193,000

Wheat decreased 597,000 bushels during the past week; corn increased 843,000, and oats decreased 431,000. Last year wheat decreased 1,489,000.

The total amount of wheat in sight July 5, consisting of the amount on passage, and the visible supply in Canada and the United States, is 57,815,000 bushels, against 60,412,000 last week, 46,450,000 bushels last year, and 51,762,000 in 1902. The total amount of corn in sight is 19,637,000, against 18,914,000 last week, 24,418,000 last year, and 19,992,000 in 1902.

After studying the crop reports of the Canadian Northwest, and reflecting upon the vast grain-producing areas thereof, the New York Tribune informs its readers in the following eloquent words:

"Canada's wheat crop this year promises to exceed that of 1903 by about 30,000,000 bushels. This is a big increase, and, with no abatement likely in succeeding years, it is easy to be seen what a formidable wheat-producing and exporting competitor the great Canadian Northwest has become and is becoming. It could now, if need were, feed the Mother Country all by itself, leaving the United States out of the question, though it is not

REQUIRES NO BOILING

IVORINE STARCH

THE APPLIED PRACTICAL KNOWLEDGE OF THE MANUFACTURERS OF **IVORINE STARCH** ENABLES THEM TO OFFER

COLD WATER

STARCH WHICH HAS GAINED MARKED FAVOR WHEREVER INTRODUCED. IT IS MORE EASILY USED THAN ANY OTHER, AND BY FOLLOWING CAREFULLY OUR DIRECTIONS, THE WORK IS PERFECT.

ST. LAWRENCE STARCH CO.
LIMITED.
PORT CREDIT, ONT.

Shredded Wheat

...AND...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2 75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

Some Rainy Day

try to count up the various cereals—package cereals—that have solicited favor from the grocery trade one time or other during the past ten years. Is there another besides

Swiss Food

that existed 10 years ago and exists to-day? There may be an odd one, and if there is, it is a proof of quality and honest value.

Swiss Food

has held as steady customers its first users, and is adding to its long list of consumers at home and abroad, fresh thousands every year.

The Grocery Trade

should build up their business on standard goods—and **SWISS FOOD** is an acknowledged standard.

IN PACKAGES ONLY.

P. McINTOSH & SON,
MILLERS and MANUFACTURERS, **TORONTO.**

likely to be drawn on to that exclusive extent. But the territory stands for one of the greatest grain-producing regions in the whole story of the world, old or new, its edges hardly scratched yet, and it will have its share in determining the course of empire and development as the years and centuries go on, till its background of production is old as Egypt's, and its horn of abundance filled and emptied with an equally continuing regularity."

American Grain Rates Reduced.

A REDUCTION in eastbound grain rates has been agreed upon by the Atlantic coast trunk line railroads, to take effect July 1. The reduction has been made to equalize the rates prevailing on the Canadian lines. The export interests of New York, Boston, Philadelphia and Baltimore, it is claimed in some quarters, will be, thereby, put in a position to compete with the Canadian grain dealers.

Under the new tariff, all grain from Buffalo is placed upon a three-cent basis. This is a reduction of one cent per bushel on wheat and flax, 3-4c per bushel on corn, and 1-2c per bushel on barley. No reduction is made on oats, because the export movement is limited.

A three-cent rate on wheat means that grain can be brought from Chicago and placed alongside ship for four and a-quarter cents, and counting floating elevator charges of 7-8c per bushel net, can be placed on board ship for 5 1-8c.

"The reduction made by the Atlantic coast trunk lines will not affect the Canadian grain trade particularly," says A. McFee, a prominent Montreal grain merchant, "as the rate they quote of 5 1-8c per bushel on board ship is not as cheap as it can be done through the port of Montreal. By the Canadian water route corn can be placed on board ship at the port of Montreal for four cents per bushel, including the floating charges of about one cent per bushel. As for the Canadian railways, they handle very little corn now, most of the shipment being by water. Even so, they can beat the American rate at that. In fact, the Canadian grain men have nothing to fear from the reduced rate."

In connection with the reduced rate it is interesting to note that the Canadian rates for grain have always been kept at about the same figure or a little lower than the American rates. The bottom has not been reached yet, as the Canadian route is the natural grain route, and the cheapest as well, so the American shippers will be obliged to go much lower if they hope to capture any of the trade.

The World's Wheat Crop.

SOME interesting figures, showing the wheat crop of the world during the past three years have recently been published by the United States Department of Agriculture. We extract the following figures for the different countries:

	Bushels—000's omitted.		
	1901.	1902.	1903.
North America	850,693	781,120	727 787
South America	87,417	73,412	132,223
Europe	1,492,297	1,773,249	1,796,311
Asia	398,857	380,473	471,390
Africa	43,400	48,000	45,400
Australasia	56,610	43,927	20,445
Total	2,929,274	3,100,181	3,193 536

Despite a decrease, as compared with 1902, in the yields of North America, Africa and Australasia, therefore, the world's wheat crop last year was 93,375,000 bushels greater than in 1902, which is a gain of 20 per cent., compared with the average annual crop for the last twelve years. The following figures show the yields of the principal wheat-producing countries:

	Bushels—000's omitted.		
	1901.	1902.	1903.
United States	748,460	670,063	637,822
Canada	90,212	98,654	77,965
Argentina	74,753	53,808	113,923
France	310,938	327,841	365,601
Italy	164,587	136,210	154,450
Hungary	123,936	170,884	151,482
Russia (European)	401,772	560,826	551,942
Russia (Asiatic)	61,149	81,693	104,665
British India	268,110	227,380	294,725
United Kingdom	55,581	60,065	50,320

The yield in the United States and Canada was not so good as in 1902. The aggregate loss for the two countries is 52,930,000 bushels, but this loss is more than counterbalanced by the magnificent yield in Argentina, which amounts to a gain of nearly 112 per cent., while India enjoyed a splendid harvest.

Fortunately for the world's inhabitants, wheat growing is so widely distributed over the globe that a universal failure of the crop is almost impossible.

There seems a probability of Argentina proving a more important source of supply in the future. At present the small population—7.40 per square mile—prevents anything more than a small area being cultivated. Canada has only 1.75 inhabitants per square mile, so that potentially she is immeasurably ahead of Argentina as a future source of wheat supply.—Commercial Intelligence.

Cereal Notes.

The Syracuse boat crew, winners at the Henley meet, trained on Shredded Wheat Biscuit and Triscuit.

The Force Food Co., Toronto, is sampling Winnipeg with "Force." The company will have a fine exhibit at the Dominion Exhibiton this month.

SELL

Orange Meat

ORANGE MEAT is a partly digested breakfast cereal, large flakes, honey flavored. It can be served acceptably morning, noon and night. Sold once, sold again.

Get it from your wholesaler.

Special Notice

to the

Grocery Trade

We have extended the time on all of our

ORANGE MEAT COUPONS

To JANUARY 1st, 1905.

This is done in deference to hundreds of requests received from Coupon Collectors in every part of the Dominion. Please inform your customers of this extension in time.

1 Case, 36 pkgs., $4.50 per case
5 Cases, freight pd., 4.40 "

MADE BY

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.

Flett's

Pickle Endorsement.

FLETT'S PICKLES

are endorsed by the entire trade as being the very best value pickles on the market. The consumers who once try Flett's have no use for the poorer articles.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

ARE YOU **HOT** AND **THIRSTY** ?

SO IS EVERYBODY.

Your customers will be asking for

"A NICE DRINK"

BATGER'S

LIME JUICE CORDIAL

is a delicious and refreshing Summer beverage.

ORDER FROM YOUR JOBBER.

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

VALENCIAS

Buy **REIRA** and **MERLE** Brands.

Now booking confidential orders for early shipments.

D. RATTRAY & SONS

General Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Philippine Tobacco Trade.

THE latest summary of commerce of the Philippine Islands gives the following statistics regarding exports of tobacco from 1899 to 1903: The exports of tobacco from the Philippines during these years were as follows: 1899, $1,931,253; 1900, $2,261,232; 1901, $2,631,941; 1902, $1,962,624 and in 1903, $1,946,875.

Of the tobacco output of the islands, the summary says:

"The tobacco exported in five years shows the output of the crude and manufactured article to have been worth nearly eleven million dollars. The sale of leaf has varied but little in amount, most of the average annual value of nearly $900,000 worth going to Spain, a channel previously established by decree of that government whereby the contracting company was compelled to take a certain amount of tobacco from the Philippines each year. Cigars are sold at a very low price, and shipped for the most part to Hong Kong. The price lists of the various manufacturers show a range of from ten dollars to seventy-five dollars silver, per thousand, the ordinary cigar of fair quality bringing about four dollars per hundred, or less than two cents apiece. While the tobacco trade is carried on with from thirty-five to forty different countries, but little of the Philippine leaf and few cigars come to the United States."

During the month of December, 1903, the imports of leaf tobacco into the Philippines amounted to 2,110 pounds valued at $370; for the twelve months ended December, 1903, the imports amounted to 18,227 pounds, valued at $3,808, as compared with an importation during the year 1902 of 9,138 pounds, valued at $2,012. The imports of cigars during December, 1902, valued $89, as compared with a valuation of only $34 worth of imports in December, 1902. For the year 1903 the imports of cigars valued $965, as compared with a valuation of $3,193 of the imports for the year 1902.

In December, 1903, the imports of cigarettes valued $589, while in December, 1902, their valuation only amounting to $189.

The importations of plug tobacco into the islands in December, 1903, amounted to 75 pounds, valued at $28, while in December, 1902, the imports amounted to more than double, being 158 pounds, valued at $35.

The imports of all other kinds of tobacco in December, 1903, valued $1,343.

The total exports of unmanufactured tobacco during the month of December, 1903, was 2,129,696 pounds, with a valuation of $160,418. In December, 1902, the exports were 2,547,392, valued at $129,583. During the year 1903 the exports aggregated 19,249,094 pounds, valued at $954,259.

The exports of cigars to foreign countries during December, 1903, were valued at $87,569, a decrease in the value of the exports in December, 1902, when they were valued at $105,896. For the year 1903 the exports of cigars valued $961,355, while in 1902 the exports valued $988,518.

The exports of cigarettes from the Philippines during December, 1903, were valued at $1,411, as compared with a valuation of $600 for the exports in December, 1902. The valuation of the exports of cigarettes exported during the year 1903 was $22,194, as compared with a valuation of only $9,376 for the exports of cigarettes in the year 1902.

During December, 1903, the exports of all other grades of tobacco was 15,620 pounds, valued at $1,981. The exports for December, 1902, were 6,296 pounds, valued at $933. During the year 1903, the exports amounted to 77,613 pounds, valued at $9,067, as compared with the heavy exportation of 92,088 pounds, with a valuation of $9,564 in the year 1902.

The quantities of the exports of leaf tobacco from the Philippines, together with the values for the year 1893, 1894 and for the calendar years 1899-1903 inclusive are given by the summary as follows: 1893, 23,223,514 pounds, $1,463,853; 1894, 15,474,486 pounds, $702,922; 1899, 14,050,310 pounds, $776,841; 1900, 22,028,546 pounds, $1,033,900; 1901, 17,391,595 pounds, $748,-

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

Some Grocers have tried a Cigar Department— with disappointing results

BUT—

THEY WENT ABOUT IT THE WRONG WAY

They bought from this maker and from that—from salesmen who carried cigars as a sideline. They got unsalable, unknown, unreturnable goods—and they became disgusted and "sore."

But the grocer who has his account with us CAN'T go wrong. "PEBBLE" (5-Center) and "PHARAOH" (10-Center), are cigars every smoker knows and is glad to get. Then, too, we buy back at the end of three months every unsold cigar—pay invoice price IN CASH.

ORDER 1,000, ASSORTED, ON THESE TERMS

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

Every Smoker

is only too glad to pay his respects to

T & B Tobacco

and every grocer should sell it. Do you? It gives dignity to your Tobacco Department.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

The Grocers' Favorite

The **RONTO** 5c. Cigar.

A TRADE BUILDER

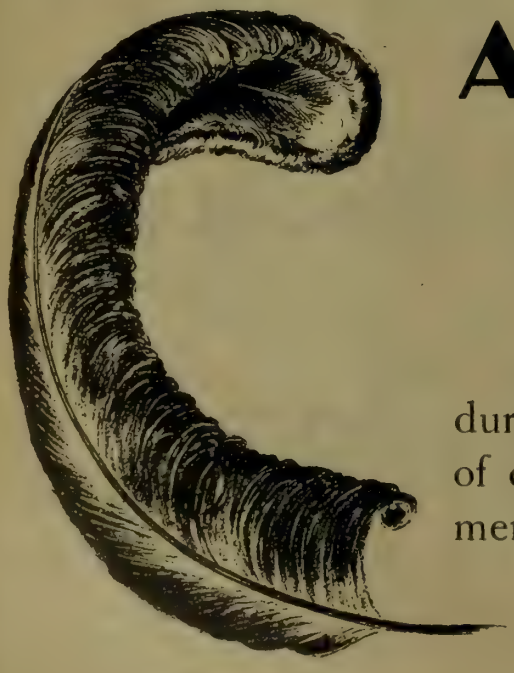
Manufactured by
T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos



A Feather
We Wear in Our Cap.

The remarkable growth in the sale of

McAlpin's Tobaccos

during the past few years has made us proud of ourselves. We have done our best to merit favor, and we have won it.

Are you a distributor of
McALPIN'S TOBACCOS?

McAlpin Consumers Tobacco Co., LIMITED
TORONTO

485; 1902, 20,196,283 pounds, $955,166; 1903, 19,249,094 pounds, $954,259.

The values of the exportations of cigars and cigarettes combined for these periods are given as follows: 1893, $969,451; 1894, $873,253; 1899, $946,702; 1900, $1,164,369; 1901, $1,845,011; 1902, $997,894; 1903, $983,549.

Tariff Increased in Peru.

For the purpose of deriving a fund for the construction of railroads, the Government of Peru has increased the tariff on tobacco entering that country from the United States, Ecuador, Mexico, Central and South America in variant ratios.

Anti-Cigarette Bill.

THE bill to prohibit the importation, manufacture and sale of cigarettes, which the House of Commons at Ottawa has read a second time and passed in committee, is a measure of extraordinary character, says the Montreal Gazette. One clause makes all cigarettes, cigarette papers and wrappers or papers intended as such liable to seizure and forfeiture by the customs officials. Another clause, to be rightly understood, must be produced in full. It reads:

"No person, by himself, or by his clerk, servant, employe or agent, shall, for himself or any one else, directly or indirectly, or upon any pretence, or by any device, manufacture, sell, expose, keep, or offer for sale, or give away any cigarette, cigarette papers, or cigarette wrappers or any substitute for such wrappers, or shall keep or own, or be in any way concerned, engaged or employed in owning or keeping, any cigarettes or cigarette papers or wrappers, or shall authorize or permit any of these things to be done."

This makes it an offence to manufacture, sell, expose or offer for sale or have (1) any cigarette; (2) any cigarette papers or wrappers; or (3) any substitute therefor. There would not be much difficulty in deciding what a cigarette is, though the bill does not define the meaning of the word. There would be trouble, though, in saying what should be regarded as cigarette paper or wrappers, "or any substitute therefor." There might be a dozen different papers used for rolling cigarettes, as for other things, the possession of any of which by a merchant or manufacturer would, under the bill, render him "liable to imprisonment, without the option of a fine, for a term not exceeding one year, and not less than six months." This may be imposed by any justice of the peace, sitting alone, and acting summarily. The Minister of Justice was surely right when he said that the like of such legislation was unknown.

Facts About Cigars.

"NINE men out of ten, when you hand them a cigar, will roll it tenderly between the fingers and smell it knowingly before attempting to smoke it," says an exchange. After puffing on it a minute or two, if you ask his opinion, he will tell you all about the cigar, its make, grade and price, and inform you in a confidential way that he knows all about tobacco, and cigars in particular. In ninety-nine cases out of one hundred his information will be wrong, as only the tobacco expert can quickly judge the intrinsic merits of a cigar, and frequently he will be at fault.

"For commercial purposes all cigars are divided into three grades of tobacco, known as dark, medium and light, but there are forty or fifty shades, which are grouped into five sub-headings.

"The grade of tobacco used in a cigar has nothing whatever to do with its size, and there is practically no limit to the number of sizes. Any cigar manufacturer may bring out a cigar of special size and give it whatever name he pleases. The best known and most frequently used sizes, however, in the cigar trade are the 'conchas,' which are divided into 'bouquet' and 'especial,' 'regalia bouquets' and 'puritanos,' the 'breva' is finished off short at both ends and has an even thickness throughout, except a slight narrowness at the end that is held in the mouth.

"Undoubtedly one of the most popular tobaccos smoked in cigars in North America is the native-grown Cuban tobacco, and the cigar is further improved if it is made in Cuba, particularly in the Province of Havana. For this reason many so-called Havana cigars are in reality cigars made in this country and shipped to the island, whence they are re-shipped here, and the revenue stamp duly pasted on the boxes to deceive the uninitiated.

"Many smokers who prefer a light wrapper enjoy the flavor of the Manila wrapper with the Havana filler. To satisfy this taste the Havana tobacco frequently is wrapped in Connecticut wrapper.

"Inferior grades of cigars frequently are made of doctored tobacco, acid being used to stain the wrappers a light straw color in spots. The best leaf of the tobacco plant is that which grows nearest to the ground, and when the rain splashes mud on the leaf little straw colored spots appear when the tobacco is cured. When these spots are genuine the wrapper will be a good tobacco of its grade, but whether it is acid stain or not only the expert will be able to determine."

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St. and McDermott Ave.,) Winnipeg

Tobacco Notes

Two Hamilton tobacconists were fined last week for using chance machines for depositing cigars. In passing judgment, Judge Snider announced that the next dealer convicted of using these machines would be sent to jail.

The American tobacco trust, known as the Universal Tobacco Co., has decided to dissolve. This company is incorporated with a capital of $10,000,000. The company's brands of tobacco will be sold at auction.

J. Cote, wholesale tobacco dealer and importer, and L. Dery, clerk, both of the city of Quebec, are about to engage in business in St. Roch's as dealers in tobaccos, cigarettes, pipes, etc., under the name of "El Sergeant Cigar Store."

The Connecticut Experimental Station, established by the Department of Agriculture of the U. S. Government, reports that after thorough experiments with tobacco grown under shade, the authorities are of the opinion that there is a future for the production of Sumatra leaf in America, when experience in handling the leaf has been gained.

The annual meeting of the Tobacco Association of the United States was announced for July 5 and 6.

Wall Paper

NEW WALL PAPERS.

WITH the beginning of the month of July, travelers for wall paper factories commence their new season. For months the factories have been busy working out and printing new designs, and preparing their books of samples. From the range inspected by The Grocer they can go on the road with the full consciousness that they have this year the best that was ever shown, and that the retailer has very little opening to offer criticisms.

In the new samples there is an attention to purity of color, symmetry of design, suitability of color to design, and to novelties that excels last year's offerings to a very noticeable extent. The innovations, or perhaps rather developments of new ideas, are shown in the crown and panel patterns. These will both be of interest to retailers, since they are of particular merit as to artistic effects, and will be certain to catch the eye of customers. Both have been popular in the United States.

A great use has been made of over patterns of fine thread, and the result is very pleasing. It softens what would be too violent, and relieves the abruptness of a great number of designs. Small embossed patterns are another feature. Particular strength is shown by some in parlor papers, and the quality of design of the 2½c and other cheap papers is raised. Stripes are much shown, and these are carefully worked into various colors contrasting and blending. The number of embossed papers is greater and the expensive pressed papers in imitation leather are shown for the first time by factories.

The general character of design is a combination floral and conventional, the floral very often running in the centre. As a rule more floral are shown. There is a tendency in parlor papers to French effects, and with the suitable delicate shadings introduced these will be sure to take well. Moires are still carried in good quantities, but are not so frequent as last year, save that they are prominent as combinations with other designs. Special attention is being paid to the matching of frieze and side wall.

The newest color is brown. This comes in all shades, and is freely used with good effect. French greys and fawns are also well employed. There is a care in blending colors that is especially apparent in the frieze. Contrasting colors are frequently risked, and self tones are effective features. Gold and silver are plentifully employed.

Stauntons, Limited.

In addition to the regular lines of cheaper papers which this year have exceptionally good patterns, several special lines are shown. The burlap effects are new, and with their peculiar mottled appearance will be attractive. Oriental designs are prominent, and are well worked out in the colors. A fine over-thread pattern in black or gold is one of the features. Tapestries are strong. There are beautiful things shown in crown and panel effects, as well as in upper third papers of floral design, with or without the popular trellis.

Remarkable strength is shown in parlor designs, and catchy French designs are effectively worked in. A good range of embossed bronzes, and an attractive over design of floral embossed, is skilfully employed in many papers. Moires are shown in all the delicate colorings.

Brown and yellow are two colors of new effect, and drab is sure to go well. A peculiar pink is one of the exclusive shades, and odd greens and blues are features. The most delicate and careful shading characterizes the friezes. Stripes of color form attractive designs, as well as unexpected combinations of green and red, two contrasting reds, silk and gilt stripes, etc. There are some beautiful climbing rose and floral lattice work designs. A special effect is in the continuation of the stripe effect of the side wall in the frieze.

Dear Sir:

We've just gone to press with a second edition of the new "Cow-brand Recipe Book" and shall be pleased to send you as many more copies as you can use to advantage.

At the rate business is growing we judge we must be doing our part well. Our output this year is way beyond anything in the past, which is another way of spelling "satisfaction".

The best is none too good for the trade we're after. The more we do the more we want to do. Kindly advise us if anything is wanted.

Respectfully,

JOHN DWIGHT & CO., Manufacturers,
34 Yonge Street, Toronto.

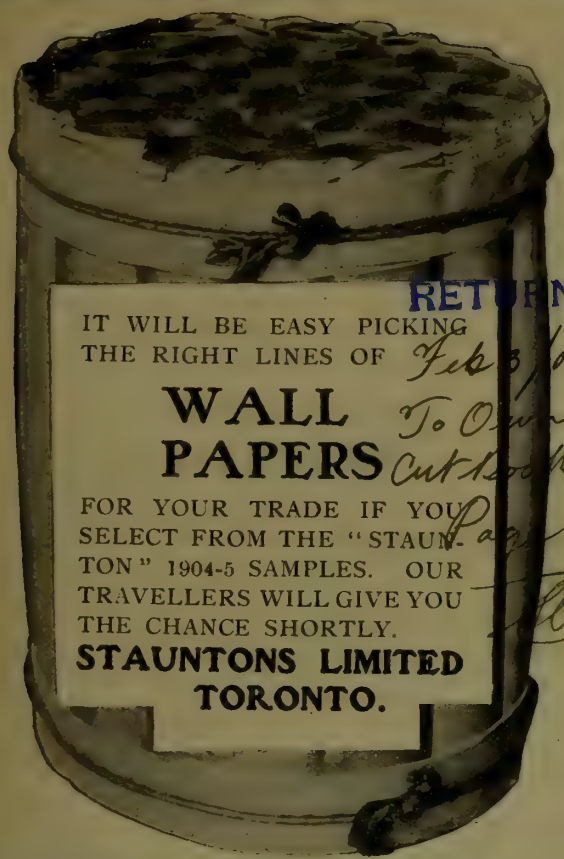
The perfection of Jam-making —such is : : :

SOUTHWELL'S.

SEND FOR PRICE LIST.

FRANK MAGOR & CO.,

CANADIAN AGENTS. 403 St. Paul St., MONTREAL.



IT'S A FACT!

We will for the next 10 days send charges **prepaid and no charge for package,** one beautiful counter tin of . . . . . .

Golden Eagle Coffee

Price 28c.

SAY IF YOU WISH IT GROUND OR WHOLE.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 7, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes..... $4 40
" 10, in 4 doz. boxes..... 2 10
" 2, in 6 " 0 80
" 12, in 6 " 0 70
" 3, in 4 " 0 45
Pound tins, 3 doz. in case..... 3 00
12-oz. tins, " " 2 40
5-lb. " ¼ " " 14 00

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 96
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½	Size, 5 doz. in case	$0 40
1	" 4 " "	0 75
1	" 3 " "	1 25
1	" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz..... $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10, per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works.
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	⅓-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. . 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. . 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. . 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs. . 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. . 34c.
6-lb. bxs., 12 bxs. in cose, ¼-lb. pkgs. . 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. . 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. . 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. . 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs. . 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. . 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

The Sun does not shine
on a city, town or hamlet in Canada
where

Edwardsburg "Silver Gloss" STARCH

and

Benson's Prepared CORN

is not sold.

Every housekeeper prefers them. Every merchant sells them. Quality is always the same—always the BEST.

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 92
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz. "	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 85 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$ 3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

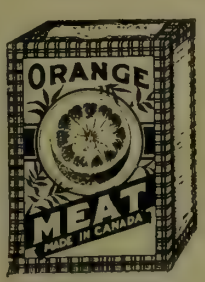
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ¼-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.1b. boxes—	
½-lb. tins, per lb.	$ 0
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'

A. P. Tippett & Co., Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.
Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 3 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$3 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.
WM. H. DUNN, AGENT.

Two Lines That Lead.

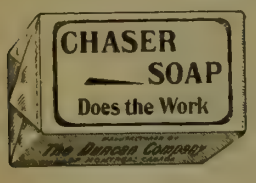
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 6¼ packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	3 25
20 " ¼ " "	3 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

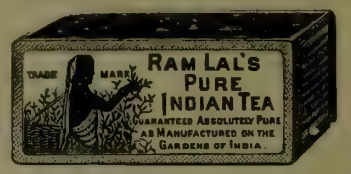
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	
" " 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0	42½
" II 40 lb. boxes	0	40
" III 80-lb. boxes	0	35
EMD AAA Japan, 40 lb " at	0	32½
" AA " 40 "	0	30
Blue Jay, basket fired Japan, 70 lbs.	0	30
"Condor" IV 82-lb. "	0	32½
" V 80-lb. "	0	28½
" XXXX 80-lb. boxes	0	24
" XXXX 30-lb. "	0	25
" XXX 80-lb. "	0	21½
" XXX 30-lb. "	0	22½
" XX 80-lb. "	0	19
" XX 30-lb. "	0	20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0	28½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 60 at 0 44

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'at A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	28		40
" 3 O L. Blue	22		30
4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 1½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 53
" Fair Play, 8s. and 13s.	0 63

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45	$10	95
" casks, 60 "	10 25	22	40
Bottles, cases, 3 doz.	3 25	4	40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	11 55
" " 1	9 35
" " 2	8 25
" " 3	7 15
Pails, No. 1, 2 hoops	1 93
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLEANER"

might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

Decorated

Crystal Etched

RETURNED
JUL . 8 1904

Large Assortment **Small Package**

Pieces Retail

3 doz. at 10c. 2 doz. at 25c. 1 doz. at 35c.

and show a good profit.

You can handle this sample lot to advantage, even if you have not another piece of crockery or glass in your store.

Write for full particulars.

GOWANS, KENT & CO.,

TORONTO 16 Front St. East. **and** **WINNIPEG.** Main street.

"Perfectly clean from our kitchen to your customer's."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked ?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

PEELS

Lemon *Orange*

Citron AND *Mixed*

(Light and Dark)

New Season's prices are right.

Special discount for large quantities.

Quality this year unusually fine.

C. E. COLSON & SON, AGENTS, **MONTREAL**

SPECIAL CROCKERY NUMBER

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JULY 15, 1904. NO. 29.

Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry,

and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

MANY GOOD DOLLARS

Come to the grocer during the picnic and tourist season. And the more timely and judicious are his efforts to secure these dollars the greater naturally will be his reward. Christie's Campers' mixed are designed to help him to secure the desideratum, being made up of especially assorted varieties of staple biscuits.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 37.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, Post Office Chambers
BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.

AUTOMATIC CENTRAL DELIVERY TEA AND FLOUR BLENDER.

Patent Automatic TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO. } ILLUSTRATED CATALOGUE MAILED FREE.
COLE STREET, LONDON, S.E., ENG.

Purnell's English Malt Vinegar

In Bottles and Bulk

ESTABLISHED 1750.

Brewery, Bristol, England.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.
St. John, N.B., ROBERT JARDINE.
Montreal, Que., J. M. KIRK, 25 McGill College Ave.
Toronto, Ont., J. WESTREN & CO., 630 Ontario Street.
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.
Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.

Instant Powdered

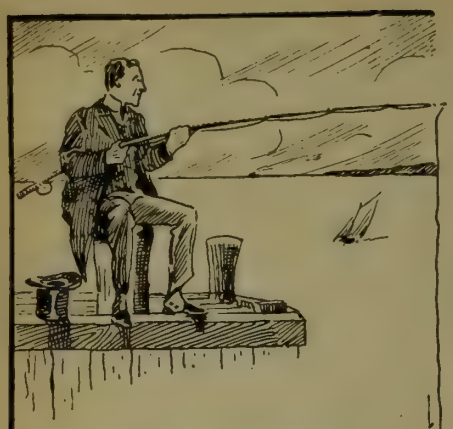
This is put up in packets making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week —looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait again;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

101 Front St. E. Toronto. 232 McGill St. Montreal

Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, = Toronto, Canada
Send us your Business
AGENTS FOR
C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.
Get our Prices for CHEESE, BEANS, etc.
REFERENCES
BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

TAYLOR & PRINGLE CO.,
Limited,
OWEN SOUND,
Manufacturers of
Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.
Our Goods have a reputation.
MADE IN CANADA.

WINNIPEG.

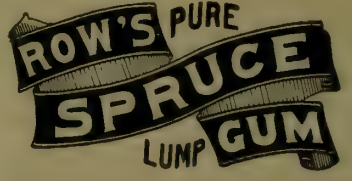
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.
SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents.
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

"COW'S HEAD" Brand
Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

C. E. COLSON & SON, - Montreal.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

The Summer Season
For Summer Drinks

For the next two months at least there will be a large demand for our favorite summer drinks. These include

LIME FRUIT JUICE
LIME JUICE CORDIAL
RASPBERRY VINEGAR

These have been before the public for many years and received their best approbation. The trade can offer them to customers feeling sure that there will be no disappointment. They are the class of goods that once sold to a customer bring back trade to the store.

Ask your jobber or write direct.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO, Can.

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

Don't be misled by those who have over-bought Ceylon and India Green Teas, because you can buy without difficulty

JAPAN TEAS

that have stood the test with the farmer and his family for generations.

It is not Necessary

for the country merchant to keep Ceylon Green Teas in stock. Remember that **Japan Teas** have always suited your trade and that you can buy them to-day cheaper than the **poor imitations** which come from Ceylon and India.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks; why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS Toronto Branch, 59-61 Front St, East

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 1961
Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

ANY DEALER
who goes without a line of

"IMPERIAL" BRAND MAPLE SYRUP

is missing a good opportunity to secure a steady and profitable trade.

Agents:
ROSE & LAFLAMME,
MONTREAL.

EASY TO SELL

GIVES GOOD PROFIT

and these are the two mighty good reasons why Paterson's Camp Coffee Essence is coffee for you to push.

ROSE & LAFLAMME,
Agents, Montreal.

IF GROCERS

would unite in an effort to handle only

CEYLON TEAS

a better condition of things would result.

Facts, Figures and History

prove that there will be only one class of Teas sold in the future. The new generations of men and women prefer

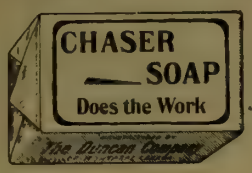
Ceylon Teas

to any other. To sell the teas of other countries is to prolong an undesirable condition of things. Far-seeing grocers will steadily work towards simplifying their tea business, and this means that they are gradually excluding all but

Ceylon Teas

They come in Blacks and Greens

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



Say! Mr. Grocer. You sell Soap? Send for a copy of our **profit-sharing agreement.** It means dollars in your pocket.

The Duncan Company

P.O. BOX 292. **Montreal**

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dis olving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

Wilbert Hooey, Manager.
54 Noble St., TORONTO
Phone Park 513.

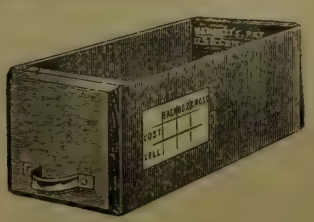
This cut represents No. 13.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

BURLINGTON CANNING CO.,

Burlington, Ont. **Limited.**

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,

WATERLOO, ONT.

When You Want

SALT

For Any Purpose

Write

Verret, Stewart & Co.

Montreal.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.

ATTENDING TO DETAILS

WOOD'S BOSTON COFFEES — THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

So peculiar and delicate is the nature of Coffee that ignorance or carelessness in handling is bound to create havoc with its worth.

It has required many generations of trial and experience to produce a perfect cup of the delightful beverage.

It is all a matter of detail, and every detail is important; but unless properly treated the finest berry may be spoiled or reduced to fourth rate quality.

It is by exhaustive detail in that system that **uniformity,** the shining trait of WOOD'S COFFEES is assured,—and remember that it is only the highest quality of all grades of Coffee that bears the name of "WOOD'S."

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

BOECKH

CATALOGUE AND PRICES ON APPLICATION

The Grocer's Friend

The dealer's truest friend is the firm that supplies goods that can not only be relied upon to give satisfaction, but will assure a return of the customer to duplicate his order. This is exactly what

BOECKH'S AND BRYAN'S BRUSHES AND BROOMS

do. They are unquestionably the best because there is put into their construction the best material and the best skill that money can buy. No trouble or expense is spared to make them **THE VERY BEST.**

UNITED FACTORIES, Limited

Head Office: TORONTO

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.
LONDON BRANCH: 71 Dundas St.

THE GOVERNMENT'S TARIFF POLICY

By Hon. W. S. Fielding, Minister of Finance.

THE wars of the future are more likely to be wars of commerce, notwithstanding the great contest that is going on to-day in the Orient. It is the tariff war that we have most to fear in the future. If other nations will not treat us fairly, then we are obliged in self-defence to adapt our policy to the circumstances.

That does not mean that we should go to extremes. There are some people, well-meaning people, who think that in dealing with our American neighbors we should simply let them fix our tariff. I for one do not admit that we are prepared to take that attitude yet, Mr. Chairman. Then, again, there is the happy medium. High tariffs do not make prosperity. High tariffs have not prevented depression coming on the United States to-day. If we adopt the high tariff there is no more certainty of preventing a depression in Canada than there is by their tariff across the border. I do not think in these things we need to follow the example of our brothers across the border. I think we should map out a policy that will be truly Canadian, that will follow them in anything that is worth while, but a policy that will not follow them when they make mistakes. A moderate tariff is better for all interests than a very high tariff.

Three Reasons for a Moderate Tariff.

First, the general interest of the consumer. The consumer is a factor, and we may as well bear him in mind occasionally. The general interests of the consumer will be satisfied with a moderate tariff, whereas if you make it too high he may kick. And it is not in the interests of manufacturers that you should have a constant war between consumer and manufacturer. The second reason is the development of our northwestern country. There is a vast agricultural region. For the present, and for the immediate future, they are not likely to have any considerable manufacturing interests. They must be wholly an agricultural people. The value of their products is largely fixed by the prices in the markets many thousands of miles away. It is a very debatable question what you can do for the farmer of the Northwest. If he had a high tariff for everything that he has to buy, there is the danger that instead of having that Northwest filled up with a prosperous and contented people agitations might arise that would antagonize the west as against the east and bring about discord where we might as well have harmony. Therefore, I say it is the part of wisdom, while giving a reasonable amount of protection to our manufacturers, to modify that protection so that you do not antagonize the mass of the consumers, and especially that you do not antagonize these new settlers in the west. The third reason is this: You would have a lack of stability that is so necessary in a country.

Mindful of the Manufacturers.

So let me say to the manufacturers of Canada: We believe that the Government give evidence that we are not unmindful of their position. Their position as employers of a large army of men has engaged our attention and evoked our sympathy. We want them to believe that we are as anxious to give them as large advantages as any one can. But we believe, in their own interests, it would not be wise to advocate an excessive tariff. There may be things which ought to be adjusted and changed. When the Tariff Commission comes around and inquires into these things we are willing to listen and make changes and adapt ourselves to the new conditions, just as we did in 1897.

> "New occasions teach new duties,
> Time makes ancient good uncouth.
> He must upward still and onward
> Who would keep abreast of truth."

The Boldest of Fiscal Reforms.

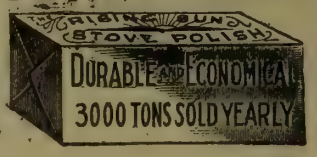
When it was necessary to travel a beaten path we were content to travel it. When it seemed necessary that we should strike out for ourselves and leave the beaten paths, we did not hesitate to do it. Canada has led the way in some of the boldest fiscal reforms in the nineteenth and twentieth centuries. As an instance of that we have the preferential tariff. For many years the desirability of preferential trade between the mother country and her colonies had been talked about in conference, and in the House and in the press. And, while there was a general feeling that the thing was very desirable, it never got any further. Conferences met and exchanged resolutions with the mother country, and in a year or two held other meetings with the same result. Because why? The demand for preferential trade by the colonies was based upon a condition which at that time was not possible of compliance. It was demanded that as the first step the mother country should place a preferential duty on food products. It would have been a very good thing for Canada, but at that day you might as well have asked the British public for the moon as ask for that. Our view of the matter was that we had better grant a preferential tariff to Great Britain and await results. We decided to grant a preferential tariff. I venture to say that no movement has had as wide an effect throughout the Empire as that tariff. Materially Canada gained something from the preferential tariff, but Canada gained immensely, too, in sentiment. Materially and sentimentally I believe that tariff was a good thing for Canada and for the Empire. As Kipling said:

> "Carry the news to my sisters,
> The queens in the east and the south.
> I have proved faith in the heritage
> By more than the word of mouth
> They that are wise may follow
> When the world's war trumpet blows,
> But I—I am first in the battle,
> Says Our Lady of the Snows."

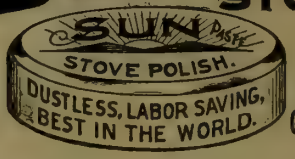
The Preferential Tariff.

After the lapse of years in playing the game the other way it was necessary to make a change; it was necessary that somebody should lead, and the Canadian Government led the way. And it has not been without results. We gave the preferential tariff to Great Britain. We gave it "free gratis, for nothing," as they say in the British West Indies. And there we completed a part in the great Imperial game. The West Indies were in trouble, and this laid the foundation of better relations between Canada and the British colonies to the south, and in the years to come we will reap a reward for having cast our bread upon the waters. New Zealand has followed Canada, and given us a preferential tariff. This week we have the information that what was projected some time ago has now been consummated. The great colonies of South Africa have since the first day of July admitted the products of Canada to their markets on terms of preferential trade. See what has happened in the mother country. I said that when we in 1897 took up that question, it would have been absurd to demand of Great

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Britain that she should then put a tax upon her food products for our benefits. But the effect of the example of Canada and the discussion that has taken place in the various colonies, the general feeling regarding preferential trade throughout the Empire, has proved so great that that very distinguished public man, Mr. Chamberlain, has taken it up. I say, and I have said it in Parliament, that since that question has become one of party strife in the mother country it is not for us to interfere. We in Canada are free to say what we think is good for Canada. We are free to say what we think may be of some good to the Empire, but if our English brothers do not want to adopt it, it would not be seemly for us to go over there begging them to put a tax on their food products. If it does not develop to-day it will develop in the early future. Every step that has been taken in Australia, New Zealand and the mother country has had its origin in the fact that in 1897 Canada led the way. And then there came a time when we thought we should strike out again. One of the greatest nations of the earth took the liberty of thinking that it could deal with Canada just as it pleased—the great nation of Germany. We had given a preferential tariff to the mother country. We were willing to trade with our German brother on favored-nation terms. We were willing to give him everything that we were willing to give to any other person outside of the British Empire, but he demanded admission into the family circle and that we should give him the same tariff treatment as we gave to our mother country, and when we refused to do that he penalized our trade.

In regard to the dumping process, we have provided a remedy which we believe will be practicable. I have no doubt my friend, Mr. Paterson, will have a good deal of trouble in administering it, but that is what we have him at Ottawa for, and I have no doubt he will be able to deal with it and make it the effective instrument which we desire. And if the instrument proves that it is not strong enough, that there is anything defective in it, we will make it good.

Business Changes

ONTARIO.

G. Lint, general merchant, Kohler, is dead.

The Empire Salt Co., Sarnia, have obtained a charter.

A. Currie & Co., grocers, Dresden, have been burned out.

J. Dunn, grocer, Orillia, has sold his business to Joseph Tiffin.

Fraser & Oakley, grocers, Fort William, have dissolved partnership.

A. McIntyre & Co., grocers, Sudbury, have advertised their business for sale.

Shushack & Yerick, general merchants, Wilno, have sold out at 75c on the dollar.

J. J. Long, of T. Long & Bros., grain and produce merchants, Collingwood, is dead.

W. J. Smith & Co., confectioner and fruiter, Rat Portage, has gone out of business.

Chattel mortgagee is in possession of the goods of H. S. Watts & Co., tobacco dealers, etc., Toronto.

The creditors of L. R. Kelly, farmer and commission agent, Ancaster, will be paid 100c on the dollar.

Lyons & Jamieson, flour and feed merchants, Toronto, have dissolved partnership; G. A. Lyons continues.

A store is being built by C. Lewis, on the corner of Dundas and Victoria streets, Woodstock, for his brother, John Lewis, who is going to start a grocery business there in November.

QUEBEC.

L. D. Mathieu, grocer, St. Roch, has compromised.

Lortie & Hamel, confectioners, Levis, have registered.

Carrier Bros., Montreal, are starting in the grocery business.

The assets of J. L. Racicot, grocer, Montreal, have been sold.

A. Z. St. Jean, Montreal, has restarted his grocery business.

Gagnon & Doucet, liquor dealers, etc., Grand Mere, have registered.

The assets of Geo. Tate, grocer, Montreal, are advertised to be sold.

St. Arnaud & Duval, general merchants, Batiscan, have registered.

Demand of the assignment of A. Adelson, grocer, Montreal, has been made.

The assets of J. L. Sequin, general merchant, St. Simon, have been sold.

G. S. Wetmore, dealer in meats, etc., St. John, has sold out to Norton Wetmore.

The stock of Cardinal & Bedard, grocers, Quebec, has been sold to A. J. Gingras.

Wilks & Michaud have been appointed curators for Abraham Adelson, grocer, Montreal.

J. R. Gervais, general merchant, Mount Carmel, has assigned to Lamarche & Benoit.

A statement of the affairs of J. H. Therien, general merchant, St. Gregoire, is being prepared.

V. E. Paradis has been appointed curator to L. H. Chouinard, general merchant, Matane.

Lablanc & Poirier, grocers and liquor dealers, Shawinigan Falls, have dissolved partnership.

Julien & Frere., general merchants, St. Boniface De Shawinigan, have dissolved partnership.

The assets of H. Rondeau, general merchant, St. Norbert, (Berthier Co.,) have been sold.

Kent & Turcotte have been appointed curators for Arthur Saucier, produce merchant, Montreal.

C. W. Lowe has registered under the style of F. C. Calvert & Co., dealers in soaps, etc., Montreal.

The Automatic Cheese Cabinet

keeps cheese clean and fresh, and always in view—prevents "sampling" by customers. Made of solid oak, highly polished. Cheese is drawn out automatically, by simply lowering the door.

ASK FOR CUTS AND PRICE

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Selected Valencias

AND

Filiatra Currants

Our stock is heavy and intending purchasers will do well to consult us

JAMES TURNER & CO.

BRANCH CANADA GROCERS LIMITED

HAMILTON

KEEP COOL

AND DRINK **TARTAN Iced Tea**

COOL AND REFRESHING.

HOW IS YOUR STOCK OF——

Salmon, Sardines, Canned Meats, Canned Vegetables, Valencia Raisins, Currants?

We are headquarters for the above lines and you will consult your best interests by writing for samples and quotations, or 'phone 596.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

IF YOU LOOK ROUND

YOU WILL FIND THAT EVERY FIRST-CLASS GROCER IN CANADA SELLS

MacLaren's Imperial Cheese

There's a reason for it which you can figure out for yourself, but in case you haven't time we'll tell you.

It's because its quality never varies, but is always the best. The customer who buys it once comes back for it. There's no trouble selling it and there's no trouble after it's sold.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS
51 Colborne St., - Toronto, Ont.

A. Ravenelle has registered under the style of J. A. Dupont & Cie., general merchants, Grand Mere.

Edouard Rivard and George Rivard have registered under the style of Rivard & Frere., grocers, Three Rivers.

Mrs. Louis Sabatier and Joseph Michaud, have registered under style of E. Sabatier & Co., grocers, Longueuil.

Mrs. J. P. Prudhomme has registered under the style of J. P. Prudhomme & Co., dealers in vegetables, etc., Montreal.

Joseph Tremblay and Alfred Trottier have registered under the style of Tremblay & Trottier, grocers, Shawinigan Falls.

Euphrem & Pierre Berube have registered under the style of E. P. Berube & Cie., grocers, etc., Montreal (St. Henry).

L. P. H. and Henri Grandbois have registered under the style of M. A. Grandbois, general merchant and lumberman, St. Casimir.

Murchie Bros., grocers, agricultural implement dealers, etc., St. Stephen, have assigned to A. I. Tweed; meeting of creditors called for July 17.

PRINCE EDWARD ISLAND.

McDonald & Westaway, general merchants, Georgetown, have gone out of business.

W. W. Jenkins, general merchant, Georgetown, has opened a branch under the style of Jenkins, Sons & Co.

MANITOBA AND N.W.T.

A. Johnson, grocer, Winnipeg, has gone out of business.

The Regal Cigar Factory, Winnipeg, have dissolved partnership.

Sidney Chipperfield, grocer, Chickney, has been succeeded by W. G. Turner.

Nysten & Rudy, general merchants, Hanley, have dissolved partnership.

F. W. Anderson, general merchant, Saltoun, is removing to Abernethy.

Dallin Bros., general merchants, Frobisher, have sold out to Scott Bros.

"Sparklet" Syphons

For making soda water at home. Instantaneous, Economical, Convenient.

SELL ON SIGHT

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

M. Krolik, general merchant, Grenfell, has advertised his business for sale.

McLean & McIntyre, grocers, Moose Jaw, are adding furniture to their store.

H. P. McLeod, general merchant, Okotoks, has sold out to G. C. Chester.

M. H. Davidson, confectioner, Winnipeg, has been succeeded by Davidson & Adams.

The Truesdell Grain Co., Winnipeg, have sold their elevators to the A. Kelly Milling Co.

M. Krushen & Co., general merchants, Yorkton, have dissolved partnership; M. Krushen continues.

G. Olafson & Co., flour and feed merchants, Winnipeg, have suffered by fire; loss covered by insurance.

P. H. Sutherland, general merchant, Selkirk West, has assigned to C. H. Newton. Meeting of creditors on 11th inst.

BRITISH COLUMBIA.

W. F. Cuthbert, dealer in cigars and confectionery, Fernie, is dead.

J. T. Taylor, general merchant, Okanagan Landing; has suffered loss by fire.

O. C. King has been admitted as partner to the firm of Wm. Tufts & Son, wholesale teas and commission merchants, Vancouver.

NOVA SCOTIA.

Groves & Bath, manufacturers of cider and vinegar, Bridgetown, have registered.

MORE ON THE NEW TARIFF.

OWING to the fact that the following clause in Mr. Fielding's new tariff regulations has been open to ambiguity of interpretation, namely, "tableware of porcelain, china, or other clay," all of which it was intended should enjoy the benefit of the additional English preference of 5 per cent., making the duty 15, whereas formerly it was 20 per cent., the Dominion Government authorities have inserted the word "white," so that the clause now reads: "Tableware of china, porcelain, or other white clay."

E. W. Klotz, Manufacturers' Agent, Toronto,

when questioned by The Grocer as to his opinion of the above change, said: "It is at least more specific than the original wording. For instance, it shuts out majolica ware and Rockingham and cane ware, as I believe it was the intention of the Government to do in the first place. The reason for this is that such ware is being manufactured extensively in Canada in potteries situated at Hamilton, Belleville and Brantford. If the clause is interpreted strictly, vases, jardinieres, etc., will be subject to the regular duty, and yet they come generally under the heading, "tableware." The difficulty is this: A small fern pot will be classed as tableware; the jardiniere will not; but where is the line to be drawn? As a matter of fact, the appraisers at the Toronto Customs House have ruled against jardinieres within the week."

J. S. McMahon, of McMahon, Broadfield & Co., Toronto,

was of the opinion that instead of bettering matters, the Government had only increased the difficulty by the new wording. When asked whether there were many staple articles in china, clay, etc., of English make not manufactured in Canada, which would not come under the head of "tableware of china, portelain or other white clay," Mr. McMahon remarked that the list was a long one. Moreover, such articles were imported by Canada in considerable quantities, and should benefit by the preference.

WHEN MAKING UP A LIST OF SUPPLIES FOR A

Camping, Yachting, or Picnic Party

DON'T FORGET

Upton's

HOME-MADE JAMS AND ORANGE MARMALADE.

ART POTTERY

RETURNED
JUL 16 1904

This cut represents one piece in the assortment of Art Pottery being imported by us.

These vases come in sizes ranging from 5 in. to 30 in. in height, and in a variety of shapes, all good. The line consists of Vases, Jardinieres, and Pedestals and Pots. Sold for import only and to your own assortment. Write us for prices and particulars

FANCY CHINA

Our line this season is a Cracker-Jack. You must see it to appreciate it. We would ask you to wait for our travellers to call and show samples before placing your orders. It will be worth your while.

LAMPS

We will be ready in a few days with samples of a most complete line of Lamps, which for finish and values cannot be surpassed.

DINNER AND TOILET SETS

These lines are our strong point. If you are not carrying our open stock patterns in Dinner-Ware in stock you are missing the best things in the trade. We control these lines and can protect you in handling them. Our O.K. Toilet Sets are known all over the Province as the best values in the business. We are now showing these in Seven Colors.

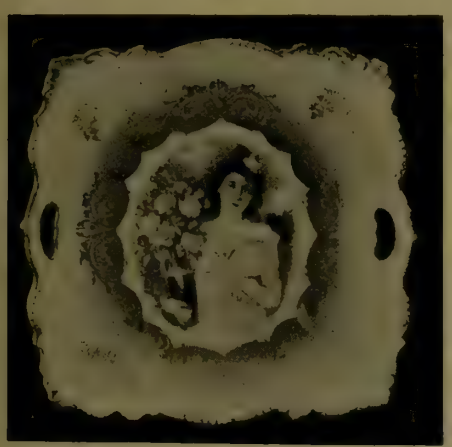
Write Us for Cuts, Samples and Prices.
Letter Orders given prompt and careful attention.

Taylor & Mulveney

Crockery Importers, - Hamilton, Ont.

New Ideas in China, Crockery and Glassware

THE present season is a time of great activity in china, crockery and glassware circles. Travelers are now about to start on their Fall trips, the most important, so far as results go, during the year, and all departments of the trade are busily engaged in looking after their requirements. A few years ago this time was



Watteau design.

the great starting point for the fancy goods trade of the year, and all fancy goods lines were taken out for Fall trade on this trip. Keener competition, however, and the race to secure first place, introduced in this line a

Package System,

samples of which are now taken out during the first months of the year. This branch has attained large growth within the past couple of seasons. Many merchants at first objected to the arbitrary assortment rendered necessary in buying the "package," but the feature which led to its almost general adoption was the fact that by means of it the retailer secures complete control of the decoration contained in the package. The leading houses carry a number of different assortments, each of which is sold only once in a town, thus confining the sale of the particular design to one merchant. This course would hardly have been practicable when regular fancy goods were sold from open stock in any quantity desired, but as the package lines are only sold in assortments, the buyer is sure of having a line for himself. These packages are made up of all grades and styles of decorations and as they are not too large, and the assortments are made up of the best-selling lines and quantities that the experience of able buyers can suggest, they are more and more taking the fancy of up-to-date buyers.

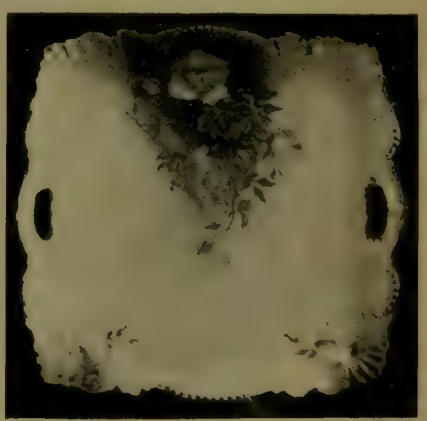
Many of the trade remember their early experience with the "Catch" package, made up for new buyers by too eager salesmen, in which the first few and best known articles were marked at very low figures, the difference being added to the other articles in the package, with the result that the first were sold out quickly, leaving the others on the merchant's hands. To this short-sighted policy, which early met its deserved fate, most of the objection to china packages is due, but it is a fact that the leading houses, through their travelers, find that the assortments sold last year have all been closed out in a remarkably even manner. The new lines shown in the assortments of fancy china range from the lowest priced article, to be retailed for 10 or 15c each, to the finest pieces for jewelers' trade. They are adapted for all kinds of trade, from

Floral pattern.

the bargain counter through the range of grocery and general store trade, to the most exclusive lines, and should be seen by every merchant handling any quantity of the line.

Latest Designs.

The moderate priced lines include the popular figure designs in both heads and groups, which are shown with the rich cobalt blue, as well as maroon, and green borders, the central designs being new and bright colored sketches after Watteau effects. Another popular line shown by a leading house, and known as "Mother-of-Pearl" assortment, has the entire surface of the ware decorated with a shining irridescent effect, after



Newest design in shading.

the style suggested by the name, against which the floral painted decoration makes a beautiful effect. There are also cheaper lines in maroon and Russian green shadings, the shading being applied at three points instead of all around the edge; some floral decorations have heavy splashed gold edges, and there is a wonderfully popular line which has an irregular edging of lustre pink surrounding a cream-tinted body, against which the decoration shows up splendidly. In the better lines, dark green bodies with painted decoration of large crimson American Beauty roses are very popular. Some of the other assortments contain pieces in which the gold tracing shows up beautifully. All these lines, as well as the new shipments of open stock goods, will be carried by the travelers on this trip, the last-named making up no insignificant line, to which may be added the samples of lamps, cut glass, new glassware, and the various other lines shown by the crockery houses.

DOES IT PAY TO HANDLE CROCKERY ?

THE GROCER reproduces in this week's issue a number of interviews with Canadian grocers who have handled crockery with success.

Mr. N. E. Coppin, grocer, of Mitchell, Ont., says: "I have been handling crockery and glassware since I got into my new store here about a year and a half ago. It is a line I could not afford to dispense with.

"In the first place there is a good profit in crockery. Of course sets of crockery are not sold every day in a place of this size, but it is a line that always interests female customers, and therefore a good crockery display is a first-class drawing card. In my experience the best line of crockery to handle is the stock pattern. The reason is that customers will often spend a dollar at a time in buying sets of crockery, and if they buy the stock pattern they can always depend on being able to complete the set when they are able to afford the money.

"In the second place crockery helps to make the store attractive. It gives it a bright, pleasing appearance. It is not necessary to put a lot of money into it as a few hundred dollars invested in crockery will make an imposing display.

"I have also found glassware a fairly good line to handle, especially in connection with the hotel trade."

* * *

J. W. Irwin, grocer, Clinton, Ont., says: "I have been handling crockery as a side line for 34 years. In a small town like this I find it necessary to carry some side line, and the choice is limited. Some grocers handle boots and shoes, but I do not think that line offers half the advantages that crockery does.

"To handle crockery successfully one must have a good assortment and display it to the best advantage. The stock pattern is a very useful line to carry, but the most profitable department of the business is the dinner, tea and toilet sets. It is also necessary to keep a good assortment of fancy china all the year round for weddings, etc.

"I find that the most profitable way is to be in a position to buy direct from the manufacturer. That gives me a larger margin of profit. Of course I have to buy in bigger quantities, but it enables me to make a good display. If a man buys with good taste and judgment he need never have any bad stock. The same can be said about lamps and fancy chinaware. It pays to carry a good assortment of lamps.

"Christmas is the best time in the crockery trade, and I make a big feature then of the newest designs and latest patterns. I advertise it well and have people coming from all directions to see my display. If crockery is properly displayed it greatly enhances the appearance of a store, and is a first-class drawing card."

* * *

R. Edmonds, grocer, Simcoe:

"I have been handling crockery for ten years now, and have found it a good line. The question as to whether crockery is profitable to handle depends on (1) the way you buy it; (2) the space you have for exhibiting it, and (3) the amount of time you have to devote to it.

"In the first place, I always buy the best goods I can, and keep a full stock of well assorted china, fancy as well as staples.

"It is necessary to have plenty of space for display, in fact you cannot have too much space. I find it a good plan to have the crockery classified on different tables according to price. This enables one to show a good assortment at each price. Hundreds of dollars worth of goods are bought by people just from seeing the price. This plan is also a great convenience to the storekeeper, as it saves much time in looking for a certain priced article that may be asked for.

"Considerable time and attention are required to make an effective display of crockery, and keep it in good shape. My experience, however, is that all the time and attention bestowed on it is well repaid. If you once get a reputation for handling crockery you will have people coming from far and near to see it. I sell dinner sets to people who come as far as 20 miles north, east and west of Simcoe.

"Although stock patterns are a necessity, the best money comes from handling higher grade crockery. It requires considerable taste and judgment to select patterns likely to please the public taste, but if a man possesses these he need never fear having an accumulation of dead stock. I find the color that takes best is green, in its different shades. This might not be the most suitable for every section, but here it certainly is the favorite.

"A good display of crockery adds much to the appearance of a store, and not only sells itself but helps to sell groceries. My motto is to pay cash and take discounts, mark as close as possible on cost price, and deal honestly and truthfully with the people, thereby getting their confidence and goodwill. I have found it a good principle to be courteous to all people, whether they are buyers or simply visitors. If the latter, they go away with a good impression and are sure to come back when they want something."

* * *

T. Guay, grocer, Queen street west, Toronto, says:

"For five years I handled china, crockery, etc., with great success in my grocery store. There is no question but this department of trade can be carried on with profit by grocers in the villages and towns throughout Canada, provided only they are sufficiently far away from a departmental store. It was this that spoiled my city trade, not that such concerns sell more cheaply, but they carry so many other lines, and advertise bargains all along the line, which is the bait to catch the consumer every time."

Mr. Guay says he has had no special method of following up the crockery trade. His only plan has been to stock a reasonably full supply of the newest goods on the market, of a selection likely to suit his customers, with nothing ranging above an average price. In the next place care has to be taken in the matter of display. Above all things the stock must be kept clean and this is sometimes a difficult proposition in a grocery store. Mixing must be avoided at all risks, toilet sets having one place to themselves, and china cups and saucers another.

Stock patterns pay well, and it is wise always to stock such staples as the gilt band and clover leaf patterns, but always along with some of the more attractive novelties. Crockery in the old brown style has also been a good seller, for instance, brown tea pots, bowls, etc. The line that has paid him best of all, however, is toilet sets, of which he has made a specialty.

With regard to the question whether the success of a crockery department lies in the profit to be made out of it directly, or indirectly as a means of attracting trade in groceries, Mr. Guay says he has made a lot of money out of his crockery direct from the very first. During the Christmas season, for instance, his returns from sales of china and crockery have regularly meant more in the aggregate than those from all his other departments put together. No grocer need be afraid of handling crockery.

HAMILTON POTTERY

ESTABLISHED 1852

THERE are few homes in Canada that are not familiar with our two tea-pots—"Champion" and "Globe"—the best made, best finished, best shaped, best wearing tea-pots of the earthenware variety turned out in Canada to-day. We have been making tea-pots for over half a century, and have learned to do things right. We solicit the orders—send them by mail if more convenient—of the Canadian grocery and crockery trade—price list sent on application. We also manufacture the best lines of Rockingham, Yellow and White Lined Ware made in America. A big claim, but a justifiable one. The dealer who does not handle Campbell's goods handles an inferior make. Our first shipment will be all the proof required.

"CHAMPION"

JAPANESE GOODS

We make a specialty of Japanese goods, being direct importers. We carry a big range of samples, quote prices a little lower than others do, and have the name among our customers of being the best Japanese goods house in Canada. A post card will bring you a salesman with his samples.

Some order goods by mail with complete satisfaction.

We are attentive to our customers.

Are you doing business with us?

"GLOBE," with percolator.

R. CAMPBELL'S SONS

96-118 South Locke St. HAMILTON, CANADA

LAMPS IN THE GROCERY STORE

IT is a generally recognized axiom in business circles that the grocer who wins the largest measure of success, whose business continues to develop year after year, is the one who has paid much attention to the finer points of his business; who has not been content to sell what is easiest to sell, but has striven to win trade in the more difficult channels by selling goods not offered by his rivals.

RETURNED
JUL. 15 1904
Cut Book 2
Page 34

No. 1.—An inexpensive Decorative Lamp.

To the grocer is offered many opportunities for expansion. Take lamps, for instance; it goes almost without saying that most grocers handle lamps, although their stock as a rule consists of the ordinary cheap glass lamp is everyday use. They have found, moreover, that a stock of lamps will bring in most satisfactory returns.

"There is no reason why grocers in every town should fail to make a good profit on lamps," said a prominent Toronto wholesaler recently. The reason for this is partly because lamps call for no subsidiary lines, which render it difficult to set boundaries to the stock that must be carried. A store can carry lamps and nothing else of the same class of goods, so that it is not necessary for the grocer to lay in a full hardware stock of other things which appear closely connected. The trouble with those who do not get the desired results from their lamp trade, is that they do not carry a well-selected line. Too many confine themselves to the common glass lamps, together with a supply of chimneys, burners, wicks, etc., which goods are carried in every store and are sold at comparatively close prices."

A full assortment of table lamps for a grocery store may be classed as follows: (a) glass lamps, in all their varied sizes and kinds, ranging from the cheap hand lamps, sold without burner or chimney, at 10c., to the more elaborate lines completed with shade and ring or fancy chimney, and retailed at $1 each; (b) decorated opal vase lamps, including all lines without removable oil pot, ranging in retail price from the lines without brass base at 75c, to handsome lamps completed with 10 in. globes at $3 each; (c) decorated opal reception lamps, with lift out or removable brass oil pots, retailing from $2 to $10 each and higher. and sundry lines. such as night lamps.

The glass lamp first referred to may be procured in dozens of different designs of crystal glass and in various different colors, including decorated styles.

In buying opal decorated lamps, the buyer should make sure that all such lamps have "fired decorations"; i.e., before any of the metal fixings are attached, the opal blank, as the plain milk white glass body is termed, is decorated with mineral colors and subjected to an intense heat, which fuses the outer surface of the glass and the painting thereon into one body, making it impossible to remove the decoration except by filing off or destroying the actual surface of the glass, a test to which, of course, no lamp is subjected in actual use. This, you can see, adds to the expense of the manufacture, and to meet the demand for the cheapest kind of a vase lamp various lines of cold decorated lamps have been placed on the market. In these the decoration is simply painted on the glass with ordinary oil colors; and while at first the tints and colors may be even brighter than some fired lines, it is only a matter of time before the whole decoration is washed or worn off, resulting in dissatisfaction to the customer. The buyer will not have diffculty in ensuring "fired decorations" if he is careful regarding the matter.

In the newer lamps the founts will be found very shallow, and at the same time they may be wide. Lamps with removable founts are more expensive, but due attention is paid to their depth,

RETURNED
15 1904
Book 2-1
Page 34

No. 2—A "Kopp" lamp.

as oil will run in sufficient quantity only so high, and beyond that there is imperfect light.

An ingenious way of utilizing the deep fount without such a removable contrivance is to fill it half full of water and then with oil to the top. This method has been found to give general satisfaction.

Decorative lamps, whether cold or fire decorated, or of the solid color variety, are in great demand. There has lately been put on the market a lamp, which, for beauty of color and chaste appearance, cannot be excelled. It has adopted

GOWANS, KENT & CO.

IMPORTERS and MANUFACTURERS

CROCKERY AND GLASSWARE

CHINA AND LAMP GOODS

RETURNED JUL 15 1904

We sell Good Goods Cheap:

Manufacturers of CUT GLASS AND LAMPS

Decorators of CHINA, GLASS AND EARTHENWARE

RETURNED JUL 15 1904 Cut Book 21 Page 29 Class

We have now 24 travellers on the road, covering the Dominion from Atlantic to Pacific, and shall be glad to receive a card from you if you care to look over our splendid line. No call to buy if goods don't suit your trade.

OUR TORONTO WAREHOUSE

ASSORTED PACKAGES

Fancy China

AN EXTRA LARGE RANGE

(WE GIVE YOU CONTROL FOR YOUR TOWN)

ASSORTED PACKAGES

HANDSOME LAMPS

ALL KINDS AND STYLES IN VARIOUS ASSORTMENTS

Write for full lists and illustrations of these special lines.

RETURNED JUL 15 1904

Branches: Montreal and Winnipeg

HEAD OFFICE

16 FRONT ST. EAST

TORONTO

the solid color decorative scheme of Kopp, the German expert in lamp colors, and comes usually in cardinal and beautiful shades of red, green or blue. The pattern is distinct from the remainder of the lamp only by its being done in relief, the same color prevailing throughout. The outside is of that soft silk finish that in the pattern gives off a great number of depths of the prevailing color. The variety shown is on a par with the progress made in almost every line. Better and larger selections are shown in shape, color and pattern, and more taste is displayed in blending and matching.

In buying lamps there are some points which every retailer should observe: For some seasons dark, deep shades have prevailed in lamps, as, in the majority of cases, the fancy lamp is not used to read or work by, but for decorative purposes combined with light. Everyone knows how little really valuable light a red lamp casts, and yet it is the most sold. In buyng retailers are apt to pay too much attention to the light colors, on account of the amount of light they dispense.

It may interest the retailer to know that the better lines yield larger profits than the cheaper ones. On the better lines the margin of profit should run from 40 to 60 per cent., and as the danger from breakage is to-day exceedingly small, there is every reason why the retailer who handles the cheaper lines should carry in stock the more attractive styles.

There is no valid reason why the grocer shouldn't handle a high-class quality of lamps. The line takes up considerable room, and in some seasons of the year the sale is not large, but against such objections may be put the fact that the line adds much to the attractiveness of the store. It is true that the sale of lamps is greater from August till Christmas than in the early months of the year, yet the trade is always worth having, especially as the total volume in a year may reach large proportions.

HOW TO HANDLE CROCKERY.

AMONG grocers there is considerable variation of opinion as to the value of crockery departments, says the Commercial Bulletin.

Some are convinced that crockery and glassware are a nuisance, and admit that they stock it because they fear loss of trade in other departments through not having a complete general line. Other merchants are satisfied with crockery and glassware, but are not sufficiently interested to thoroughly exploit its possibilities. Others are enthusiastic about this department of their business.

The secret of the successful handling of crockery is method. The dealer who has room to display crockery and glassware on tables and keep it in good shape with plenty of price tickets to guide the customer, gets good returns.

The dealer, however, who has almost all of his stock on shelves where the dust

No. 3.—An older shaped fount.

gathers, the cobwebs cling, and which the clerk and the dustcloth visit not, thinks it is a blooming humbug.

The general appearance of the crockery and glassware departments in many stores make one's sides ache for more room. You yearn to take a damp cloth and wash the face of the dishes enough to get down to the mark which sells, whether it is ironstone or Haviland china.

When you come right down to good merchandising, a grocery or general store is not complete without a good line of crockery and glassware. What appeals to a female customer any more than good dishes at bargain prices? What line offers the merchant a better opportunity to talk about bargains than crockery and glassware? If given any reasonable chance, crockery and glassware will make as good a return on the investment as any line carried, and much better than most of them.

Ordering a crate of white ware and a little more of some other kind is not sane buying. The merchant needs the staple white ware just as he needs granulated sugar, but he should have it in the background and be pushing other lines or sets on which he makes more money and which are more pleasing to his trade.

The first step in the management of a crockery and glassware department is careful buying. Do not tie up too much money. Get an assortment and a line that will sell at prices which will suit your trade. Pay considerable attention to odd pieces in glassware which will sell at low prices. You can do no better than invest in a bright ten and fifteen cent line. These will be good pullers for the department. You need room. Tables are the only best method of display. At the same time, window shows are decidedly valuable as advertisers. When business gets slack pick out some of your best bargains and advertise them by circular. Make up a ten-cent table occasionally. Again try a 19-cent sale, or any other figure which may strike you.

The main thing is to keep the dustcloth at work, the tables always well arranged, and always sell the article for what you think it will bring, and at the same time make a satisfied customer. You will find that a crockery and glassware department, properly managed, will turn a fine dividend.

MISDIRECTED.

A big Boston china store recently received a consignment of goods from Germany. A representative of the house had ordered in that country a variety of goods, and among them a lot of the cups which are beautifully labeled "To My Brother," "To a Friend," and so on through the list of human relationships. He had ordered with the rest a lot of mustache cups. They were well and duly made, but great was his astonishment when the consignment arrived to find the greater number of the cups so contrived to protect the beverage against the masculine hirsute adornment labeled thus: "To My Sister," "To My Mother," "To My Wife." — Boston Transcript.

RETURNED JUL 27 1904

MADDOCK'S EARTHENWARE

JOHN MADDOCK & SONS, LTD, ENGLAND.

White, printed and decorated, is the only crockery which stands, and has stood, the test of time in all climates WITHOUT CRAZING.

VITRIFIED WELDED EDGE HOTEL WARE

Holds the record for strength and durability. Free booklet of testimonials from satisfied users, supplied on application to the undersigned Canadian representative.

BAND AND LINE WORK, CRESTS AND MONOGRAMS

A specialty.

ROYAL VITREOUS DINNER AND TOILET WARE

In correct shapes, artistic designs, perfect prints, and pleasing colors. The envy of other makers. The STOCK PATTERN you select will not be sold to any other dealer in your town. Why not have the best and have it to yourself?

ALLERTON'S CHINA

Is impervious to liquids, hence does not stain with use. Made in

TEA AND BREAKFAST WARE

Over 500 varieties to select from, including the popular Edge Line and Sprig, tasty Prints, and Crown Derby effects. Best value moderate-priced China in the market.

EARTHENWARE SPECIALTIES AND JARDINIERES

A large range of samples just received.

E. W. KLOTZ, 24 WELLINGTON STREET WEST, TORONTO

Canadian representative of John Maddock & Sons, Limited, Burslem and Charles Allerton & Sons, Longton

NO STOCK CARRIED. *GOODS MADE AND SHIPPED TO ORDER OF PURCHASER.*

N.B.—Maddock's Welded Edge Hotel Ware can be had in open stock from following jobbers:

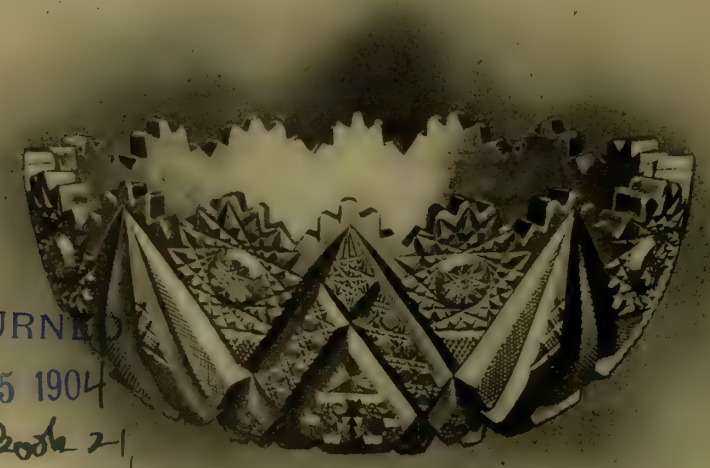
FREDERICK BUSCOMBE & CO., Limited Vancouver, B.C.

H. J. BOYD Winnipeg, Man.

W. H. HAYWARD CO., Limited St. John, N.B.

MAKING CUT GLASS.

MOST people have the idea that the process employed in the making of cut glass must be of a very delicate nature to produce such beautiful and delicate objects. In reality, however, a factory for cutting glass is as rough in appearance as a machine shop, and the tools used as coarse as those in any other factory. There are in Canada only two establishments that are engaged in this work, and a representative of The Grocer recently had the pleasure of inspecting the larger of the two—Gowans, Kent & Co., of Toronto.



RETURNED
JUL 15 1904
Cut Book 21
Page 34
Gow.

Cut Glass Berry Bowl.

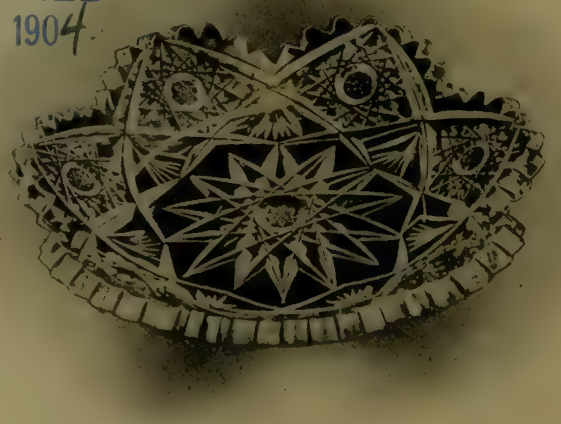
The cutters are ranged in a row down each side of the factory, the "roughing" being done on one side and the "smoothing" and "polishing" on the other. Each workman sits on a high stool and in front of him is stationed his cutting wheel above which is a large cone-shaped affair containing sand and water. The sand used resembles in appearance and consistency common salt, and mixed with the water drops slowly on the revolving wheel, thus providing a cutting surface for the glass. The wheels vary in material from iron for the "roughers" to stone for the "smoothers," and wood and felt for the "polishers," and vary in size from six inches to a foot and a quarter in diameter.

The plain glass is first marked off with red lead into even sections, and without any other guide to pattern the "roughers" work out the required design by pressing the plain glass against the sharp edge of the iron wheel. Only the deep cuts and rougher lines are done by these workmen, after which the glass is passed to the "smoothers" who, with stone wheels, smooth off the rough cuts and then pass it on to men who do the fine work or narrow shallow lines in the required pattern. Under the hands of these men the piece first begins to take on a presentable appearance.

The final stage comprises four separate processes. From the "smoothers" the glass is washed with acid to take off all remaining roughness, and the wood polisher then holds it on a wooden wheel. The buff wheel or wheel covered with felt, with a fine pumice powder, gives it more polish, and the finishing touches are given with putty. After washing the article is ready for shipping.

To the casual spectator the work does not appear to be the production of skilled labor, but the fact is that great precision is required. The pattern is cut without any previous markings save the sectional divisions, and great care has to be exercised to cut neither too deep or the glass would break, nor too shallow or an uneven appearance is presented. Lines must be of a certain length only and regularity must be observed throughout the whole pattern or the glass will lack the fire and symmetry of a well-cut article.

RETURNED
JUL 15 1904



Cut Glass Butter Plate.

A POLICY OF PROGRESS.

AMONG recent developments in connection with the wholesale crockery trade a noticeable feature is the progressive policy inaugurated by the new management of the John L. Cassidy Co., Limited, of Montreal. The volume of business being handled by this firm at the present time, together with the exhaustive preparations they are making to meet the Fall trade indicates that the scope for selection on the part of Canadian buyers is to be widened to a practically unlimited extent. In the important item of lamp goods alone, the variety of lines now on view at their handsome showrooms on St. Paul street, and in the hands of their representatives on the road is an eye-opener in itself. It would be unwise upon the part of the handlers of these lines to overlook the John L. Cassidy Co., but that company, judging from appearances, are not at all likely to give them the opportunity of doing so.

The Oldest Crockery House in Canada.

Under up-to-date management.

This is "Sorting-up" Time.

Don't lose business by letting any lines run out.

We have **everything** in

China, Crockery, Silverware Cutlery,
Lamps, Glass, Earthenware,

AT RIGHT PRICES.

The John L. Cassidy Co., Limited, Montreal

Small Packages of China and Earthenware

From Stock at Import Prices

are a feature in our business.

If you sell **CROCKERY** or are thinking of doing so

Write us—It will pay you

BOOKLET NO. 2
SENT FREE
ON REQUEST

WHEN IN MONTREAL
CALL AND SEE US.

BARNARD & HOLLAND CO.

English Pottery Representatives — **Montreal** — Importers of China and Glass

290 St. James Street, - Victoria Square

HINTS TO BUYERS OF CHINA AND GLASSWARE.

ONE of the most attractive novelties for the coming season in china is English breakfast ware, of antique design, in plain white. It may appear somewhat of an exaggeration to speak of china having an appetizing look, but this line of plain white ware looks to be the ideal thing for a dainty breakfast service, and is certain to take the fancy of up-to-date housewives. The "Diana" shape, in English dinnerware, promises to be a good seller. It is claimed for this shape by experts that it is one of the best proportioned yet seen in china. An attractive feature of much of the new English china is its fine embossing. The "Countess" shape and pattern in English tea and breakfast ware will also be a good seller. Printed and plain dinner ware, with gold tracery, bands, edges, and illumination, and gold stippled handles, are seen in great variety, as well as pink and blue enamel ware with gold edges. White sets with shaded color border in pink, blue, buff or green, and gold stippled handles, are also seen. The lines of toilet ware in greatest demand are printed sets with enamelled flowers and shaded colored grounds, also white sets in double shaded grounds, rainbow effect, all with gold stippled edges. Another good line is English vitrified hotel ware, which it is claimed will not craze and will stand the roughest usage. In this ware, a specialty is made of colored crests, with lines and bands in harmonious colors, all under the glazing. Royal Vienna is a novelty in rich dinner ware, which will appeal to the connoisseur of china.

In glassware, the assortments of decorated opal fancy ware are very attractive, while the usual lines of Bohemian glass, especially that with inlaid metal decoration, are seen in great variety. Moorish pottery is one of the most attractive of the lines for the coming season's trade, and oriental figures are coming more and more into popularity.

CHINA IN THE GROCERY STORE.

C. A. Nairn, grocer, etc., Goderich, considers his china department an important adjunct to his business. He keeps a full stock, and has found that this department increases his general sales. In the Summer many sales are made to Summer visitors for souvenirs. Stock lines are carried, but the fancy lines are displayed to the best advantage.

While doubting the value of a china department in a large city, Mr. Nairn believes that in a place the size of Goderich, a china department in a grocery store, if given careful attention, is well worth while, both for itself and on account of its influence in attracting general custom.

Mr. Nairn has the west side of his store given up to china, crockery and glassware, neatly displayed, and kept scrupulously clean. The west window is well adapted for attracting the eager eyes of womankind, and as a second line of attack, this is flanked by a silent salesman, filled with a very fine collection of cut glassware.

HANDSOME ENGLISH WARE.

THE handsome pedestal and pot here illustrated is the product of one of the leading English earthenware manufactories, the Royal Staffordshire Pottery, whose products are exploited in this country by Barnard & Holland Co., Montreal. The quality of the ware is claimed to be much superior to anything imported from Teplitz, being of the finest English semi-porcelain. It is decorated in beautifully blended colors, and is supplied in various combinations of tints, also being richly illuminated in gold.

RETURNED
JUL 15 1904
Cut Book 21
Page 35
Ltd.

In addition to the alleged superiority of the ware over German and Austrian goods, there is an advantage in price in consequence of the lesser duties; and the facility with which goods can be obtained from England, as compared with other countries, is very much in favor of the former.

The article illustrated is intended to retail at about $25, but the same factory makes much cheaper lines. Very attractive pedestals and pots are to be had that can be sold retail for as low as about $4 or $5.

PATENT SAFETY LAMP.

One of the most useful novelties being offered to the trade at the present time is Hinks' Patent Safety Phoenix Lamp. Its chief feature is an ingenious contrivance, by which it may be self-extinguished in the event of the lamp being upset. On account of its simplicity of construction, it is absolutelv impossible for the lamp to get out of order, since there are no springs, pins, solder, traps, etc., but simply a weight, which comes into operation only when the lamp is tilted over forty-five degrees, and lifts the ordinary extinguisher, thus putting out the flame.

FLUCTUATION OF PRICES IN FRANCE.

THE French Government has recently published certain statistics, so that it is possible to give a comparative statement of prices of several products for six years.

It is exceedingly interesting to note the great variation in the prices of staple commodities. A careful study of the changes that have taken place since 1898 shows anyone desiring to export merchandise to France that conditions are constantly shifting.

For example, the price of pork in 1898 averaged 29c per 2.2 pounds; on April 21, 1904, it had declined 24 per cent., selling at 22c.

Oats is the most changeable of all grains; there is a difference of almost one-fourth in the price between 1898 and 1904.

The harvest governs the price of all commodities of purely French origin. The same quality of wine fell from $25.47 to $16.75 per barrel of 238 quarts between 1899 and 1902; but it rose again to $19.88 in April, 1904. The small and plentiful harvests caused this fluctuation.

These figures give food for thought for all exporters from the United States to European countries. The state of these markets must be carefully examined very often, so that the exporters may supply at a time when their merchandise will sell the most advantageously or be introduced just when the propitious moment arrives to command a good and ready sale.

All coffee looks pretty much alike, but the care and knowledge that is responsible for **40 years** of continuous success is worth your consideration.

Chase & Sanborn's

coffee is handled by experts from the time of planting until it reaches your store.

Get in line and make your customers happy.

Best Values in TEAS

Write us for Samples

Teas and Coffees

Ceylon and **Indian** Greens, at 11c. to 18½c.—Special value. Try a sample lot.
Special values now in **Japans,** all grades, from 13c. to 35c.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock.

JAMES RUTHERFORD & CO.

DIRECT IMPORTERS

27 St. Sacrament Street MONTREAL

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Cheese Trade.

IN his report regarding the Canadian export cheese trade of 1903, A. W. Grindley, agent of the Department of Agriculture in Great Britain, makes the following suggestions: "The cheese season of 1902 was a most successful one; there was a large increase in the quantity, and the steady improvement in the quality was so great that in spite of very heavy supplies the prices realized on the whole were satisfactory. The mild, sweet, palatable flavor, as distinguished from the heated and biting character so noticeable in former years, has created a large consumptive demand, which will have a tendency to do away with the disproportion in value between Canadian and English Cheddar. The practice of shipping too new or 'green' cannot be too emphatically condemned, as it not only spoils the sale, but hurts the reputation of Canadian cheese. The salesman, as well as the exporter, is to blame for sending these immature cheeses, and the patrons of factories should insist that their cheese should be held in the curing room until it is in such a condition as will give satisfaction to the British consumer.

Cool Curing of Cheese.

"The comparative difference in the cheese held in the Government cool curing rooms has become very noticeable, not only in quality, but in general appearance. The improvement is due to cool curing and 'waxing' the cheese, which also has the advantage of preventing a considerable percentage of shrinkage. During the season of 1902, when 'waxed' cheese first appeared on the British market, some of the grocers' associations objected, and even went so far as to demand an allowance on weights, but it soon proved that there was less shrinkage, which, added to the improved quality and appearance of the cheese, quickly created a brisk demand for cheese coming from the Government curing stations, at an advance in price compared to cheese coming from the ordinary factories.

Boxing Cheese.

"The percentage of broken boxes was not so high during 1903, although it still runs very high, ranging from five to twenty-five per cent. The falling off in breakage is due to: (1) The damp season, which makes the boxes less brittle. (2) More care on the part of the shipping companies in loading, stowing, and discharging cargoes, this work being closely watched by the inspectors of the Canadian Government. (3) The use of boxes of better quality. The latter point has been very noticeable in cheese coming from the Government curing stations, the boxes being made of heavier material; the broken boxes did not run above two per cent., which proves that it is false economy to buy cheap boxes. Care should be taken not to use green, unseasoned boxes, as the cheese, particularly the top and bottom, may be damaged in quality from this cause alone.

Skin Brand on Cheese.

"Leading British importers of Canadian cheese are in favor of branding cheese indelibly with the month in which they are made. Some years ago 'September' cheeses became the favorites, but owing to the improvement in the quality of cheese made during July and August, brought about by the system of 'cool curing' introduced by the Department of Agriculture, the makes of other months have proved to be nearly as good in quality as September's. It is claimed that unscrupulous dealers in Canada, as well as in Great Britain, quote 'Septembers' at such low prices as to lead to the supposition that they are the make of other months, and as a result any inferiority in quality is not discovered until after delivery is taken. If the month of make were branded on the cheese they would be sold on their merits, and speculators who bought cheap lines of July, August, October, or November makes would be debarred from quoting them by cable or otherwise as 'Septembers.'"

Canadian Cheese Improving.

WHOLESALE dealers in Montreal report that the average quality of cheese being marketed at that point this year is considerably above the quality of last year or the year before.

Some of the defects, however, noticed in cheese there, as the result of a recent official examination, were: First, leak in body and too much acidity; second, objectionable flavors, a weedy flavor, or what is called an "off" flavor, due to carelessness on the part of some person, either patron or maker; third, defective finish, but much superior to the general appearance of cheese marketed in previous years. No excuse can be made for the unworkmanlike manner in which some of the cheese is put up. They are not uniform; carelessness is displayed in putting the cloths on the ends of the cheese; the boxes are not properly trimmed after the cheese are put in them; and in some cases the boxes are not high enough, allowing the weight of the top cheese to rest on the bottom cheese, rather than upon the boxes. In some cases boxes are too large in circumference, allowing the cheese to work from side to side, wearing rough patches on the ends and sides. There is also evidence of negligence in the care of the shelves; the ends of the cheese in a few instances being quite dirty, while the sides were clean. One wholesale dealer stated that out of forty boxes received he had his men rope thirty-eight of them before they were fit for shipment on the steamer. Another shipper said that out of a lot of 150 only a few arrived at his warehouse in sound condition. A poor quality of box and carelessness on the part of makers in boxing cheese, will, if continued, injure the trade.

Provisions in Trinidad.

Latest reports from Trinidad say there is a better feeling in both pork and lard, but stocks are considerable, and quotations remain unchanged. Pork loins, ribs, shoulders, etc., are all inquired for. All grades of family beef are in over supply, and prices continue to decline.

Provision Notes.

The Anglo-Canadian Cold Storage Exchange, with headquarters in London, Eng., are offering to equip the St. Lawrence Market, Toronto, with an up-to-date cold storage plant.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, = Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED.
PORK AND BEEF PACKERS,
TORONTO, ONT.

LONG CLEAR BACON

Finest quality, new cured, light sides for summer cutting trade.

Write, Wire or Phone for Prices.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

MAGIC

TRADE MARK

SODA

OR SALERATUS IS THE BEST.

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The market in smoked meats is very brisk, as the season is now in full swing. Prices are maintained at last week's level, with the exception of long clear bacon, which is a quarter-cent lower. The fresh meat market is very dull, the wet weather telling strongly against it. The beginning of the week was like a Sunday, according to one dealer. People are buying no more than they are compelled to. Mutton and yearling lambs have come down from a cent to a cent and a-half on acount of the good grass, the droves finding good pasturage all over. We quote this week:

Long clear bacon, per lb	$ 0 07½	$0 07¾
Smoked breakfast bacon, per lb	0 12	0 12½
Roll bacon, per lb	0 09	0 09½
Small hams per lb	0 12	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 50	16 00
Short cut, per bbl	17 00	17 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07	0 07½
" tubs "	0 07½	0 07¾
" pails "	0 07¾	0 07⅞
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	9 00	10 25
" front quarters	4 50	5 50
" choice carcases	7 50	8 25
" medium	6 50	7 50
" common	6 00	7 00
Mutton	6 00	7 50
Lamb, yearling	7 50	8 50
" spring	11 00	12 50
Veal	6 00	8 50
Hogs, light	....	7 60
" heavy	6 50	6 75

Butter—Nothing has happened during the week to alter conditions in the butter market. Supplies are as large as ever, and dealers are simply flooded with prints and tubs. Prices ruling in England are too low for our exporters, and almost nothing is being handled for the export market. Exports of creamery butter have been higher this Spring than usual. Dealers are holding on to their stock, in the hope of better quotations abroad. Prices this week are:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17½
Dairy prints	0 13	0 15
" in tubs	0 12	0 14

Cheese—There is a little brightness in the horizon for cheese exporters, on account of last week's board prices. These ranged all the way from 7 to 7 3-4, but 7 1-2 was about the average. Still prices are too high to make buying for export profitable. England is getting large supplies of butter and cheese elsewhere, and in addition consumption has fallen off seriously. A recently returned produce merchant says business is very dull in England, and there is not much prospect of immediate improvement. It is during good times that cheese is bought so freely by the Englishman. Board prices were forced to drop, and unless the export demand increases there will be a further slump. There is very little old cheese offering, and what there is is within narrow range. The price on this remains unchanged, but in accordance with board quotations new cheese has fallen off a quarter of a cent. It would not be surprising to see seven cents, the high limit, offered the factories in a couple of weeks, and if so, they will have to accept it, since exporters will stay out of the market, rather than lose in their transactions.

Board reports for the week ending July 11 are:

Board.	Boxes.		Price.
Ingersoll	575	(none sold)	0 07½
Campbellford	2,140	(few sold)	0 07 9-16
Peterboro'	7,037	(4,737 sold)	0 07⅝
Picton	*1,473	(none sold)	0 07½
Woodstock	6,700	(800 sold)	0 07⅝
Stirling	1,115	(900 sold)	0 07⅝
Brockville	3,095	(none sold)	0 07½
Madoc	1,020	(550 sold)	0 07⅝ 0 07 7-16
Kingston	1,271	(90 sold)	0 07½
Tweed	715	(585 sold)	0 07⅝ 0 07 7-16
Barrie	745	(580 sold)	0 07⅝ 0 07⅝
Winchester	1,557	(none sold)	0 07½
Vankleek Hill	1,812	(699 sold)	0 07⅝
Iroquois	1,178	(none sold)	0 07½
Ottawa	1,799	(*445 sold)	0 07 5-16
Listowel	3,571	(none sold)	0 07 0 07½
Kemptville	1,816	(few sold)	0 07½
Napanee	1,843	(1,085 sold)	0 07 5-16
Perth	3,250		0 07½ 0 07 5-16
Belleville	4,700	(2,300 sold)	0 07½ 0 07 9-16
Cornwall	2,167		0 07½
Alexandria	1,536		0 07 9-16
London	1,695	(none sold)	0 07 0 07 1-16

*Colored Cheeses.

We quote the following prices:

	Per lb.	
Cheese, large, old	0 10	0 10½
" new	0 08¾	0 09
" twins	0 09	0 09¼

Montreal.

Provisions—Activity rules in the provision market, and arrivals are heavy for the time of year. No new feature has turned up in the hog situation. The supply of live hogs on Monday, for instance, was very small. The demand was fairly good, and prices for fine stock were steady at $5.25 to $5.40 per cwt., weighed off the cars. Fresh killed abattoir stock is active, and prices remain unchanged at $7.50 per 100 lbs. The hot weather causes a good demand for bacon and hams, but the trade in pork is light. The movement in lard is fair, and for the midsummer, business generally is good. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13¼
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07¾
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00¼
60-lb. tubs, "	....	0 00¼
20-lb. wood pails "	....	0 00¼
10-lb. tins, "	....	0 00¼
5-lb. tins, "	....	0 00¼
3-lb. tins, "	....	0 01
Wood net, tin gross weight—		
"Boar's Head" brand, tierces, per lb	....	0 07½
" ½-tierces, per lb	....	0 07⅝
" 60-lb. fancy tubs	....	0 07¼
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07⅞
20-lb. wood pails, each	....	1 53
20-lb. tin pails, each	....	1 43

Butter—The market is dull and inactive for the time of year. The prices ruling at country points seem to be higher than are being paid at the wharf in the city. Spot quotations simply refuse to suit the prices paid at country points. For instance, finest creamery was calling for 17 1-2c, and at the same time, right on the docks in the city, the prevailing prices were 17 to 17 1-2c. As many as 900 boxes were sold at that figure.

The exports of butter to date are interesting, showing total shipments from May 1 to date of 18,512 boxes. Of this, there were 13,489 through freight and the balance local.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

When ordering

Macaroni

be sure to specify

Napoli Macaroni

You will get

—a better article.
—at a less price.
—in a more saleable package.

Order from your wholesaler, and if he can't or won't supply NAPOLI BRAND, send order direct.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

This plan is slow and not very sure.

Wilson's Fly Pads

Will kill millions and do it quickly.

10 Cents

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

Mr. Grocer,—We are not in any combine, our goods are made to sell everybody, and are cheaper than other similar lines ; they are good and quick sellers, and pay you largest profits. To convince yourself of

RETURNED
JUL 15 1904
Art Book 21
Page 32

this, drop us a line for price list and samples.

Makers of the Famous **Chinese Starch,** etc.

OCEAN MILLS, ...MONTREAL.

the testimony of one grocer is the experience of all who handle our

"Crushed— JAVA AND MOCHA" COFFEE

What one grocer says—

T——— — 1904.

Dear Sirs,—
Will you please send me at once per Canadian Express—
25 lbs. Crushed Java and Mocha Coffee—the same as I got in May last. The Coffee was hard to start first, our customers fearing it was too cheap, but proof has been prevailing.

Yours truly, — —

Drop a card for a sample— or, better still, order 10 lbs. as a trial— You'll order more with your next order.

A blend of the broken beans sifted from our high-grade coffees with just enough chicory to suit the average palate.

WHOLE CRUSHED —OR— CRUSHED AND GROUND

Sold retail at 25cts. though —it's so good it's easily worth 30c. lb.

THE EBY, BLAIN CO., Wholesale Grocers LIMITED, TORONTO.

Cheese—Cheese picked up a little in the early part of the week, but the advices from the Old Country are still gloomy, and large stocks are accumulated there. Still there was a disposition of independence shown by holders in the city that was surprising when certain shippers wanted some stock to fill orders for special shipment on the steamers sailing this week. How long this feeling may continue is hard to define. The arrivals, as posted on 'Change last week, were nearly twenty per cent. less than during the same week of last year. To date since the opening of navigation the arrivals are 17 per cent. less than they were during the same period of 1903. The exports of last week show a falling off of over 30 per cent. compared with the same week of last year, and the decline for the season so far is a little less than twenty-five per cent. The wharf sales are the strongest testimony to the situation.

As many as 9,000 boxes were sold at 7 1-4c. on spot. Easterns were held around 7 1-8, and Ontarios at 7 7-8c.

The figures for export during the week ending July 12 show that the cheese exports were 104,252 boxes; of these, 16,576 were through, and 87,676 were local shipment. For the corresponding period last year the exports were 136,894, and for 1902 they were 86,527 boxes.

The total shipments to date since the opening of navigation were 525,430, and in 1903, 750,519, and in 1902, 564,803. Thus the falling off becomes more glaring as each week slips by. The total shows a drop of nearly 200,000 boxes.

St. John, N.B.

Provisions—In barreled goods the sale is light. Pork is at least no higher. Beef is quite firm, but finds few buyers. Pure lard continues easy at the very low prices. There is rather an improved demand for refined lard. Rolls and hams remain unchanged; business is a retail one. Fresh beef is held at full price for western stock. Domestic is low. Lamb is more freely offered; average prices rule. There is a good sale. Veals hold firm, with mutton and pork low.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 50	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 10
Mutton "	0 06	0 07
Veal "	0 08	0 09
Lamb, each	3 00	9 00
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" pails "	0 08½	0 09
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09

Butter—Market is overstocked. Only the very best sells at all freely. Prices are low.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Prices are still quite firm. Receipts not large.

Eggs, hennery	0 18	0 20
" case stock	0 14	0 15

Cheese—The price is rather lower, but little change expected.

Cheese, per lb	0 09½	0 10

Winnipeg.

Butter—The market is quiet and prices are rather low. There is not a sufficient supply of fresh dairy butter on the market to give the quotations.

Creamery, per lb		0 20
Dairy, in tubs	0 16	0 17

Cured Meats—The market continues firm. Our quotations are as follows:

Hams, per lb	0 13½
Shoulders, per lb	0 08½
Picnic hams per lb	0 09
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 11½
Large spice rolls, per lb	0 10½
Long dry clear, per lb	0 09
Dhort spice rolls, per lb	0 10½
ry salt backs, per lb	0 10

Lard—The market has declined a little, and prices are easier. Our quotations are as follows:

Lard, 50-lb. pails	4 80
" 20 "	2 00
" 10 " in cases	6 05
" 5 " "	6 15
" 3 " "	6 25
" Compound, in 20-lb pails	1 75

The T. Upton Co., Hamilton, are now filling orders for strawberry jam with this season's pack of strawberries.

Fresh and Cured Fish

How to Handle Fish.

YEARS ago the fish trade, outside of the immediate City of Montreal, was confined almost exclusively to salted fish, such as salted herrings, green codfish, and hard dried codfish. With improved methods of transportation, however, the handling of fish has developed into an important department of trade. Fish can now be shipped to any point within a radius of 200 miles of the larger cities, reaching customers in a comparatively short time, and in perfect condition.

It is a well known fact that large quantities of fresh fish are consumed weekly in cities of any size, and it is only a question of the rural merchants knowing how to handle it properly in order to increase the consumption of fish in towns and villages throughout the country. People living in small towns have raised the objection that they cannot get regular supplies of fresh fish, but for some years past dealers have made this a study, with a view of catering to the wants of their out-of-town customers. Care in handling is the principal thing, and it is certain that merchants or grocers who will make a specialty of supplying their customers with fresh fish will build up a trade for other lines as well, since there is nothing that impresses the consumer so much as the willingness of a merchant to supply him with what he wants.

It is not necessary for a merchant to stock up a lot of fish and run the chance of it spoiling. At the present time he may order his fish fresh weekly, according to the needs of his customers. Many large wholesale dealers in the cities, such as Montreal, send out weekly price lists early each week, keeping firm prices on various kinds in season for shipment on the same Thursday, so that a merchant may have ample time to estimate his requirements, to send an order by mail after receiving the price list, and forward the order to the shipper. His order of fresh fish can be shipped by express on Thursday, and reach the dealers in first-class condition for the demand, which is usually most active on Thursdays and Fridays. In this way it is possible for people living out of town to secure all the delicacies of the season in the fish line, and at practically the same prices as if they were living in the large centres.

During the Summer months, when a large number of city residents visit the country, they usually want to get their fresh salmon, or other kinds of fish they have been accustomed to in the city, and the merchant or storekeeper who caters to this desire may reap a good profit. In fact, it has been proven time and again that grocers and general store keepers who have catered to the wants of their customers, have had a wonderful increase in their business. There are one or two merchants in the larger towns, within fifty or sixty miles of Montreal, who have built up an extensive trade with little trouble, just by ordering their fish ahead, and getting it in by express on Thursday or Friday, for the consumer.

It is an established fact that fish exposed in stores in the old style is offensive to the customer, but this can be obviated by having a nice box, zinc, or galvanized iron lined, covered with glass, placed in front, on the side of the store, away from anything susceptible to the fishy smell, with running water and ice. There is very little chance of any smell permeating the store. Merchants who order their fish according to their customers' wants, find that such usually arrives with sufficient ice to keep it over night, and it can be delivered promptly the next morning.

Fresh fish naturally should not be exposed to the air, and it should also be well iced. During the months of June, July and August fresh fish must be ordered only as required, and then shipped by express. The large fish dealers in the cities have all the facilities for storing, and their arrangements for shipping are so perfect as to guarantee almost fresh delivery to customers.

In the large cities, such as Montreal, the fish business is done, to a great extent, as a specialty, and no grocer combines the sale of fish with the general groceries. This is also due to the fact that a special license is required, which many grocers do not care to pay.

Salmon Facts.

In their latest report on salmon conditions prevailing in British Columbia and the Pacific Coast, the J. K. Armsby Co., of Chicago, say :

No fish are reported on the Fraser River so far, and only 50 per cent. of the canneries will operate this season. The fishermen on the Skeena River, B. C., are still striking, and the run is light. No salmon are reported yet on other northern B. C. waters.

The Spring run on Puget Sound is the smallest in years. No sockeye has been reported yet, either in the ocean, outside straits or in the straits. A large percentage of the canners are closed, as a very small pack is expected. On the Columbia River early and protracted high water has interfered with the fishing season. Packing closes August 5, but there is yet a chance for a fair run. Packing up to date is only 50 per cent. of last season. On the Sacramento River packing is practically closed, the run having been about 40 per cent. of last year's.

At Bristol Bay, Behring Sea, is reported the heaviest and latest ice blockade on record. It looks as though the pack would be cut in two, and unless ice conditions change some companies will pack almost nothing owing to lack of towing facilities, as the present condition of ice necessitates large towing steamers in order to enable sailing vessels to get up to their docks. Chignik canneries are all opened for business, although there are no fish yet. At Kodiak Island the salmon run is very slight, and at Cook's Inlet "no fish yet" is reported. At Prince William Sound there has been heavy weather, with the season half over and the pack from one-third to one-half short. In south eastern Alaska many canneries are closed, and a small pack is expected.

Limit Put on Anglers.

BY the new fishery regulations adopted by the Dominion Government, anglers are only permitted to catch eight instead of twelve bass per day. The limit for maskinonge is four, pickerel twelve, and lake trout four, speckled or brook trout thirty, or ten pounds.

The size limit for pickerel is fifteen inches, for maskinonge thirty inches, measuring from the point of the nose to the centre of the tail. The sale and export of speckled trout, black bass and maskinonge is prohibited for a period of five years, provided, however, that any person from a foreign country fishing in the waters of the province who obtains an angler's license may, upon leaving the province, take with him the lawful catch of two days' fishing.

In Point of Tastiness

Salt water fish are as much better than fresh water fish as the air of the sea coast is better and more invigorating than the air of inland parts. And the tasty cod of the Atlantic is all the tastier when cured by a salting process and put on the market as

"HALIFAX" and "ACADIA"
BRANDS OF PREPARED **CODFISH,**

which are just salt enough to be nice. Emphasize these points when seeking to interest your customers in these tastiest of fish products.

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.
A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

SOCKEYE **SALMON**

"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

"Horse Shoe" SALMON

For 25 years the standard in Canada.
Every can guaranteed.
The quality unexcelled.
It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY
J. H. Todd & Sons, - Victoria, B.C.

Copy of Telegram

July 9th, 1904

"CANADIAN CANNERS
Hamilton

"Must have ten cases AYLMER "LUNCH TONGUE immediately. "My jobber sold out AYLMER. Wire "immediately where can procure same."

The telegram as above speaks for itself. Both the aforementioned jobber and retail grocer may lose valued accounts through not having **AYLMER LUNCH TONGUE** in stock.

How is Your Stock?

Stocks in packers' hands are very light and will soon be exhausted.

YOU

Cannot afford to be out of

AYLMER LUNCH TONGUE

EXTRACTS

During the summer months people prefer and eat more light foods, delicately and temptingly flavored, than at any other time of the year.

And if you cater to and develop this tendency you should work up a large business in extracts.

Of course you must handle extracts of the very highest quality to do this.

And this is just where we can interest you.

Our Oriental and Forest City Extracts impart to custards, ice cream and pastry that full, rich flavor which is not found in common extracts.

Our Vanilla Extract is made from the very best beans in the world—all our other flavors are on the same high standard of quality.

GORMAN, ECKERT & CO.
LIMITED
London, Canada.

Importers and Roasters of Coffee.
Manufacturers of High-class Spices, Extracts and Baking Powder.

P.S.—Are you selling many olives? If not, why not? Write us about olives and perhaps we can tell you how to increase your sales.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

PERSONAL MENTION.

Mr. D. W. Duff, of Perkins, Ince & Co., Toronto, is enjoying a well-earned holiday.

Mr. W. H. Dunn, Montreal, is taking a few weeks' vacation with his family at Cliff Haven, N.Y.

Mr. J. L. Watt, of Watt & Scott, brokers and commission merchants, Toronto, is visiting London and western points this week.

Mr. W. G. A. Lambe, of W. G. A. Lambe & Co., grocery brokers and agents, Toronto, is home from a two months' trip to England.

Major Zeph. Hebert, of Hudon, Hebert & Cie., Montreal, with his wife and family, leaves this week for a five weeks' sojourn at Old Orchard Beach.

Mr. R. Dufresne, representing B. O. Beland, Montreal, wine and spirit merchant and grocers' specialties, leaves for Western Ontario, going as far as Georgian Bay district.

Mr. Chas. Chaput, of L. Chaput, Fils & Cie., Montreal, accompanied by Mrs. Chaput, has departed for Old Orchard Beach, where a month's vacation will be spent.

Mr. P. J. Thomas, of Salada Tea Co., Toronto, passed through Montreal on his way home from England and the Continent. Mr. Thomas was a passenger on the ss. Dominion, in port July 11.

Mr. C. Wilkinson, for many years employed in the sample room of J. A. Mathewson & Co., wholesale grocers, Montreal, has joined the traveling staff of his house, and is looking after the city grocers. His experience and ambition should bring good results, and The Grocer wishes him good luck.

Mr. J. Lorimer, of Lorimer & Co., Ltd., London, manufacturers of grocers' and druggists' specialties, who has been visiting the Canadian trade in person during the past month, was a caller at the Montreal offices of The Grocer. Mr. Lorimer has made arrangements with prominent Canadian firms for the sale of his company's products, and an active canvass will be prosecuted.

Mr. George Robertson, M.P.P., St. John, N.B., was in Toronto the early part of the week. Mr. Robertson, who was formerly in the wholesale grocery business in St. John, takes an active interest in all that appertains to the commercial welfare of St. John, and is the champion of the movement for the construction of a dry dock in that city.

J. J. McCabe, who has been associated with McWilliam & Everist, wholesale fruit and commission merchants, Toronto, for the past three years, has decided to launch out in business on his own account, and will on Monday, July 18 enter into partnership with W. B. Stringer, fruit broker and sales agent, Toronto. Mr. McCabe will be in charge of the office at 61 Front street east, and will also attend to the firm's advertising interests.

Mr. G. B. Suggitt, a well-known retail grocer of Leeds, Eng., has been making a tour of Eastern Canada and the Eastern and Middle States of the American Union. Mr. Suggitt is the honorary secretary of the Leeds Grocers' Association, and of the Grocers' Exhibition. He takes particular interest in window dressing, and has closely watched the grocery stores in Canada. In his opinion, the grocers of this country have something to learn from their brethren in Great Britain.

Old Cheese.

We have 31 Boxes of the very finest Famous Waba Cheese (Twins), September and October makes, in prime condition, rich and tasty, fit for the King's table, at

10½c. per lb.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for the Famous "SALADA" Tea.

IF you know what is good for your business and for the consumer you will sell "BLUEOL," the Finest Laundry Blue in the world.

Investigate for yourself. It will be worth your while.

J. M. Douglas & Co., Manufacturers, Est'd. 1857. Montreal.

100 CANDLE POWER ½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 AC ETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

Summer Sellers and good ones—

BORDEN'S

"EAGLE" Brand

Condensed Milk

and

"Peerless" Brand

Evaporated Cream.

Suggest them to your customers—think of them yourself when next ordering goods.

SELLING AGENTS IN CANADA

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO., St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

GREIG'S

WHITE SWAN

Barley Crisps

Thin, flaky and light—the very choicest form in which Barley can be offered.

Can be used for a great variety of tasty dishes.

Makes an ideal food for infants and persons of weak digestion.

Put up in attractive packages, 3 dozen in a case.

THIS LINE IS A WINNER.

The ROBERT GREIG CO., Limited

WHITE SWAN MILLS, TORONTO

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.
Pure Gold Mfg. Co., Toronto.
Royal Baking Powder Co., New York.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners Limited, Hamilton.
Eckardt, H. P., & Co., Toronto.
Old Homestead Canning Co., Picton, Ont.
Robertson, Geo., & Son., Kingston, Ont.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Campbell's, R. Sons, Hamilton.
Cassidy, John L., Montreal.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.
Taylor & Mulveney, Hamilton.

Dairy Produce and Provisions
Canadian Canners', Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Provost & Allard, Ottawa.

Educational.
Belleville Business College, Belleville.
Canadian Corr. College, Toronto.
Metropolitan Business College, Ottawa.
St. Margaret's College, Toronto.
Western Business College, Toronto.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Pacific Selling Co., New York.
Todd, J. H., & Son, Victoria.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Robertson, Geo., & Son, Kingston, Ont.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.
Pure Gold Mfg. Co., Toronto.

Lubricant.
Cole, G. W. Co., New York.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Office Systems, Supplies, etc.
Briggs Ledger System Co., Toronto.
Weese, G. A., & Son, Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Rattray, D., & Sons, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Beland, B. O., Montreal.
Downey, W. P., Montreal.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Typewriters.
Canadian Oliver Typewriter Co., Montreal

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Purnell, Webb & Co., Bristol, Eng.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.
Reckitt's —Gilmour Bros., Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Accountants and Auditors 75
Adams, E. E. 71
Adamson, J. T., & Co. 71
Allison Coupon Co. 7
American Coffee & Spice Co. 85
American Tobacco Co. 83
Auer Light Co 36
Australasian Grocer ... inside front cover
Balfour & Co. 11
Barnard & Holland 23
Bates, Peacock Co. 46
Batty & Co. 85
Beland, B. O. 68
Bell Telephone Co. 72
Belleville Business College 75
Bennett Mfg. Co. 7
Black Bros. & Co. 33
Bloomfield Packing Co. 44
Blue Ribbon Tea 53
Bradstreet's ..... outside back cover
Brantford Starch Works 38
Briggs Ledger System Co. 72
Burlington Canning Co. 7
Campbell's, R. Sons 17
Canada Paper Co. 59
Canadian Corr. College 75
Canadian Canners Limited 34
Canadian Gelatine Co 69
Canadian Oliver Typewriter Co 72
Canadian Press Clipping Bureau ..... inside back cover
Canadian Salt Co 38
Canadian Swiss Trading Co. 69
Canadian Vinegar Co 71
Capstan Manufacturing Co 36
Cassidy, J. L., Co 23
Castle, F. J., Co. 66
Ceylon Tea 6
Chase & Sanborn 25
Christie, Brown & Co. ..outside front cover
Clark, W. 59
Cole G. W. & Co. 72
Coles Manufacturing Co 38
Colson, C. E., & Son ..outside back cover 3
Commercial Intelligence 72
"Commissioner" Tea 7
Computing Scale Co., of Canada 3
Cowan Co 69
Cox's Gelatine 7
Cullen, Orlan Clyde 65
Davidson & Hay 13
Dawson Commission Co. 70
Dingle & Stewart 2
Dominion Molasses Co. inside back cover
Dominion Packing Co 27
Douglas, J. M., & Co. 36
Downey, W. P 55
Duncan Company 7
Dunn, Wm. H 36
Dutch Chemical Works. inside back cover
Eby, Blain Co 31
Eckardt, H. P., & Co. 45
Edwardsburg Starch Co 87
Empire Tobacco Co. 80
Epps's Cocoa 77
Estabrooks, T. H. 61
Eureka Refrigerator Co 7
Ewing, S. H. & A. S. 35
Ewing, S. H., & Sons 5
Fabien, C. P. 82
Fearman, F. W., Co 27
Finkle & Ackerman 71
Force Food Co. 77
Fortier, J. M 82
Foster Pottery Co 2
Frontenac Cereal Co 78
Gibb, W. A , Co. 70
Gillard, W. H., & Co 8
Gillett, E. W., Co., Ltd. 28
Gorman, Eckert & Co. 34
Gowans, Kent & Co. 19
Greig, Robt., Co 36
Grocers Engineering Co. inside front cover
Hill, Evans & Co 88
Horrocks, T. J 82
Husband Bros. & Co. 70
Japan Teas 4
Kay Bros 86
Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ....inside back cover
Kinnear, Thos., & Co. 12
Klotz, E. W. 21
Lambe, W. G. A. 2
Lamont, Corliss & Co. 69
Legal cards 75
Lucas, Steele & Bristol 11
Lytle, T. A., Co. 3
Maiden, J. H. 86
Matthews, Geo. Co 28
Metallic Roofing Co. 65
Millman, W. H., & Sons 2
Mooney Biscuit and Candy Co. 67
Morse Bros. 10
Mott, John P., & Co 66
Metropolitan Business College 75
MacLaren's Imperial Cheese Co 12
McAlpin Consumers Tobacco Co .. 82
McCann Wm., Milling Co 67
McDougal & Lemon 71
McDougall, D., & Co. 83
McGregor-Harris Co. 46
McLaren's Cooks' Friend Baking Powder ..... inside back cover
McLean, J. A., Produce Co. 28
McWilliam & Everist 70
National Licorice Co ...inside front cover
Napoli Macaroni Co 29
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 65
Oakey, John, & Sons. .outside back cover
Oakville Basket Co .... inside back cover
Ocean Mills 30
Old Homestead Canning Co 58
"Ozo" Co. 68
Pacific Selling Co. 55
Page, C. S. 65
Park, Blackwell Co. 27
Payne, J. Bruce 81
Price, Chambers & Co. 2
Provost & Allard 35
Pure Gold Mfg. Co. 56, 57
Purnell, Webb & Co. ....inside front cover
Rattray, D., & Sons 79
Reid, W. B., & Co 32
Reckitt's Blue and Black Lead 46
Robertson, Geo., & Son 55
Rose & Laflamme 5, 79
Row & Co. 2
Royal Baking Powder Co. 63
Rutherford, Jas., & Co. 25
Rutherford, Marshall & Co 46
Ryan, Wm., Co. 46
"Salada" Tea Co 42
Sheridan, J. H. 65
Simson Bros. Co 69
Smith, Geo. J 72
"Sovereign" and "Lynx" Salmon .. 33
St. Charles Condensing Co 55
Stewart, A. J., & Co 66
St. Margaret's College 75
Stringer, W. B. 71
Taylor & Mulveney 14
Taylor & Pringle 2
Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todd, J. H., & Sons. 33
Tuckett, Geo. E., & Son Co. 81
Turner, James, & Co. 11
United Factories 8
Upton, Thos., & Co. 13
Verret, Stewart & Co. 7
Walker, Hugh, & Son 71
Walkerville Match Co. 5
Waterloo Broom and Brush Co 7
Watt, J. L., & Scott 66
Weese, G. A., & Son. 72
Western Business College 75
Wethey, J. H. .....outside back cover
White & Co. 71
Wilson, Archdale 29
Wilson Commission Co. 2
Wilson, W. H., Co. 3
Winn & Holland .....outside back cover
Wood, Thomas, & Co. 8
Woods, Walter & Co. 29

Where the Honey is

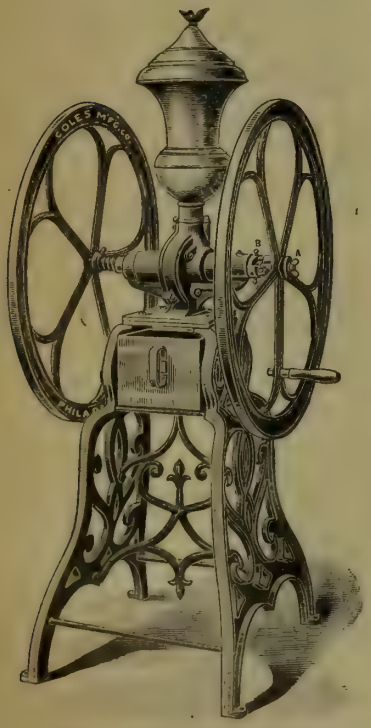
there are the bees."

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—***quality is remembered long after price is forgotten.***

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystaline—it is the Salt that doesn't cake. "Where the honey is, there are the bees"—you can trust the high-class grocer ***to*** find out ***just where the honey is.***

Windsor Salt

The Canadian Salt Co., Limited, Windsor, Ont.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

We sell a big lot of Celluloid Starch every year. We sell a lot because it is good and people know it is good.

You could sell a lot more starch and better satisfy your customers if you supplied them with Celluloid Starch.

Celluloid Starch

Never Sticks Requires no Cooking.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - 232 McGill Street. Telephone Main 1255,
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. / Adscript, Canada.

New Advertisers

Metropolitan Business College, Ottawa.
Taylor & Mulveney, Hamilton.
Gowans, Kent & Co., Toronto.
Barnard & Holland, Montreal.
John L. Cassidy Co., Montreal.
E W. Klotz, Toronto.
R. Campbell's Sons, Hamilton.

THE DUMPING CLAUSE.

A NUMBER of inquiries have been received from readers, asking us to explain the nature of the legislation known as the "dumping clause" in the recent tariff introduced by the Minister of Finance. There seems to be considerable difference of opinion throughout the country as to what it really means, caused mainly by the different views expressed in the daily newspapers. To begin with, the customs law of Canada now, and for many years past in force, provides, in effect, that the value for customs duty purposes of any imported article subject to an ad valorem duty shall be the fair market value of such article as sold for home consumption in the principal markets of the country of export, at the time of export, in the ordinary course of trade, and on the usual terms of credit. Heretofore, therefore, although any manufacturer or merchant might sell goods to Canada at lower prices than he sold similar goods for home consumption in his own country, the Canadian importer was obliged to pay duty, not on the special price for export, but on the basis of the home consumption value in the country of export, as above referred to.

Briefly stated, Mr. Fielding has now provided that, in any case where imported dutiable goods of a class or kind manufactured in Canada, whether subject to a specific or ad valorem duties, are sold to Canada at a price below the fair market value of such goods, as sold for home consumption in the open market of the country of export in the usual and ordinary way, and on the ordinary credit terms, there shall be levied thereon in Canada, in addition to the ordinary duty established by the Canadian tariff, a special duty equal to the difference between the selling price and the said fair market value for home consumption in the country of export, provided, however, that such special duty shall not exceed one-half the ordinary duty provided by the tariff.

An exception, however, has been made in the case of the following articles:

Rolled round wire rods, not over three-eighths of an inch in diameter.
Pig iron, iron kentledge and cast scrap iron.
Iron and steel ingots, blooms, slabs, billets, puddled bars, loops and other forms, as described in Tariff Item 226.
Rolled iron or steel angles, tees, beams, channels, joists, girders, zees, stars, other rolled shapes; trough, building or structural rolled sections or shapes and flat eye bar blanks, as described in Tariff Item 228.
Rolled iron or steel plates, not less than thirty inches wide, and not less than one-quarter of an inch in thickness.

As respects these articles, the special duty shall be the difference between the selling price and the fair market value for home consumption in the country of export, but not to exceed 15 per cent. ad valorem based upon the home consumption price. The reason for this exception is that the articles specifically mentioned are protected by way of bounty or bonus, in addition to duties. The rate of 15 per cent. ad valorem is estimated to represent one-half the protection afforded by such bounties and duties under the tariff. By this means the articles mentioned are placed on the same plane as all dutiable articles covered by the general provision.

It might be well here to illustrate the operation of the new law. Take, for instance, the case of an article, say a piece of machinery, which is sold in the United States for home consumption there, in the ordinary course of trade, at $100, and it is exported to Canada at a special price of, say, $85. The article, let it be supposed, is dutiable at 30 per cent. ad valorem, under the Canadian customs tariff. The calculation, in these circumstances, would be as follows:

In the first place, duty would be charged at 30 per cent. ad valorem on the United States home consumption price, namely, $100, making $30 to be paid as the ordinary duty. The customs officer would then compute the special duty, on account of there being a difference between the selling price and the home consumption value. Such special duty would be the maximum, namely, one-half the ordinary duty, or $15.

But supposing the article were sold to Canada at a price of $95, the calculation in such case would be as follows:

Duty on $100, at 30 per cent.....	$30 00
Special additional duty would be the difference between the selling price and the fair market value in the country of export, namely	5 00
Total duty	$35 00

It will be observed from this explanation that the special duty works automatically. The home buyer and the foreign seller can determine whether any special duty will require to be paid or not, and if so, to what extent. If the selling price of the exporter to Canada is the same as the home consumption price in his own country, there is no special duty to pay, but if the selling price is lower than the said home consumption value, the special duty has to be paid, to the extent of the reduction. Provided, that it shall not exceed one-half of the ordinary duty, or 15 per cent. ad valorem in the specific cases we have referred to.

In effect, the amount of the reduction in price to importers in Canada is constituted a duty, and placed in the Gov-

ernment treasury, so that it is of no advantage to an importer to buy goods at slaughter prices.

On June 28, the "dumping" clause was amended by adding the following clause:

"The Minister of Customs may make such regulations as are deemed necessary for carrying out the provisions of the foregoing sections, and for the enforcement thereof.

"Such regulations may also provide for the temporary exemption from special duty of any article or class of articles, when it is established to the satisfaction of the Minister of Customs that such articles are not made in Canada in substantial quantities, and offered for sale to all purchasers on equal terms."

The intention of the Government in introducing this clause was evidently to provide against lack of supply of Canadian manufactured articles, on account of strikes, or on account of articles being manufactured in Canada on an exceedingly small scale.

A SUCCESSFUL CAMPAIGN.

THE campaign we have waged for some years against the administration of the Department of Trade and Commerce has at last been successful.

Sir Richard Cartwright, the Minister, has never had a friendly feeling for the manufacturers. That he was not made Minister of Finance when the Laurier Government came into power was due to the Premier's desire to cultivate the business interests, which he feared Sir Richard would estrange, as he had in the Mackenzie Government. Both Sir Richard and his deputy showed no sympathy for the development of Canadian industry or an export trade. They opposed the appointment of commercial agents abroad, and discouraged them when they showed interest in their work, and a desire to do things. Two of these men were told by other members of the Cabinet to do their work as they thought best, and to pay no attention to Sir Richard or his deputy.

As our readers know, we have repeatedly drawn the attention of the Government and of the country to the weakness in this department, and urged that either Sir Richard should be given some other position and an energetic Minister put in his place, or that he should retain his present position and leave the details of the work to some bright young man. At first he would not listen to either proposition.

The pressure, however, has been too strong. We are glad to report that some time ago Sir Richard was forced to carry out our suggestion, and placed the work in the hands of one of his staff, Mr. E. T. C. O'Hara. Mr. O'Hara has put intelligent energy into his work, with the result we anticipated —that the department is developing into a most useful adjunct to the Canadian commercial community. The announcement is now given out that Mr. O'Hara is confirmed in his appointment, and will practically have entire charge of the work of the Department of Trade and Commerce, though he will be known as superintendent of commercial agencies.

While the business community has opposed Sir Richard Cartwright bitterly in his management of this department, while they feel he has stood in the way of commercial progress, yet he is personally held in the highest respect because of the clean and honest record he has borne all through his parliamentary career. It is a well-known fact that he was a wealthy man when he first entered public life, while to-day he is not.

BRIBING OF EMPLOYES A CRIME.

THE State Legislature of Massachusetts has passed an enactment that is designed to correct an abuse that is prevalent in many parts of Canada, as well as in that state. The object of the law is to put a stop to the bribing of employes in the selling of supplies. About a year ago the Canadian Grocer drew attention to the prevalence of this form of commercial corruption, particularly as between the larger hardware supply houses and those who bought the supplies for the lake vessels. A Toronto dealer, it will be remembered, went so far as to say that in the majority of cases the dealer found it absolutely necessary to bribe those in authority to secure the orders for Lake Ontario vessels. Commissions were the rule. Sometimes these commissions were deducted from the average price; in other cases the price was advanced, making the vessel owner bear the expense of the commission charge by his employe, the officer who bought the supplies.

It is manifest, from statements made by large dealers, that this practice is as prevalent as ever. It is wrong in principle and bad in effect, and a law which should effectually prevent it would receive the hearty endorsation of the hardware trade.

The new Massachusetts law provides that whoever gives, offers or promises to an agent, employe or servant any gift or gratuity whatever with intent to influence his action in relation to his principal's, employer's or master's business, or any agent, employe or servant who receives or accepts a gift or gratuity or promise, under an agreement or with an understanding that he shall act in any particular manner in relation to his employer's business, shall be punished by a fine of not less than $10 nor more than $500, or imprisonment for not more than one year.

THE DOMINION EXHIBITION.

ON July 25 the Dominion Exhibition opens at Winnipeg. The annual exhibition at that city is always representative of western life and industry, but this year, supplemented by the Dominion grant, and by the official recognition of the Manufacturers' Association, it is likely to be an exhibition of national importance. Many of the manufacturers of the east are making arrangements to exhibit to the consumers of the West their "Made in Canada" products. Thus, it is hoped, the bond of commercial interdependence will be strengthened.

The Grocer, in recognition of the national character of the exhibition, will issue a special Western Exhibition Number, which will be sent to every firm in the grocery, provision and general store trade west of Port Arthur, including new firms, and any others who are not regular subscribers. In addition to a general write-up of the exhibition, The Grocer will give particular attention to illustrated write-ups of the exhibits in the grocery line, for the benefit of its readers, and in order that those in the West who are prevented from attending may have an idea of what manufacturers in the east have to offer them.

Association News

TORONTO RETAIL GROCERS MEET.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall on Monday evening, July 11, 1904. Final arrangements were completed for the excursion of the association to Buffalo on Wednesday, July 27. The committee reported favorably on their preliminary trip to Buffalo, and their suggestion to invite patrons of the excursion to lunch at Stattler's Restaurant, Ellicott Square, Buffalo, was adopted. This will be the headquarters of the association for the day, and the point from which the tally-hos will start, directly after luncheon, on a tour of the city. The executive are sparing no pains to make the excursion the most successful going out of Toronto this season, and all grocers, friends of grocers and holiday seekers may be assured of a first-class time.

A notice of motion given at the last meeting of the association to donate $50 to the Retail Merchants' Association, was discussed fully, and it was finally decided on a motion, by Messrs. Clark and Bell, that the donation be $25 instead of $50.

The matter of amalgamation with the Retail Merchants' Association was again brought up, and D. W. Clarke gave notice of motion for the next meeting, to the effect that the Retail Grocers' Association amalgamate with the grocers' section of the Retail Merchants' Association. Considerable discussion followed, during which the opinion was expressed that such a change might be in the best interests of the association, especially in view of the fact that a larger body, in which the various trades were represented, might be more influential in securing legislation for the benefit of the retail trade generally, than a single association working by itself. The majority of the members present, however, were not in favor of amalgamation.

The morning fruit market question was also considered, the consensus of opinion being that the retail grocery trade would be benefited directly by such.

A letter from the secretary of the grocers' section of the Retail Merchants' Association was read, calling the attention of the retail grocery trade to a proposition of the Dominion Canning Co., who profess to have secured an option on two or three independent canning companies. This concern is desirous of placing futures with the retail trade, and holds out the inducement of a reduction on prices ruling at the present time. On a motion of Messrs. Bell and Davis, a committee was appointed to confer with the grocers' section of the Retail Merchants' Association.

It was moved and seconded that a letter of condolence be sent to F. Lutterel.

The Grocer has much pleasure in referring to the excellent showing made by the grocers of Toronto in the horse show on Dominion Day. Without question, theirs was one of the best exhibitions of any of the different trades represented.

MONTREAL GROCERS' PICNIC.

The annual picnic of the Montreal Retail Grocers' Association was held this year at Delorimier Park. A programme of over twenty interesting athletic events was carried out on Wednesday, July 13, and a thoroughly good time passed. The prizes awarded included many generous contributions from leading Montreal grocers. Merrymakers came from all parts of the province to join in the outing. A fuller account will be given in next week's issue of Grocer.

EXECUTIVE MEETING OF WHOLESALE GROCERS' GUILD.

A MEETING of the executive of the Dominion Wholesale Grocers' Guild was held on Wednesday and Thursday of this week, in the council room of the Board of Trade, Montreal. Among the western members were: J. F. Eby, of the Eby, Blain Co., Toronto; G. Bristol, of Lucas, Steele & Bristol, Hamilton; H. C. Beckett, of W. H. Gillard & Co., Hamilton; T. B. Escott, London, and J. Millar, of Whitehead & Turner, Quebec.

Mayor Laporte, of Laporte, Martin & Cie., Montreal, presided. Matters of great importance were under discussion, among others the question of a readjustment of the selling terms and the canning situation. Both of these two subjects have been of absorbing interest for some time past, and no doubt at this meeting some united action was agreed upon, which will be in the interest of both the jobbing men and retail trade. The conditions of trade during the past decade, and the changes that have been introduced in the methods of distributing goods from the manufacturer until they reach the consumer, have been such that a radical change is found to be necessary, and the concerted action of a body of business men, such as constitutes the Wholesale Grocers' Guild, should evolve a basis satisfactory to all.

During the Wednesday session an adjournment was made to attend the twenty-fourth annual picnic of the Retail Grocers' Association of Montreal, at Delorimier Park, where, under the leadership of Mayor Laporte and L. E. Geoffrion, president of the Montreal section of the D. W. G. Guild, the visiting members were introduced to their fellow "detailistes" of Montreal. All enjoyed the little outing very much.

MEETING OF TORONTO GROCERY CLERKS.

THE monthly meeting of the Grocery Clerks' Association of Toronto was held on Tuesday evening, July 12, in Room 2 of the Temple building. The question of finishing the programme of Summer sports, some of which were of necessity laid over from the annual picnic on account of inclement weather, was discussed, and it was decided to have the remaining events played off at the next regular meeting of the association. The most interesting of these is an auction sale, part of which will be oral and part written. A committee was appointed to notify the members of the association to this effect, and decide the subjects of the auction sale.

The association received with favor a proposition from The Grocer, inviting the members to contribute to its reading columns on any subject of interest to the retail grocery trade. Such contributions will be received and the best of them published in The Grocer of July 28, the successful contributor to be sent The Grocer for one year.

GOSSIP ABOUT THE CANNERS.

During the past week the report has been current in Toronto canned goods circles that a new combination is in process of formation; and that the said combination has secured an option on two or three of the independent canning factories through the country. A letter has been received from the promoters of this concern by the grocers' section of the Retail Merchants' Association, as well as the Retail Grocers' Association of Toronto, asking for their co-operation and soliciting their patronage and promising reduced prices in canned fruits, etc.

The Grocer interviewed several members of the wholesale trade on the subject, but found that they were not concerning themselves seriously about the new project.

"SALADA" as usual on top.

Won by 419,141 pounds. Nearly half a million.

On January 29th, 1904, there appeared a letter in "The Canadian Grocer," signed by Messrs. G. F. & J. Galt, of which the following is an extract :

> "If the 'SALADA' Tea Co. really think that there is a greater demand in Canada for "their packets than there is for Blue Ribbon Tea, we would be glad to have the sales "of 'SALADA' and Blue Ribbon for 1903 investigated by a chartered accountant. If "his decision is in favor of 'SALADA' we will pay all expenses and donate five hundred "dollars to any charity the 'SALADA' Tea Co. may name. Should the investigation "prove that there is a greater sale in Canada (we don't do business in the United States "so must exclude that territory) of Blue Ribbon than there is of 'SALADA,' the "'SALADA' Tea Co. shall pay the expenses of the investigation and donate five "hundred dollars to the Winnipeg General Hospital."

Messrs. Clarkson & Cross have completed their investigation and have decided that there was 419,141 lbs. more "SALADA" Tea sold **IN CANADA** than there was of Blue Ribbon in 1903.

419,141 pounds more "SALADA" sold in Canada in one year than Blue Ribbon; this is more than **twenty-five** (25) car-loads, or, **one hundred and twenty-five** (125) heavy dray-loads, or, about **five thousand** (5,000) ordinary chests, or, **nine thousand** (9,000) half-chests **more** "SALADA" Tea sold in Canada in one year than there is of its largest competitor.

From the actual figures there must have been fully **EIGHTY-FOUR MILLION** (84,000,000) cups **MORE** "SALADA" Tea used in Canada during 1903 **than there was of its next largest competitor.** This means over Seventeen Cups for every man, woman and child in the Dominion, and this without counting the enormous trade done by "SALADA" throughout the United States, West Indies and elsewhere.

QUALITY tells in the long run, and that quality you can get **only in "SALADA."**

"SALADA"—Toronto, Montreal, New York, Baltimore, Chicago, San Francisco, etc.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, July 14, 1904.

THE volume of trade in groceries during the week under review has been fair, and the general impression seems to be that July so far has been an exceptionally good month. One of the Toronto grocery brokers, however, says he has never seen the wholesale trade so dubious about buying. Canned goods continue interesting, the market being active and prices firm, especially in corn and tomatoes. The salmon trade continues brisk, and spot stocks are being rapidly picked up. An improved demand in canned fruits from the Northwest is noted. The grocery trade is taking considerable interest in a reported new combination of canners, which claims to have an option on two or three independent canning factories, and to be about to revolutionize the trade. Sugar continues very firm. Syrups and molasses are quiet. Coffee is firm, and the scarcity of low grade Rios continues. Teas are quiet as well as spices, rice and tapioca, and foreign dried fruits.

CANNED GOODS.

The canned goods market continues firm and active. Corn has jumped to $1.30 and $1.35, and in some quarters it is thought there is not sufficient on hand to last until October 1. One wholesaler says corn has not been so high as far back as he can remember as it is as the present time. Tomatoes are firm and spot stocks of salmon are being rapidly picked up. In canned salmon the market is even livelier than it was a week ago. The demand for canned fruit has fallen off considerably except in the Northwest, where there has been an active market. Canned meats continue very active in all lines. The principal topic of conversation among the trade is a new combination of canners, said to be in process of formation, and to be already soliciting the patronage of the retail trade direct, on the ground of promising cheaper canned goods. A representative of The Grocer heard a remark made on the street within the present week to the effect that things were going to be interesting in canned goods during the next few months, and that retailers were not going to have to pay as high prices as have ruled during the past year. We quote the following prices :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92½
½-lb. flats, 5 cases and over	....	1 17½
½-lb. flats, less than 5 cases	....	1 20
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	21 00
Lunch tongues, per doz	....	3 00
Potted meats, ¼s, "	....	0 50
" ½s, "	....	1 00

SUGAR

The market has gradually assumed a stronger turn and there have been considerable transactions in raws at full prices for spot and nearby sugars. At a fractional advance for July shipment from Cuba sales have been made at 2 5/8c c. and f. N. Y. for basis 95, which is equal to 4.02 duty paid for basis 96, and there are further sellers on this basis; for the moment, however, buyers have withdrawn from the market, as recent purchases were heavy. As we went to press last week a parcel of 30,000 bags Cubans changed hands at basis 2 5/8c for 95 test. The present tendency is for Cuban holders to demand a further advance for the balance of their crop, and they will probably obtain the same ultimately. There are still five central factories grinding in the island, but as the supply is very limited the wisdom of continuing operations is doubtful.

Recent predictions that American refiners would have to purchase freely in Europe have been borne out in part within the past week or two. It is reported that they took advantage of the holiday to buy 20,000 tons of beet sugar in Europe, which added to previous purchases would give some 40,000 to 50,000 tons for shipment to Atlantic ports and New Orleans. Spot quotations for centrifugals remain nominal at 3.9 for 96 test in the absence of sales.

There is some sugar in store which is held for 4c, but for the moment buyers are indifferent. For shiument the price remains unchanged as above indicated.

There have been heavy purchases of Java sugars at 10s 3d c. and f. N. Y., and at 10s 4½d c. i. f. for basis 96, which equals 3.97 duty paid for July-August shipment. Fully 17,000 tons changed hands at these figures. Javas are now held at 10s 6d, c. and f.

There has been further improvement in Europe during the week where beets have advanced from 9s 5¼d to 9s 9d basis f. o. b. Hamburg, and as we go to press the tone is a shade easier with 88 per cent. quoted nominally at 9s 7½d, which is equivalent to duty paid parity of 4.04 for 96 test centrifugals.

Receipts at U. S. four ports for the week ending July 6 were 32,290 tons, with meltings 28,000 tons; 12,000 tons less than for the previous week, the reduction being owing to the holiday. Stocks are reported at 210,286 tons. Combined stocks of Cuba and America were 349,286 tons, against 653,061 tons for the same time last year, a decrease of 303,775 tons. Combined stocks of Europe and America at latest uneven dates were 2,519,286 tons, as against 2,861,105 tons last year, the decrease being 341,819 tons.

Statistics just to hand from Europe show a very considerable increase in the consumption of the principal countries since the bounties were removed. Excluding Russia, the figures show the total consumption from September to May, inclusive, to have been 2,983,556 tons, against 2,441,052 tons for the corresponding period the previous year, the increase being 542,504 tons, or 22 per cent. since September 1, 1903. This is a very strong factor in reviewing the sugar situation, which should not be lost sight of.

There is a good demand for refined both in the United States and Canada, and there are no changes in quotations to record.

Locally the consumption has been surprisingly good, despite the small outturn and poor quality of the strawberry crop. Our quotations are as follows :

Par s lumps in 50-lb. boxes	5 18
" in 100-lb. "	5 18
St. Lawrence granulated	4 53
Redpath's granulated	4 53
Acadia granulated	4 43
Berlin granulated	4 43
Domestic beet, granulated, 1902 (off grade)	4 2
Phoenix	4 43
Bright coffee	4 33
Bright yellow	4 28
No. 3 yellow	4 23
No. 2 "	4 05
No. 1 "	3 93

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Very little New Orleans molasses is coming to this market at present on account of the firm price. The volume of trade is comparatively small at any season, and it has been suggested that the consumption of New Orleans molasses might be increased materially if only a higher grade could be brought into favor with the trade. With regard to a reported corner of the market in Montreal, the Toronto end of the trade profess to have been unaffected. The quantity of West Indian stuff used here is small. A recent visitor from Barbadoes, however, confirms the report of a firm market there, the price of Barbadoes having risen 1c.

The latest revision of the new tariff by which further stipulation has been made that molasses must be a direct importation from countries entitled to

Special Notice

to the Trade

The following wholesale grocers throughout the Dominion are selling

QUAKER CANNED GOODS

H. P. Eckardt & Co., Toronto.
Randall & Roos, Berlin, Ont.
George Watt & Sons, Brantford.
John Garvey, London, Ont.
Kelly, Douglas & Co., Vancouver.
W. H. Malkin Co., Vancouver.
R. P. Rithet & Co., Victoria.
Geo. Robertson & Son, Kingston.
J. A. Mathewson & Co., Montreal.
Dearborn & Co., St. John, N.B.
Codville & Co., Winnipeg.
Hudson's Bay Co., Vancouver.
Baker, Leeson & Co., Vancouver.
W. J. McMillan & Co., Vancouver.
Alex. McDonald & Co. Vancouver.
Billman, Chisholm & Co., Halifax.

BLOOMFIELD PACKING CO.

LIMITED.

Bloomfield, Ont.

largely discounted, and a rising market is looked for. We quote the following prices :

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05½	40-50s	0 07½	0 08
70-80s	0 06	0 06½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES

	Per lb.	
Californian evaporated	08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected	0 07	0 07½
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

A fair trade in foreign nuts is reported for the week under review at unchanged prices. The bulk of trade for this season is undoubtedly in peanuts. Advices from Bordeaux say the outlook for the coming crop of Bordeaux and Chabert walnuts is considered better than last year's, although the prospects for Grenobles are uncertain. In some localities damage has been done by unfavorable weather early in the season, but reports from most sections seem favorable to a full average crop. Our quotations are as follows :

Peanuts, green, per lb	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb		0 09
" " roasted, "		0 10
Almonds, Tarragona, per lb		0 12
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 12
Filberts, per lb		0 09
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

Country Produce.

EGGS.

Eggs are in almost the same position as last week, with perhaps a tendency for the market to harden. The range quoted for this week is 15 to 16c, although not a large quantity of the extras which bring 16c is coming to hand. Receipts are only moderate. The price offered abroad is still below what can be accepted by dealers, and they have now reached the point where they do not expect export orders. A Toronto produce merchant who has just returned from a trip to England says that very few in that country think dealers here will pull out at the prices which they are forced to pay. The latter are quite prepared to witness a heavy loss on this year's business in the egg branch of the produce markets.

HONEY

The honey market is dull and featureless. We quote the following prices :

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

BEANS.

A fair volume of trade is doing in beans for this season of the year, especially in the wholesale grocery trade. Provisioners, however, say beans are quiet. Last week's quotations continue unchanged. Our quotations are as follows :

Beans, mixed, per bush		1 40
" prime, "		1 50
" handpicked, per bush	1 65	1 75
" water-stained "		1 00
" Lima, per lb	0 05½	0 06½

APPLES.

There is nothing new to report in evaporated apples. A small volume of trade is being transacted at quotation prices. We quote the following :

Evaporated apples, per lb	0 06½

Green Fruits.

Trade in green fruits is reported as brisk for the week, with the volume of local fruit increasing in volume daily. The orange trade has been particularly good, the demand being for the best quality of stock. This is accounted for by the comparative scarcity and high price of local fresh fruits. The demand for lemons has been slow because of the continued cool weather. Havana pines are now off the market, which is being supplied with fancy stock from Florida at considerable advance in price. California cherries are off the market, and home grown stock is coming freely. Strawberries are comparatively dear in price, being quoted as high as 9 and 10c, as against 6 and 8½c last week. Supplies have been coming slowly, but they are beginning to come rather more freely again, and if the weather continues favorable it is thought the strawberry season will last another week or ten days. Tennessee tomatoes are out of season, and stocks are now arriving from Jersey. Cantaloupes are coming principally from Georgia and Baltimore sections. California apricots are off the market for the present season. California pears are quoted for the first time this week, and peaches are considerably easier in price. During the week there was a drop in peaches to 75c a basket, but prices have since recovered. Local raspberries are arriving on the market, which means that no more will be imported from Delaware for the time being. The price for raspberries has fluctuated during the week, and on Tuesday the range was from 10 to 14c. The demand, however, is steadily improving. Our quotations are as follows :

Mediterrrnean sweets, per box	3 50	4 00
California late valencies, per box	4 00	4 25
Messina lemons, new, 300's, per box		3 00
" " 360's, per box	2 25	2 50
Sorrento lemons, new, 300's, per box	3 00	3 50
Verdelli lemons, 300's, per box	3 50	4 00
Havana pineapples, per crate	4 00	4 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl	3 00	4 00
Apples, new Tennessee, half bushel baskets		0 50
Canadian cherries, per basket	1 00	1 50
Limes, per box		1 25
Strawberries, Ontario, per box	0 09	0 10
Jersey tomatoes, per bushel	2 25	2 50
Watermelons	0 25	0 40
Cantaloupes, Baltimore, per crate	2 25	2 50
Gooseberries, per basket	0 50	0 60
California peaches, per crate (4 baskets)	1 25	1 50
" plums	1 50	1 75
Raspberries, Delaware, per box	0 10	0 14
California Bartlett pears, per box	3 25	3 75
" " per half box		2 25

Vegetables.

There has been a good demand the past week for all kinds of vegetables, and supplies are coming in very freely. Especially is this so with green stuff, of which there is a good supply on the market. Canadian new potatoes have slightly decreased in price, they selling now from $1.25 to $1.50 per bushel. New carrots have slumped the past week from 40 and 50c to 20 and 25c; there is a decrease in beets of 10c per doz. Green cucumbers are in brisk demand, one dealer having received no less than three carloads during the week. Local celery has appeared on this market. Our quotations are as follows :

Potatoes, per bag	0 85	0
Potatoes, per bag, car lots	0 75	0 80
Egyptian onions, per sack	2 25	2 50
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz	0 20	0 25
Beets, new, per doz		0 25
Egg plant	0 15	0 20
Rhubarb, outdoor, per doz		0 20
Green onions, per doz		0 15
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Asparagus, outdoor, per doz	0 50	1 00
Florida new potatoes, per bbl	3 75	4 00
Green peas, per bush., 12 quart basket		0 50
" cabbage, per case	2 00	1 75
" beans, per bush	1 25	1 50
Waxed beans, per bush		1 50
Cauliflowers, small, home grown, per doz	0 50	1 50
Green peppers, per basket		0 75
Canadian new potatoes, per bush	1 25	1 50
Michgan celery, per doz		0 50
Canadian celery, per doz	0 40	0 50

Fish.

A good trade in fish is reported for the week under review. The supply is good, with the exception of herring, which still remain very scarce. We quote the following prices :

Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 09
Haddock " per lb	0 06
Cod, steak " "	0 08
Perch " "	0 06
Trout, lake, per lb	0 08
Herring, lake, per lb	0 05
Pike, per lb	0 05

Seeds.

While prices still remain unchanged the demand for Hungarian millet and corn is practically over for the season. Trade in buckwheat is good. We quote:

Corn, Dent varieties, per bu. of 48 lbs	0 80	0 95
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25
Buckwheat	0 75	0 80

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market continues good, Manitoba wheat having again advanced in price during the week under review, owing to the wetness of the season, the increased export demand, and in sympathy with the advance in the American markets. Manitoba northern Nos. 1 and 2 have each advanced 1c, while No. 3 has gone up from 1 to 1½c. Red and white wheat have each advanced 1c. Oats are ½c firmer. Our quotations are as follows :

Manitoba wheat, No. 1 hard, per bush, Toronto		0 97½
" " Northern No. 1 " "	0 97	0 97½
" " " No. 2 " "	0 94	0 94½
" " " No. 3 " "	0 91	0 91½
Red, per bushel, on track Toronto	0 93	0 94
White " " "	0 93	0 94
Barley " " "	0 44	0 47
Oats " " "	0 36	0 36½
Peas " " "	0 68	0 69
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " "	0 64	0 65

FLOUR.

Firmer prices generally rule the market this week. During the week under review Manitoba wheat patents advanced in price from $4.60 and $4.80 to $4.70 and $4.85; strong bakers' from $4.40 and $4.60 to $4.45 and $4.60; straight roller from $4.35 and $4.50 to $4.40 and $4.55. This is due to the advance in wheat caused by the excessive rains, which have done great damage to wheat crops, especially in Manitoba. We quote the following :

Manitoba wheat patents, per bbl	4 70	4 85
Strong bakers "	4 45	4 60
Ontario wheat patents "	4 50	4 60
Straight roller "	4 40	4 55

BREAKFAST FOODS.

No change is reported in breakfast foods during the week under review. The market continues active and steady. We quote the following prices :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Skins and Wool.

Trade in this market is very good. Unwashed wools have risen from 1c to 2c per lb., and fleece wool, new clip, has also risen 1c to 2c per lb. This is due to the fact that wools in the English market have risen 10 per cent., consequently the rise in the Canadian market. We quote the following prices :

HIDES

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 40

WOOL.

Unwashed wool, per lb	0 11 0 12
Fleece wool, new clip, per lb	0 18 0 19
Pulled wools, super, per lb	0 20 0 21½
" " extra "	0 22 0 24

QUEBEC MARKETS.

Montreal, July 14, 1904.

Groceries.

AGAIN canned goods occupy the market prominently. Tomatoes and corn are holding the strong position they reached some time ago. Sugar also has attracted considerable attention. Just as the paper went to press last week an advance was announced of five cents all round, and the probabilities are that further advances may take place any day. It is well to look into sugar. There are other elements to be considered, such as the incoming fruit crops, all of which are presaged to be good. This always accelerates the sales and often stiffens the prices of all kinds of sugar. The American refiners seem to be well supplied with early purchases of cane sugar and wholesale dealers and customers seem to be in the position of waiting for a revival of demand, after some weeks of quietness. Pepper is again lower in price, and the reason given from abroad is forced sales. Tellicherry and Malabar peppers are easier. Meantime the peppers from which the finer grades of white are manufactured maintain their values. The Singapore market is weak for tapioca of all kinds. Sago is reported quiet and unchanged. Cochin ginger and Jamaica remained firm, and the same may be said of nutmegs and mace. Canary seed is dearer, and maintains its strong position, more pessimistic news having arrived from Turkey. However, in addition to the Plate seed to depend upon, it has been learned that fine crops are reported from Morocco, so that the Turkish folks cannot have the canary seed all their own way. Molasses continues firm and in good demand. The jobbers are worried over the situation, as no new stock can be obtained from the Barbadoes. Evaporated apples have jumped a half a cent, and are holding strong at 7c. Tea and coffee remain in the same position, with strong markets, and no quotable change. Green fruits are coming in abundantly, and new raspberries are attracting the market. Strawberries are about done, and cherries and plums are dominating at present. For midsummer, when the word dullness is so flippantly applied, trade is generally reported good; and collections from the country are first rate. The grocers' annual picnic will break the week's business in this province.

SUGAR.

Sugar is strong. The advance of 5c all round last week gave the trade something more to think about. The refined market is said to have been disappointing to jobbers. The visible supply of sugar is much larger than last year. Nevertheless, the demand for sugar has been less than was expected. Still further advances are expected. We quote:

Granulated, bbls.	$4 45
" ½-bbls	4 60
" bags	4 35
Paris lump, boxes and bbls	4 95
" ½-boxes and ½-bbls	4 95
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 10
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 20
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	3 95
No. 1 " bbls	3 85
No. 1 " bags	3 75
Raw Trinidad	3 25
Trinidad crystals	3 35

SYRUPS AND MOLASSES.

The reported corner in molasses has not yet been unearthed by the trade. No big houses here have any doubt about the position of molasses. Strength marks it at every point. News from the islands points out that not a whit of exaggeration has gone abroad. No crop is available there now. Two large sugar boats from Barbadoes are expected in port in a few days. They are the Yanariva and Indianapolis, both from Barbadoes. The Indianapolis has 3,200 tons of sugar, and the Yanariva, due Thursday, has 4,000 tons of sugar, while each has 1,000 puncheons of molasses. We quote:

Barbadoes, in puncheons		0 26
" in barrels		0 28½
" in half-barrels		0 29½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02½
" ½-bbls	0 02½	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

Some fluctuations took place during the week in coffee. Some of the cheap grades of Rios advanced. This was occasioned by small arrivals, and the reported scarcity due to light frosts and rains in Brazil. Demand is said to be affected by the speculation, which was rife at the beginning of the year. The Brazil crop is four million bags below the expected crop, while on the other hand the receipts of coffees other than Rios have been heavy and quite equal to the demand, so that this will tend to keep prices down for a while. We quote:

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

The demoralized state of the tea trade in the United States and Canada, which has lasted for some weeks, shows little signs of immediate improvement, but it is gratifying to know that more inquiry is now being felt in the country, and it is believed a healthier tone will shortly be witnessed locally; in fact, several parcels have already changed hands this week, including a block of 600 H. C. Ceylon greens, sold on this market from London at practically the same figure which was paid on the same standards a month or so ago. This, with further information received from the country, that stocks are exceptionally low for this time of the year, is evidence of improvement, and with the higher prices for new teas ruling in the primary markets, particularly Ceylon and Indian blacks, Moyunes, Pingsueys, China blacks and Formosas, with supplies considerably short of previous seasons to date, it is generally expected a good six or seven months' activity is ahead of us.

Japans, however, are surprisingly low at the present time, but the leaf is very inferior, as compared with last year's teas. Third crops invariably show considerable improvement in this respect, and we therefore look for higher prices and an active market very shortly.

Reports from the Assam district are most encouraging for the coming season's crop. The early arrivals may not be more than average, but the opinion of experts is that better teas will come in later. Russian merchants have been large buyers in the London and Colombo markets, and have been willing to pay

higher rates than the combined world of consumers could pay for low grade and medium teas. For this reason prices have held steady to firm. Reports from Hankow relative to Congous show that the market opened with a few choice parcels. Total settlements amounted to 29,000 half chests, and were mainly for Russian account. Quality is up to the average, but not up to last year's superior crop. From Japan it is learned that the entire first crop was sold out, and the arrivals now coming in to Yokohama and Kobe are of second pickings, and the liquor is considerably darker than the first crop. The market has ruled steady; in fact, for a country at war, the Japanese have handled their crop with great care, and have secured always full market prices. At home no particular teas seem to be forced. Stocks throughout the country are not heavy, and no heavy buying is being done. According to warehouse delivery, the average consumption is being maintained.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	....	0 19
Common	....	0 17
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12½
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

California prices for the coming season have been announced, and they are not alarming. Little change has been made over the last season's prices. Peaches will be higher, and it is pleasing to note that while apricots are said to be less in crop than they were last year, the valuation from California has not advanced. The demand for tomatoes is strong, and the supply limited. No vegetable has held a stronger position for some time than is occupied now by tomatoes. Even corn, which is away up, cannot be said to be stronger than tomatoes. Canned meats have had some ready sale during the picnic season, but on the whole are easier in tone. From the sardine fisheries of France comes the news that the fish are running small and prices are high on account of the excellent demand from packers and the fresh fish buyers. Pineapples are scarce, and prices may be high. There is a good demand for fresh packed lobsters. We quote:

Fraser River salmon	....	5 75
Skeena "	....	5 65
River Inlet and Lowe Inlet salmon	....	5 35
Spring sockeye	....	5 00
Cohoes	....	4 00
Humpbacks	....	2 75
Tomatoes	....	1 05
Corn	....	1 20
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash	....	1 00
Blueberries	....	1 10
Raspberries	....	1 47½
Lawtonberries, 2s	....	1 57½
Raspberries, black	....	1 42½
Gooseberries	....	1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s	....	1 35
" Green Gage, 2s	....	1 47½
Cherries, red pitted, 2s	....	2 30
Baked beans, 3s	....	1 03½
3-lb. apples	....	0 90
Gallon apples	....	2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples	....	2 40
Singapore whole pineapples	....	2 40
Pumpkins, per doz	....	0 95
Spinach	....	1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring	....	1 40
" Rivers Inlet red sockeye	....	1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls	....	3 45
" 1-lb. flats	....	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

Foreign Dried Fruits.

In the currant market a decline has been reported in Vostizzas, caused by some forced sales. Growing crops are said to be fine, and all indications are in favor of abundant crops of excellent quality. This, however, may tend to depress the spot market. Sultanas are firm with good demand, and every prospect for higher prices. News of the growing crop continues unfavorable. Stocks of valencias remain small, and they are moving slowly. Large crops of California fruits are reported, and altogether things are looking well.

Watt, Scott & Goodacre report: New crop of currants is progressing favorably under good weather conditions; the crop, however, is not housed yet, and symptoms of peronosporus have made themselves evident in many districts, which a damp period would develop disastrously. The market is firm in Patras.

There has been a good demand for Sultana raisins on spot, buyers taking advantage of local prices below cost of import from Smyrna.

Advances abroad are well maintained, both for Tarragonas and Valencia shelled almonds.

Bordeaux market continues very quiet for prompt shipment of shelled walnuts, and quotations are unchanged for September shipment. E. M. Dadelszen & Co. advise: "Reports as to the new crop promise a big one in almost every district, and as this applies also to the centre of France this year, where the oil makers are, these latter will probably not be buying at all in our districts, so that prices for exportation ought to be reasonable."

Quotations for September shipment, for new crop Smyrna figs, have been out some two weeks, without buyers taking hold, preferring to wait until the crop, which promises to be a fairly good one, in contrast to Sultana raisins, is further advanced.

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.	....	0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Abundance of green fruits have come in, and bananas still rule high, being in the greatest demand. Over one railway in one day as many as twenty-three cars of bananas arrived. This was the N. Y. Central on C. P. R. tracks. In fact, the C. P. R. get the credit of the haulage. Pineapples are very scarce. New Canadian raspberries have taken hold of the market, and are selling well at 14 to 16c. The supplies seem abundant and of excellent quality. Gooseberries are now being handled plentifully, and cherries and plums are favorites with buyers, even though the prices are high. We quote:

Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls	3 00	5 00
Pineapples, 24 to case	4 00	4 25
" 30 to case	....	4 00
Bananas	1 25	2 50
Egyptian onions, per bag	....	1 75
New Messina lemons 300's	....	2 75
" " 360's	....	2 50
Tennesee tomatoes, 4 baskets in crate	1 00	1 15
Cucumbers, per doz	....	0 30
Asparagus, per basket	....	1 50
Radishes, per doz	....	0 45
Strawberries, qts	0 08	0 10
Peanuts, Bon Tons	....	0 12
" Sun brand	....	0 11½
" Diamond G brand	....	0 09½
" Coon brand	....	0 08
New Brazils	....	0 13½
New potatoes, per bbl	....	3 50
Limes (100)	....	1 25
California cherries, per 10-lb. box	....	2 25
California peaches, per crate	....	1 50
California apricots, per crate	....	2 25
California plums, per crate	1 75	2 25
Canadian cherries	....	1 25
Cantaloupes, California, per crate	....	6 50
Gooseberries, per basket	....	1 00

Fish.

Activity still holds in the market, despite that so many wealthy consumers are out of town. Brook trout still holds at 18c, and it is hard to get at that. Mackerel is high again, having advanced a couple of cents per lb. Scarcity is the reason given. Gaspe salmon has again resumed a normal position, but the demand is good, and the price has advanced. Trout and whitefish still hold at 8c, and the demand is fair all around. We quote:

Haddies	....	0 07½
Smoked herring, per box	....	0 18
Fresh haddock, per lb.	....	0 04
Pike, " round and dressed	....	0 07
Halibut, fresh, per lb.	....	0 12½
Gaspe salmon, fresh per lb.	....	0 16
Fresh steak cod	....	0 05
Lake trout, per lb.	....	0 08
Whitefish	....	0 08
Dore	....	0 08
Fresh mackerel	....	0 10

Lobsters		0 14
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl		4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 2 green cod bbls. 200		5 00
Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		0 05
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal		1 50
Selects		1 75

Country Produce.

EGGS.

Eggs continue to hold a reasonably strong position. The receipts were more on Monday last than they were on Saturday, and so on each day the arrivals have been steady and plentiful. Straight gathered stock was in good demand, and as the offerings fell off a little the market held strong, and prices stepped up a-quarter and a-half a cent per dozen. Sales were made at 15 to 15 1-2c. No change was noted in candled stock, which sold at 17c, and seconds at 12 1-2 to 13c.

BEANS.

The bean market is slow. In a jobbing way, choice primes were sold at $1.35 to $1.40 a bushel, while car lots of choice primes were quoted at $1.30, and primes at $1.25 per bushel.

HONEY.

The consumption of honey is very small at this time of the year, and the market remains unchanged. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

The demand for maple products is steady, and for the time of year, is considered fair. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

POTATOES.

Potatoes are selling at 35 to 55c a bag in car lots, while new stock is getting cheaper every day. New ones are bringing $3 to $3.40.

Flour and Feed.

FLOUR.

Trade in flour showed an improved feeling. Greater activity was noted both for domestic and export account. The fact that wheat has shown so much strength may induce buyers to come forward. We quote:

Manitoba spring wheat patents		4 90
" strong bakers'		4 60
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Feed remains unchanged. We quote:

Ontario bran, in bulk		19 00
" shorts		21 00
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Mouillie	26 00	28 00

OATMEAL.

The oatmeal market is firm and unchanged. We quote:

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, bags	2 55
" bbls	5 30

USEFUL BOOKLET.

IN connection with Maddock's ware, "£ Sterling Rate Books" have been issued for the benefit of the trade. One issue is for Royal Vitreous Dinnerware, giving the sterling list price of each article made and the corresponding rate per £ from $2.50 to $12,—a very convenient and useful booklet for marking both cost and selling price of goods.

The other issue is expressly for Maddock's celebrated Vitrified Welded Edge Hotelware, showing sterling list price of each article and rate per £ from $6 to $12, to which has been added, in tabulated form, the capacities and measurements of each article. Thus the actual size as well as the trade size of any article can be readily ascertained.

These books are being distributed in Canada by E. W. Klotz, 24 Wellington street west, Toronto, Maddock's Canadian representative. Any one interested, not already in possession of a copy, can have same for the asking.

Mr Klotz has established an excellent trade in Canada for Maddock's goods, which are guaranteed not to craze. This feature alone is of the greatest importance to both dealer and householder.

Maddock's Vitrified Hotelware is admirably adapted for rough usage to which crockery is subject in hotels, restaurants, on board ship, railways, etc. The distinguishing feature of this ware is that it is as hard and dense as the glaze itself, but not as brittle as china. It also has a reinforced edge on all flat pieces, known as the welded edge, which, while doubling the strength, adds but little weight to the article.

Maddock's ware has enjoyed high favor among many of the largest users of this class of goods. An ocean steamship breakage test made in 1901 provides an interesting item. The average breakage per trip, in a trial of 7 trips, was 1188 pieces of Maddock's ware, while the average breakage per trip, in a trial of 9 trips, was 1773 pieces of a competitive make. This statement is given in full in another booklet issued by E. W. Klotz, of Toronto, entitled, "Get Wise." It is also worth having, and should be in possession of every crockery dealer catering to hotel and similar demands. It is sent free to those who request it.

Charles Allerton & Sons.

This old established firm of Staffordshire potters are makers of such a great variety of ware that no crockery dealer can help but find something of interest.

Their china is of excellent quality, which the housewife soon discovers when she finds that the cups of Allerton's china do not stain with hot tea or coffee, as many other English makes do. This feature also carries with it excellent wearing properties in general, while the vast range of patterns covers prices to suit all classes of buyers. Their earthenware specialties cover a large field, such as jardinieres, lustre jugs, teapots, tov cans, etc., printed teas and plates at specially low prices, painted bowls, etc.

E W. Klotz, of Toronto, Allerton's Canadian representative, shows a full line of samples.

HINTS TO BUYERS.

R. Campbell's Sons' Hamilton pottery is running at full capacity, never having been idle a day in eight years. Grocers and crockery men are invited to call and see the pottery in process of manufacture.

Special figures are quoted by the Eby, Blain Co., Toronto, on the well-known "Nonpareil" Brand of Santa Clara California prunes. They have just received a carload, containing all sizes, in 25 and 50 lb. boxes.

White & Co., Toronto, sole Toronto representatives of the "California Fruit Distributors," are receiving a good many cars of California fruit these days.

R. Campbell's Sons, Hamilton, are expecting shortly a shipment of very fine Japanese chinas, porcelains and bronzes. The bronzes are an entirely new line.

In store with L. Chaput, Fils & Cie., Montreal, 100 cases St. Louis Vichy Water, "Red Clover" Brand. This brand has secured good demand from the trade.

B. O. Beland, 1684 Notre Dame street. Montreal, extends an invitation to the visiting Ontario merchants to inspect his wine vaults and warehouses.

L. Chaput, Fils & Cie., have received into store a shipment of "Phonograph" Brand of grated pineapple, direct from the Bahamas. These are guaranteed finest quality, and low price.

In store this week with B. O. Beland, Montreal, 100 puncheons of choicest French wines.

Gorman, Eckert & Co., of London, report that they have just received a carload of choice Santos coffee by steamer Strabo, via New York. This shipment has come from the famous

plantations of Brazil, and Gorman, Eckert & Co. state that this shipment has a fine flat bean, that it roasts splendidly, and is of a very rare cup quality. This is a good opportunity for the trade to get quotations and samples of an extra fine quality of coffee.

H. P. Eckardt & Co. are offering canned tomatoes in gallon tins at an interesting figure.

Buyers of canned salmon will do well to communicate with H. P. Eckardt & Co.

Heinz' mustard dressing is a good seller, especially at this season.

DECLINE OF PORK AND LARD.

For some days the demand for pork in Montreal has been small, and packers felt the position so keenly that on Tuesday evening it was decided to reduce the price of pork 50c per barrel. There was some wavering in the market for pure and kettle lard, although no quotable change took place. However, in compound lard there was a decline of a quarter of a cent per pound. Some cuts of bacon have suffered a drop of half a cent a pound also.

FOREIGN TRADE OF CHINA.

According to Chinese customs returns the empire's trade in 1903, imports and exports, amounted to $346,298,624. The trade of 1894 amounted to $185,732,480. Each year since 1894, except 1900-1901, shows a steady gain. In those years there was a considerable falling off. The increase in 1902 and 1903 only partly made up for the difference. There is every reason to hope and look for better times just as soon as the country settles down to a healthy normal development of its vast resources.

The imports of 1903—about $208,640,000—were 4 per cent. larger than those of 1902. The importations of petroleum, 84,998,335 gallons, shows a falling off of 5 1-2 per cent. against 1902; but the value, $10,240,000, was an increase of 36 per cent. over that paid for the 1902 importations. The decrease in the quantities imported are borne by Borneo and America. Russian and Sumatrian oils show an increase of 35 per cent. and 18 per cent., respectively.

A PRETTY SOUVENIR.

Thoughtfulness of others is a rare gift. This was illustrated the other day when Mr. Wm. Dobie, general manager and treasurer of the E. W. Gillett Co., Toronto, who is enjoying his holidays at Atlantic City, N. J., showed that he was not too busy to remember The Grocer. He sent up a handsome souvenir booklet, illustrating scenes at Atlantic City, that would tempt anyone to go down there. Mr. Dobie is stopping at the Marlborough House, where many prominent Canadians make their headquarters. The Grocer appreciates this attention, and extends to Mr. Dobie further wishes for a pleasant holiday.

A VISITOR FROM OTTAWA.

Mr. H. C. Ellis, retail grocer, Ottawa, favored the Toronto offices of The Grocer with a call last week. Mr. Ellis was in Toronto attending the annual convention of the Retail Merchants' Association, and had the honor of being elected second vice-president of the association for the ensuing year.

He reports a splendid volume of trade in the grocery line in Ottawa so far

Mr. H. C. Ellis, Ottawa, 2nd vice-President Retail Merchants' Association.

this year, especially during June, which proved a record month. Trade conditions are healthy, and the future all along the Ottawa Valley is very promising. The scarcity of labor, which was such a drawback to trade in general a year ago, is no longer a disturbing factor. Mr. Ellis is an enthusiastic admirer of The Grocer, to which he has been a regular subscriber and contributor for some years.

PERSONAL MENTION.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have secured the services of E. S. Little, of Galt, who will represent them locally and in the County of Waterloo. Mr. Little has had previous experience in the retail grocery business, and as he is an energetic salesman he will doubtless prove an acquisition to his new employers. His engagement is the direct result of an advertisement in The Grocer, to which the R. & J. H. Simpson Co. replied.

Mr. Leacock, of Musson & Co., Barbadoes, was in Toronto last week, interviewing the trade.

NEW DEPARTMENTAL STORE.

T. Eaton & Co., Toronto, have decided to erect a large departmental store in Winnipeg, and have purchased the entire block of land fronting on Portage avenue, and extending from Donald street to Hargrave street, paying in cash for this beautiful site $1,250,000. Some fine private residences are situated in this block, including the Strevel residence and terrace, which was bought for $90,000 cash. It is as yet unknown as to when work will commence, but it will be within the near future, and all buildings on this property will be torn down.

SALE OF WIARTON SUGAR FACTORY.

The entire property and plant of the Wiarton Beet Sugar Mfg. Co. was advertised to be sold at auction at 68 King street east, Toronto, to-day, July 15, at 2.30 p. m. The factory was completed in 1903, and was equipped with new modern beet sugar machinery.

BARBADOES MARKET REPORT.

Leacock & Co., Barbadoes, in their latest market report, say that imports of American foodstuffs have been limited, that flour of all grades is in moderate supply, but consumption almost confined to family and superfine grades, sales of extras being particularly small. Receipts of cornmeal are ample, but the tone of the market is firmer. The local bread factory, which is fully equipped, is supplying the market with an article of superior quality.

Canada and B. E. peas are salable, splits are in supply and Ballam rice has declined, with stock not excessive, yet ample for present consumption.

Ribs would sell, beef cuttings are in full supply, lard compound is in over supply, and the market in fishstuffs continues healthy.

The weather continues dry; rain is generally wanted throughout the island, and the reaping of the cane is drawing to a close.

Owing to the decreased estimates of the molasses crop the market was advanced a few days since to 13c per gallon, and the remainder of this sweet closed out.

CHANGE IN SELLING TERMS.

The Montreal section of the Dominion Grocers' Guild decided on Monday last to adopt radical measures for the rejuvenation of trade. After hearing a number of reports from experts and the advice of some of the leading grocers, it was unanimously decided to sell all groceries, with exception of tea, on a basis of 30 days net, or 1 per cent. 10 days. This arrangement, it is anticipated, will profit the trade generally. It takes effect July 15, and will no doubt have a salutary influence upon the general grocery business.

COMMERCIAL TRAVELERS' TAX.

FOLLOWING is a statement relative to the commercial travelers' tax charged in various countries, published by the Commercial Labor and Statistical Department of the Board of Trade, London, England:

Argentine Republic.

Commercial travelers, whether selling goods in Argentina, or merely showing samples and soliciting orders, must secure licenses. The cost of these in the town of Buenos Ayres and the national territories, as distinct from the other provinces of the confederation, is $50 currency (about £4 7s 6d) per annum. In the principal provinces the following license fees are levied on commercial travelers:

Jujuy, $200 (about $85, Canadian currency) per annum.

Salta, $1,680 (about $715, Canadian currency) per annum. Licenses are also issued for the half year in Salta.

Tucuman, $400 to $800 (from $170 to $340, Canadian currency) per annum, according to class of firm.

Cordoba, $600 (about $255, Canadian currency) per annum.

Santa Fe, $600 (about $255, Canadian currency) per annum.

Entre Rios, $600 (about $255, Canadian currency) per annum.

Corrientes, $505 (about $215, Canadian currency) per annum.

San Juan, $960 (about $408, Canadian currency) per annum. Monthly licenses are also issued in San Juan.

Mendoza, $600 (about $255, Canadian currency) per annum.

Santiago del Estero, $500 (about $213, Canadian currency) per annum.

Riga, $100 (about $42, Canadian currency) per annum.

Buenos Ayres, $400 (about $170, Canadian currency) per annum.

Samples without commercial value are passed by the Argentine customs without payment of import duty; samples of value are charged with import duty, which is refunded if they are re-exported within six months.

Belgium.

Reciprocal treatment is accorded to commercial travelers in Belgium, and consequently no restrictions are imposed on them, nor is any license duty charged.

Samples imported by foreign commercial travelers are admitted "en franchise temporaire," provided that certain conditions are complied with for the protection of the revenue. Samples too small to be used for other purposes are duty free.

Colombia.

No licenses are required by commercial travelers.

Samples in small pieces are admitted free of duty, provided that their total weight does not exceed 25 kilos. The import duty paid on other samples is returned if the samples are re-exported within a period of twelve months.

Germany.

Commercial travelers must, in order to carry on operations in Germany, obtain a license from the German authorities. Commercial travelers soliciting orders may only carry samples or patterns, and not the actual goods they offer.

Samples of goods which cannot be used for other purposes may be imported duty free into Germany. If doubt exists as to their utility for other purposes, the importer is allowed to render them unfit for use under official control. Samples of tobacco, foodstuffs and the like are excluded from free importation as samples.

Greece.

Commercial travelers are not required to go through any formalities in order to be able legally to exercise their calling in Greece, nor are they required to take out any license, provided they come and go merely as bearers of samples and receivers of orders. Agents of foreign firms resident in Greece are, however, required to take out trade licenses.

Samples without commercial value are exempt from import duty. But when they have a value, as capable of being utilized in commerce in whole or in part, their delivery from the custom house shall be permitted under conditions of transit, after the identity of each sample has been assured by an additional mark affixed by the customs authority, and satisfactory security has been given for the payment of the import duty in the event of their not having been exported from the kingdom within twelve months in the same condition, whether from the same port, or from another port where importation is allowed.

Italy.

In practice no certificates of identity or licenses are required from commercial travelers, the Italian Government enforcing the production of certificates only in the case of countries which have adopted restrictive measures against Italian commercial travelers.

Samples of no commercial value intended to represent articles of which they form part, are exempt from duty. This exemption embraces also samples of paper and tapestry of sufficient size to show the whole pattern, as well as samples of porcelain. tissues, and other goods, comprising various patterns on one article, provided that the importer consents to render the same unfit for use.

Japan.

The business tax law of Japan imposed a tax on persons carrying on inter alia the businesses of agencies, middlemen and brokers. With regard to this tax it is found that merchants pay 5 yen* per 10,000 yen on wholesale transactions, and 15 yen per 10,000 yen on retail business done. They also pay 1 yen annually for each of their employes and 4 per cent. on their office rent.

*1 yen—49.8 cents.

In the case, however, of commercial travelers who do not sell their goods to customers direct, no special tax (beyond the ordinary income tax) appears to be payable.

Under the Japanese customs tariff law of March 26, 1897, articles temporarily imported as samples by commercial travelers are not subject to import duty, provided they are re-exported within six months of the date of importation; a sum of money equal to the amount of duty leviable, or security therefore, must, however, be deposited with the customs at the time of importation.

United States.

Under federal laws no special regulations exist affecting commercial travelers, and the Supreme Court of the United States has declared in numerous cases that no state can impose a license tax for the privilege of selling goods which at the time of sale are not within its borders; so that no license can be required in any state from commercial travelers who merely carry samples and take orders.

Articles of no mercantile value imported as samples not for sale, are not subject to duty or to formal entry in the United States. Edgings, textile fabrics, samples of piece-goods, cards of buttons, single gloves or stockings intended for use in selling the class of goods they represent, are free of duty. Samples imported in quantities and intended to be sold by jobbers are dutiable. All samples must be examined by the appraiser, and only those reported by him as samples of no mercantile value are admitted duty free.

PROMINENT RUSSIAN IN CANADA.

Among the visitors to the Toronto office of The Grocer this week was Mr. Fridkym, of Chicago. Mr. Fridkym is in Canada investigating the sugar refining industry in this country, and endeavoring to interest Canadian refiners in raw beet sugar from Russia. Mr. Fridkym represents his brother, P. B. Fridkym, who controls one of the largest sugar beet growing industries in the Russian Provinces of Norva and Kharkoff. The Fridkyms are in close touch with Ernolof, the Minister of Agriculture in Russia, and are desirous of introducing Russian raw beet sugar in the Canadian market.

They have been exploiting the United States markets for the last six years, but more or less unsuccessfully, on account of the high protective tariff ruling there. The average raw material in the State of Michigan shows only from 1 to 1 1-2 per cent. of sugar, while it is claimed for the Russian product that it yields as high as 16 or 17 per cent. Sugar beet growing has assumed big proportions in Russia, and growers are now attempting to place the raw material in foreign markets.

Mr. Fridkym will visit the sugar refiners of Eastern Canada before returning to his native country.

The BLUE RIBBON Firms sell more tea in Canada than Salada

SALADA'S CHALLENGE.

$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of **"SALADA"** Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—$500.00—to any Charitable Institution if we are wrong, the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business,** packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas; on our part THE INCREASE IN 1903 OF **"SALADA"** ALONE. Results to be published.

"SALADA," Toronto and Montreal.

Salada's sales as certified by Messrs. Clarkson & Cross—1,416,162 pounds

Certificate as to sales of BLUE RIBBON Firms.

We have examined the books of Messrs. G. F. & J. Galt, Winnipeg, and hereby certify that their sales of teas together with those of the BLUE RIBBON TEA COMPANY, Toronto, for the year 1903 (as found by Messrs. Clarkson & Cross), exceed 1,416,162 pounds.

(Sgd), NEWTON & DAVIDSON,
Accountants.

Readers of "The Grocer" will remember the Challenge issued by Salada and the arrangements subsequently made between Messrs. G. F. & J. Galt and Messrs. P. C. Larkin & Co. for a comparison of BLUE RIBBON and Salada sales.

Whilst the issue left to the decision of Messrs. Clarkson & Cross was decided against us owing to Messrs. Clarkson & Cross feeling bound by the terms of the submission to exclude large quantities of our teas (packet and bulk) from the comparison (we think Messrs. Clarkson & Cross were strictly correct in the view they took of the matter), still, as the above certificate shews, the **VICTORY** is ours on the substantial question involved, namely, the quantity of tea sold.

Signed, G. F. & J. GALT.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, July 7, 1904.

THE shipment of fruit to the Dominion Exhibition at Winnipeg, which will be on exhibition here next Monday, will show to the people of Canada and other visitors to the great fair just what can be done in this province. This portion of the fruit will be from the lower mainland, in fact from Vancouver City and immediate vicinity, and will include all the varieties which are in condition at this time of the year. Some gooseberries, obtained yesterday from the gardens of Mr. Robert Kelly, of the wholesale grocery firm of Kelly & Douglas, are some of the best ever seen in this province.

The strict observance of the law by the Board of Horticulture, and its efficient officers, has benefited British Columbia immensely, for not a fruit pest can be found. Nearly every consignment of fruit from California is infected, and condemnations take place after the arrival of every steamer. Nursery stock, too, is well examined, and the stringency has resulted in the prevention of the entry of the pests which have worked such havoc in other places.

* * *

Markets in Vancouver are in fair condition this week. Strawberries, which have been on for a long time are now a glut in the market. The warm weather of the past week or two, and the entry of other fruits, have been the cause. As a consequence they are selling low. Cherries are plentiful, both local and imported, and are selling at from 40c to 50c per ten lb. box. Canteloupes are high, going at $4.50 a crate. Plums are fairly high, at $1.75 a crate; peaches, $1.50 to $1.75, and apricots, $1.50. The first watermelons are in, and will be in full force shortly. Oranges are scarce, and as a consequence have advanced 25c and 50c. Bananas are a favorite fruit in Vancouver, and if carloads are not just coming in, the supply is about exhausted. Just at present, it is the latter, but two carloads are expected. Californian apples have made their appearance, $2.25 a box, 40 lbs.

* * *

In groceries conditions are remaining about the same. Dried peaches have risen ⅝c. Eggs are pretty well cleaned up for the market in the Yukon, and are worth wholesale about 23c. Potatoes show a decline, owing to the arrival of new stock.

Prices in flour and feed remain unchanged, though with the decrease in northern freight rates much heavier shipments are looked for during the coming month.

On the whole business is good, and the tone of the dealers generally hopeful.

* * *

One thousand tons of raw sugar from Peru came in on the Kosmos liner Luxor for the refinery here. The raw material is imported in large quantities from Java, the largest portion coming from there, but some is brought from Peru, and also from Fiji. With the increase of trade on the west coast of the America, there may be more sugar come from Peru than has heretofore been the case.

An important meeting of canners was held here yesterday, being the first international convention of those engaged in the industry. All the matters appertaining to salmon canning were taken up, and the results were very satisfactory. Since the order has been issued allowing Canadians to put down salmon traps in Canadian waters, the Americans have shown themselves more amenable to argument. The fish passing in, come past the end of Vancouver Island first, where the Canadian traps are located, and already, though the run has not yet commenced, the catch has been good. Americans, too, would never observe a close time of 24 hours in one week to allow salmon to get to the spawning grounds. Yesterday, however, all these matters were taken up, and arranged amicably. The Dominion Government is thinking of allowing the same as the Americans do, and that is exactly what is bringing them to time. If it were adopted in other instances it would mean greater harmony, and a better conservation of Canadian interests.

* * *

Merchants in the Slocan District are very warm over the rank discrimination tariff recently put in force by the C. P. R., and are organizing to fight it. The towns, from which representatives were present at a meeting, were Sandon, Ainsworth, Slocan, Silverton, New Denver, Three Forks, Whitewater, and Kaslo, and they are organizing to battle against the railway company. The grievance is that while these towns are about 80 miles nearer the Pacific Coast than others, the latter are allowed to get their goods at 42c per hundred lbs. cheaper. A committee was appointed consisting of Mayor McNeish, Slocan; T. H. Wilson, Silverton; T. H. Hoben, New Denver; J. T. Kelly, Three Forks; Fred Ritchie, Sandon, and H. Giegerich, Kaslo, who will collect evidence and bring the matter before the Railway Commission.

* * *

Fred Irvine & Co., Limited, of Nelson, have adopted the cash system, and hope thereby to compete with the departmental houses of Toronto, which do a rushing business with buyers in the interior of British Columbia. The firm tried the new plan for a month, and found that it worked all right.

* * *

Business in Dawson markets is brisk, but profits are not what they used to be. Merchants are now adopting the motto of small margins quick returns. Spring stocks are now getting in, but the low water in the river prevents full cargoes being taken by the steamers down from White Horse. Low prices in hay and oats are causing a good demand. Hay is down to 4½c per lb., and oats to 4¾c to 5c lb. It is expected that when the new stock comes in on the Summer freight schedule of the White Pass & Yukon, the price of hay will decline $5 a ton. The first eastern Canadian cases to arrive in refrigerator cars and steamers got there a week ago, 400 cases being in the first consignment. New ham and bacon are also on the market. Cheese is a drug on the Dawson market, and it is said there is enough to do for a couple of months. Twenty cents is the figure. Butter is dropping in price, and dealers state they are losing money. They claim that the butter selling in bricks at 30c costs 28c f. o. b. at Vancouver, which is not much out of the way for good butter, and they will have nothing else in Dawson. Grapenuts are out of the market, being one of the lines which have run out. Others are also short, but with the Spring trade all will now be replenished.

* * *

Live stock and merchandise of all kinds comprise the cargoes of the boats going north just now. Two hundred head of cattle and 500 head of sheep went up on Saturday last, and such shipments will continue till the close of navigation. A considerable amount of flour was on the Empress of China when she left for the Orient last Monday. The Empress took 225 tons alone from Washington State, this being one of the ports through which mills there send their product to the far east.

MANITOBA MARKETS.

Winnipeg, July 9, 1904.

PRESENT conditions are in every way satisfactory, and the volume of trade has come quite up to expectations. Prices are generally well maintained, and there are indications that the available stocks are being largely drawn on.

The markets are steady, with the exception of sugar, which has taken an upward turn, and is now quoted at an advance of 5c.

Sugar—The market has now advanced, and Montreal granulated is quoted at $5.10 in barrels and $5 in sacks; yellows at $4.50. Wallaceburg still holds firmly at $4.95 in barrels and $4.85 in sacks.

Canned Vegetables—The market is firm and canned corn is now getting scarce, but is still quoted at $2.75 a case.

Rolled Oats—Prices are firm. The market quotes 80 lb. sacks at $2.25; 40 lb. at $2.30; 20 lb. at $2.35; 8 lb. at $2.65, and 6 lb. at $2.85.

Flour—The market is firm and the flour situation holds No. 1 patent at $2.45; No. 2 patent at $2.30; and No. 3 at $1.80.

Eggs—The market is now fairly steady and the demand is good. Eggs are now jobbing to the trade at 20c.

Cornmeal—The market is steady and prices firm. Cornmeal is quoted at $1.75 per sack, and 90c per ½ sack.

Evaporated and Dried Fruits — The market remains firm, but all kinds of evaporated fruits are scarce, especially California apricots, and 1903 choice are still offering at 13½c to 13½c a lb. 1904 apricots will be on the market in the course of two or three weeks, and will be quoted at 13c a lb.

Green Fruits—The market has advanced a little on some lines. Oranges are quoted at $4.75 a case, and sweets at $3.50 to $4 a case; lemons, $3.75 a case; peaches, $1.75 a case; bananas, $3 to $3.50 a bunch; plums, $2 to $2.25 a case; pears, in half boxes, $2; cherries, black or red, $1.50 a case; raspberries in pint boxes, $3 a case, and quarts $4; watermelons, $5 a doz.; tomatoes, $2 a case. Pineapples and watermelons are practically off the market. Apricots are quoted at $2 a case; rhubarb, 2c a lb.; cucumbers, 90c a doz.; cabbage, 4c a lb.; radishes, 15c a doz., and lettuce, 40c a doz.

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

TOMATOES

1903 Goods

$1.00 per dozen F.O.B. Kingston, usual terms.

Geo. Robertson & Son, Kingston, Ont.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition		Buffalo, N. Y.,	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill**

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIEU O NO BOILING OR STRAINING EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

The Drink for Summer.

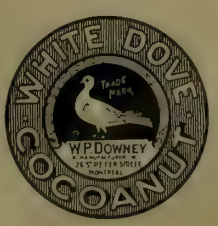
The Drink for Health.

ORDERS FOR

HIRES' ROOT BEER

are booming. It is, after all, the best drink for Summer.

If your jobber does not sell it, write me direct.



"White Dove" COCOANUT

Absolutely the finest quality on the market.

The handsomest package and most ready seller for summer.

Write direct if your jobber does not carry it in stock.

W. P. DOWNEY, 26 St. Peter St., Montreal

This Guarantee

is placed upon every package of Spice manufactured by **The Pure Gold Mnfg. Co., Limited, Toronto:**

THE **PURE GOLD MANUFACTURING CO.** LIMITED

Manufacture Three Grades of Pure Spices

AND NO ADULTERATED SPICES WHATSOEVER

These Pure Spices are Packed as follows:

PURE GOLD BRAND YELLOW LABEL — VERY CHOICE

JARDINE'S BRAND GREEN LABEL — SELECTED

REGAL BRAND RED LABEL — FINE

These Spices are warranted to contain

NO SHELLS, NO SPENT OR CHEAP GOODS, NOR FILLERS OF ANY KIND

THEY ARE ABSOLUTELY PURE AND GUARANTEED TO PLEASE

"Spice Purity"

The recent report, No. 95, on Ground Spices, issued by the Department of Inland Revenue, evidenced that All Spices manufactured by

THE PURE GOLD MNFG. CO., LIMITED
TORONTO

are absolutely pure and of the highest quality.

When you find our guarantee on a package of Spice you can always rely on the quality of the contents.

Buy **"Pure Gold" Brand** and protect your Spice trade.

Thanks, and thanks again

As a new Company offering a new brand of Canned Goods, we wondered a little—not worried, mark you—about how our goods would sell. We knew what class of goods we would pack, for we had the experience necessary—had it years ago—and among those who keep closest touch on the Canned Goods trade we were pretty thoroughly known. When we offered

The Old Homestead Brand

we waited with interest for results. Orders have come with a rush. We have "made good" from the first moment. The Strawberries and Peas we have already packed bear out every claim made, and fulfil our guarantee that **The Old Homestead Brand** is unequalled for excellence.

Raspberries

are the next fruit to be put up. Order from your wholesaler and **insist** upon The Old Homestead Brand—the best goods and the handsomest being sold to-day.

The Old Homestead Canning Co.

Picton, Ont.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., July, 1904.

THERE is a good steady business reported. A firmer feeling in several lines has resulted in brightening the outlook. One pleasant feature may be noted, though not strictly in grocery lines. There has been much more shipping in the harbor this Summer than for many seasons past. The depression in the lumber market means very much to us, and is perhaps the one unpleasant feature. There is a marked improvement in the tourist business, which is welcome. Certainly our cool weather cannot fail to be appreciated.

Trade here is being quite given over to the guild idea. We now have sugar, flour, tobacco, molasses and canned goods on the list, with such lines as some soaps, pickles, salt, etc., sold under signed agreement. It is certainly in many ways a good idea, particularly where there are so many jobbers as in St. John. It, of course, works to the disadvantage of some, and for this and other reasons some, not always the same, people stay out of all the agreements. There are several lines which, if they handle, they must agree to keep to the prices named.

Oil.

In burning oil the low prices are still quoted, and quite large future business is being booked. In paint oil, linseeds are firmer, but the local price remains unchanged. Turpentine, which has ruled high, is rather easier. Lubricating oils have a good, steady sale, with prices unchanged. Fish oil is somewhat dull, with prices rather lower.

Salt.

The cargo of Liverpool coarse salt just landed found a good market. There is not a large stock held. It will be a few weeks before any further arrivals. Prices are firmly held. In Canadian salt a good, steady sale is noted, particularly for cheese and butter salt in barrels.

Canned Goods.

As reported, the large trade of the province goes to the association. There are, however, at least three large buyers outside, and so at least one outside factory has found a good market here. The association has worked to their advantage. Practically the city trade have signed an agreement to sell at association prices. No line has been more cut than this, so a great advantage is expected. The association has not yet named prices and, while many feel this unfair, it is very much better than the former way, when goods were sold ahead at no profit, and the trade sometimes were not in a position to fill their contracts. In salmon prices are firm. It is said more than the list price has been paid for one brand of Spring fish. There has been a considerable effort made to buy below list price, and some few lots have been picked up. In spot goods, except salmon, which have been advanced, there are few changes. Vegetables are firmly held, particularly corn. Fruits are very firm, except gallon apples. Meats remain unchanged. Domestic fish are all firmly held.

A Penny Saved

Is not always a penny earned. You may save a penny on some article that either won't sell or will not please your customers.

It's better to buy the article with the name back of it.

Clark's Sliced Smoked Beef

has both name and quality.

It never fails to please

TRADE MARK

This design a guarantee of quality.

RED-BROWN WRAPPING

All Weights **FOR FURNITURE PACKING** All Sizes

Strong, Tough and Stiff. A Sure Protection to Destination.

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

Toronto LIMITED Montreal

Dried Fruits.

Spot business in not active. There is quite a steady sale for prunes, seeded raisins and currants in cartons. In new California prunes quite full orders are being placed. Prices were never as low. Sales of apricots and peaches are light, and prices are high. Dates are offered low. Figs are rather firmer this season. It is thought the market will be well supplied. Little is heard of new currants. Prices seem quite steady. In peels, orders are beling placed. Citron is higher than last year. Evaporated apples are firmly held and the sale is light. Onions are low. Some Egyptains held are very good stock. Denia onions are not sold here. Peanuts are firm at full prices. Cocoanuts are scarce.

Green Fruits.

Dealers are on the jump. Bananas are the active line. Supply last week was rather light, but receipts now are good and prices are rather easier. Oranges and lemons are higher. Prices for melons keep at full figures. This is a business little liked by the dealers. White tomatoes are more plentiful and quite full prices are quoted. Cucumbers are lower. Some green apples and pears are seen. In California peaches, apricots and plums, prices remain quite firm. Pears are shortly expected. The market is now supplied with local strawberries. The wholesale fruit men do little with them. Rhubarb is scarce.

Sugar.

Price shows a further small advance. There is a good sale in foreign sugars and some good values are shown.

Molasses.

There is a fair stock held, particularly of Porto Rico. In Barbadoes, price was advanced two cents this week. There is a steady sale.

Fish.

Our harbor and bay fishermen have had a good season in salmon. The catch has been quite good and prices have been well maintained. North shore catch has not been large. Except a few halibut and haddock there is little in other fresh fish offered, while few dry fish, pickled and smoked herring are being received. Receipts are light and prices high.

Flour, Feed and Meal.

In flour there is a fair trade and prices are firm. Feed is lower, with just a fair sale. Oats and oatmeal remain unchanged; prices at least are no higher. Beans are dull and rather lower in price. Cornmeal shows a steady sale, and quite high prices rule. Barley and split peas are scarce.

INTERESTING TEA DECISION.

Clarkson & Cross, accountants, Toronto, to whom was intrusted the final decision in the dispute between the Salada Tea Co. and the Blue Ribbon Tea Co., as to the relative amounts of Salada and Blue Ribbon Teas sold in Canada by these firms, respectively, report, after an examination of the books of both these firms, that during 1903 419,141 lbs. more Salada Tea was sold in Canada than Blue Ribbon Tea.

The Salada Tea Co., therefore, wins the $500 stake. In the above examination sales of Salada throughout the United States, the West Indies, etc., were excluded, only Canadian business being taken into account. Neither, on the other hand, were the bulk teas of the Blue Ribbon Tea Co.

The dispute, it will be remembered, was in regard to the amount of package teas sold by the respective firms.

The Eby, Blain Co., Toronto, have just passed into stock two cars Rio coffees, flinty green type. Their quotations are interesting.

SELLING CROCKERY

By John Kirkwood

A WELL managed crockery department is a source of profit; it adds to the annual turnover a considerable sum, and constitutes an advertising element of unique value. Crockery and chinaware do not constitute a line of daily consumption, and a family's purchases in the course of a year are not likely to be very heavy. At the same time there are few families that do not require to replenish their supply appreciably from one month to another. In addition to such purchases, there is no small amount of buying done for gift purposes. It is the little odds and ends, individual cups and saucers, fancy plates, cream and sugars, vases, bric-a-brac of all sorts, which sell all the year round, that are profitable, that brighten up the store and the windows, that appeal to the visitor and regular customer irresistibly. But this fancy china department often requires the support of a substantial staple department to realize its best possibilities.

The crockery department requires good display to make a good impression. Too frequently this is denied it, with the inevitable result that sales are neither large nor frequent. If it is possible, a separate room or corner should be set apart for this line,—a room or corner where the light is good, and where the customers can move about freely and without fear that they shall knock something over. A cramped-up space is bad. The light should be of the very best. Darkness is fatal to free selling. Nothing cheers up like sunlight. The question of shelving, display tables, etc., will settle itself. Everything, however, should be within easy reach, not only for convenience in showing buyers, but for dusting. The dusting must not be neglected. Daintily-gloved and dressed women dislike to be called upon to handle dusty goods. The dressing of tables and shelves with paper or cotton, or other material, is a subject of importance. It is good to have the assistance of a woman's judgment and suggestions at this point. Indeed, a woman's help in buying as well as in displaying is worth having.

Granted that the stock is well chosen and well displayed, there is yet something to be done towards making sales, namely, the securing of customers. Of course, one's regular customers for groceries will naturally be customers for crockeryware, but to depend upon these alone is not sufficient. It is necessary to attract others, and fortunately a woman who is a loyal grocery customer feels herself free to go where she wills when it comes to buying china or glassware. In this fact lies an opportunity for the live crockery dealer to make an acquaintance with new buyers, some of whom may be led in the course of time to become regular grocery customers.

These outside buyers can be secured by various ways. The influence of one's regular customers extends in widening circles, and will include many people whose grocery buying is done elsewhere. There are few things equal to crockery and chinaware for securing gratuitous and influential advertising.

It will not do, however, to depend upon the uncertain and unknown praises of one's good friends. The dealer must go out after the trade of his community boldly and systematically. Advertising in the daily or weekly newspapers is necessary, and for crockery advertising fairly liberal space should be employed. A good size is a space two columns wide by three or four inches deep. This space should be brightened up by illustrations, which can be secured without difficulty from the wholesale crockery dealer with whom one has his account. The writing of the advertisement requires the best attention. Enthusiasm should be the key-note,—not gush and bombast,—but that overflowing conviction that a salesman has when he is face to face with a customer. The advertiser must anticipate the wants of the people; he must suggest incessantly; he must make the people believe that they must have the things he has to sell. This done, the determination to buy follows naturally. Advertising that fails to accomplish this is lacking in the best and necessary qualities of good advertising. Such advertising can be done by every dealer, perhaps not easily, but done it can be,—and if not by the dealer himself, then by some other one, perhaps one of his salesmen—and it may prove best to engage a competent advertisement writer. Poor advertising will not get the largest amount of business possible. Good advertising will work marvels.

There are seasons when crockery and chinaware sell better than they do at other times—Easter, June (for weddings), and Christmas. Every month, however, can be made a good month. Some months yield good profits; these are the periods when the demand is good by reason of gift-giving, and of special furnishing, such as harvest and threshing time in country districts. Other months call for forced sales, which may be utilized for clearance purposes, or as occasions when some fortunate purchase can be made a strong advertising feature. The great thing to be aimed at is movement. Even if at times the turnover is not as profitable as one could wish, it is wise to maintain a good sales record. The benefits of such a course will reveal themselves when the brisk season comes on. Then, too, one is all the time building up a name for himself,—a name which will stand him in good stead in time to come.

One could with advantage have prepared a small booklet, illustrating some staple lines on which the price does not vary to any appreciable extent, illustrating also some other lines of finer character. The cuts for such a booklet can be had from one's jobber. This booklet could be freely mailed at an opportune time—before the Christmas, or Easter or wedding seasons. It would cost $15 or $20 to get out 500 or 1,000 of such booklets in good style, but it would be money well spent.

The renting of dishes to churches, societies, or clubs, is a good practice, but the best results from such a proceeding are obtained when the dishes so rented carry on them, indelibly burned in, the name of the dealer. It will pay the dealer to buy a superior class of stoneware, with an attractive design, together with his name, for rental purposes.

Churches, clubs and societies can be solicited to purchase an exclusive pattern for their especial use, care being taken to have selected a pattern that can be re-ordered when breakage compels an additional supply. In this connection it may be said that it is best to urge a superior class of ware when canvassing for such orders. Price will soon be forgotten, but quality will be remembered. If the ware is poor and the breakage is heavy, the dealer is blamed.

RED ROSE TEA WAREHOUSE

No. 3 INTERIOR VIEWS.

STOCK AND BLENDING FLOOR.

This cut shows a small portion of the fifth floor, where a large part of the teas which are used in blending are stored. On receipt of a shipment of teas, they are elevated to this floor, which has a storage capacity of 10,000 chests or 1,000,000 lbs.

When a blend is to be got ready, the order is sent from the tea room to the foreman of this floor. The teas that are required are then taken from the various piles and trucked to the hoppers, which lead to the blenders below. The marks on every package are checked twice to see that they correspond with the order from the tea room, so to avoid the possibility of any mistakes. The chests are opened up and one at a time are emptied into the hopper connecting with the blender which is to be used.

These hoppers are fitted with automatic slides in the bottom, so the tea, after being emptied, can be closely inspected before the slide is pulled to allow it to pass into the blender.

Description of the blending machines on the fourth floor will be given next week.

T. H. ESTABROOKS, TEA IMPORTER AND BLENDER,

Branches : { TORONTO. WINNIPEG. St. John, N. B.

If the ware stands rough usage well the seller of it reaps the reward of praise and confidence. Moreover, good goods pay the best profits.

Many private families can be induced to order a dinner set to be specially selected by them, and to be made up after their own ideas rather than in the ordinary compositions. One retail dealer in Toronto shows with pride a big shelf full of beautiful dinner plates, samples of sets he has supplied to Toronto families. He has allied himself to a good and reliable maker, and thus controls for Toronto the patterns he selects. He showed the writer of this article a number of these plates, saying, "That set I sold to the Hon. Mr. White. This set to Mrs. William Courtney. A set of this was ordered by the Government House. I sold this to the King Edward Hotel."—and so on. Every purchaser was guaranteed that no duplicate pattern would be sold to any other. Such a collection of plates, each one a beautiful thing, constitutes an immensely strong argument in the salesman's hands when a new buyer calls. This way of buying enables the customer to order any number and variety of pieces desired, and to have broken articles replaced, thus maintaining at all times a complete set. It allows, too, the customer to enlarge his dinner service as his fortunes or necessities develop. It gives a distinctive service which can be maintained from generation to generation.

To the alert dealer countless occasions arise for the sale of crockery, china and glassware. On this class of goods a generous profit can be made, a profit sorely needed by the average grocer. Crockery provides window, counter and table displays of the most attractive character. The crockery department, to be successful, demands time, but it pays handsome wages for the time devoted to it. It gives employment to the staff when they might otherwise find time hanging heavily on their hands, and it gives them opportunities without number for exercising their selling talent, and of making for their employer many an extra dollar.

The crockery department, if kept right and continually freshened by new goods, is a fine adjunct to the grocery department in many places. There are not many communities outside the larger towns and cities that warrant an exclusive china store, and by common consent the grocery store is regarded as the natural depot for crockery, glassware and china.

THE TARIFF AMENDMENTS.

ON June 28, Hon. W. S. Fielding, Minister of Finance, introduced before the Canadian Parliament several amendments to the tariff recently brought down. His announcement of the amendment was in part as below :

"If the House will permit me, without a formal motion, I would avail myself of the opportunity of placing on the table of the House some changes which we desire to make in the tariff resolutions. I might, of course, simply have placed the amended resolution on the notice papers, but I thought the House would prefer that I should call attention to several points in regard to which the changes are to be made. In both respects the changes are in form rather than in substance, and do not affect the rates of duty, but there are one or two items of some importance, and I will ask the indulgence of the House for a brief space while I call attention to the facts, so that hon. gentlemen who may be interested particularly in any of these may understand them at once without having to wade through the resolutions.

The Dumping Clause.

"In what is commonly called the dumping clause it is proposed to insert words which will empower the Minister of Customs in his regulations to make a temporary exemption as respects the operation of that clause in cases where the goods referred to are not manufactured in Canada in large quantities and in open competition. It would be possible that an article might be made in Canada to a very small extent, or it would perhaps be in the hands of some one producer and not open to the trade. It is felt that if such a condition should arise it might not be a proper case for the application of the dumping clause. The amendment will therefore provide that the Minister of Customs may, in his regulations, temporarily exempt from the operation of the special duty—that is the technical phrase I use—or the dumping clause—articles of a class which the Minister is satisfied are not made in Canada in a substantially large quantity, and open to sale on even terms to all applicants. Though an article may be made in Canada ordinarily, exceptional circumstances may arise, such as a strike, which would stop the manufacture in Canada, and in that case the Minister of Customs ought to have some discretion to meet a condition which might arise. That is the object of the amendment.

In the resolution laid on the table reference is made to the computation of the duties as respects spirits in flasks and bottles. This is rather a matter of customs regulations than anything else, but that clause to which I refer is being enlarged in the amended resolution. It does not affect the rates of duty. In the duties on coal oil a change is made in the phraseology, but no change in the rates of duty.

Clearer Definitions.

"There is another item which reads : 'Tableware of porcelain, china or other clay.' For the purpose of more clearly defining it we insert the word 'white,' so that it will read 'tableware of china, porcelain or other white clay.' This will prevent confusing the item with some others, which was not intended.

"There was a provision in the tariff of a year ago for the admission free of duty of machinery for the manufacture of sugar from beet root. That provision has expired, and we propose to renew it for the term of another year up to April next.

"In the item of molasses which is placed on the free list when imported from countries entitled to the British preference, we wish to insert words which would stipulate that it must be a direct importation. The object of the Government is to guard against molasses being landed abroad and mixed with other ingredients which people in the trade assure us is a practice which we ought very carefully to guard against.

The Date of Enforcement.

"There is one other matter which is of importance, and that is the date on which these various changes in the way of increased duties shall take effect. As a rule, under the practice in Canada, whenever the budget speech is delivered such changes of tariff as may be made take effect at once, and as the resolution now stands without any qualification that would be the result. However, there are precedents for taking a different course. Some years ago, for good reasons, no doubt, the operation of the new resolution was delayed for a period, and in the case of the German surtax we adopted the same policy. Following these precedents we now propose to provide that in the case of all goods actually ordered before the date of the budget—and confining it entirely to goods so actually ordered—if they be entered in Canada on or before the last day of August next they shall be admitted under the old rate of duty, and the new rate of duty shall only apply to cases in which the goods have not been ordered. The reason for this is that it has been represented that in some lines, notably woolen goods, large quantities were sold in advance at fixed prices on the basis of the existing duties. The goods in some cases were on their way, and the orders could not be cancelled. After very careful consideration we have come to the conclusion that no injury will be done the woolen industry, for which the benefit was intended, because the goods are ordered, and have to come in anyhow. The only question is whether we should exact a higher duty, and after full consideration we believe that in the case of all duties which have been increased by this resolution—this will apply to special duties as well as to the various items which are set forth—and where the goods have been actually ordered on or before the 7th day of June they shall come in at the old rate, provided they are entered in Canada on or before the last day of August."

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

ROYAL BAKING POWDER CO., NEW YORK.

VAULTS AND SAFES IN THE TORONTO FIRE

IN view of the fact that the conflagration which visited Toronto on the night of April 19th was one of the most disastrous in Canadian history, it is a matter for self-congratulation on the part of Canadian safe and vault manufacturers that the percentage of vaults and safes actually destroyed was so small. Out of sixty or seventy safes which passed through the fire, not more than six or seven failed to stand the test, while out of a correspondingly large number of vaults only two or three were destroyed. The safes burned out are believed to have been more or less dilapidated, and the two or three vaults destroyed were so manifestly defective it is not difficult to understand why they were unsuccessful in withstanding the fire.

The purpose of this article is to offer a few suggestions on the actual as well as the ideal construction of vaults or safes, the two classes of fire-proof or professedly fire-proof repositories. The former are fixed in position and surrounded by special walls of non-conducting and indestructible material; the latter are mostly of small or moderate size, movable and unprotected by accessory or enclosing walls.

VAULTS.

One of the first noticeable defects in modern vault construction is that of including iron rods or iron nails imbedded in vault walls, with the intention of adding strength. A second one is that of inclosing fire-proofing materials between iron plates with connecting partitions of beams or channel iron. It is evident that since iron, brick and cement expand at different rates on being heated, iron much the more rapidly, such additions to brick or cement work must always be a source of weakness and danger.

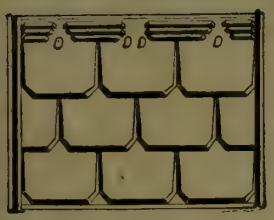
An example teaching the need of unremitting watchfulness and skilled oversight in vault construction is afforded by the loss of a bank vault in one of the buildings examined after the recent conflagration in Baltimore. A thoughtless mason failed to remove a piece of scantling placed by a carpenter when constructing a balcony floor. As the building burned, the fire followed through the piece of wood into the vault and ultimately the entire contents were destroyed.

The constructive errors may be summed up as follows: (1) insecure foundations; (2) faulty and cheaply constructed doors and poor bolt-work; (3) improper attachment of doors to masonry; (4) connection of vault walls with building walls which carry the former along with them when they fall. In (1) and (4) the inevitable result is the tumbling of the vaults: in (2) and (3) the doors warp out of place and make room for the heat and fire to enter.

In the Toronto fire the vaults which were destroyed had either defective upper roofs or walls. In one instance the vault roof was very light and simply crashed

Vault with stone lintel destroyed in Toronto fire.

Vault destroyed in Toronto fire; walls connected with building walls, which fell, carrying them down.



Eastlake Steel Shingles

either Galvanized or Painted

Are Always Reliable They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKES for the roof—fullest information if you write.

Metallic Roofing Co., Limited,

WHOLESALE MFRS., TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Some Grocers don't sell Brock's Bird Seed

—yet it is the best.

Put up only by

NICHOLSON & BROCK, - TORONTO

through when the building walls began to fall upon it. In another there was a big block of stone which served as a lintel. When the heat got beyond a certain degree, the stone began to crack, eventually falling and leaving an opening over the door for the fire.

One of the leading architects of Toronto suggests that the upper vault roof should be arched, of concrete or brick, and sufficiently strong to support any weight that might fall upon it. Under no circumstances should a stone roof be used. It is risky to have any stone about a vault at all, as it easily cracks when subjected to great heat.

All steel construction work, such as girders, should be covered with concrete or terra cotta, by means of which uneven expansion is avoided in the event of fire. The inner and outer vault wall should be of brick with three inches air space between; bricks should be carefully laid with Portland cement as mortar, and joints full, with no interstices left between the ends of joints or individual bricks. Vestibules should be steel-lined, with arched heads, doors and outer doors. There should be metal bed-plates for the girders, instead of building them into the vault or building walls. The concrete filling for floors and over arches should be at least one foot thick in the thinnest places. One feature of the vaults which came through the Baltimore fire successfully was that the walls were built up solidly of hard brick laid in cement and entirely free from built-in iron work. The average thickness of the walls was about sixteen inches, and they were without exception on brick foundations built up from cellar bottoms.

SAFES.

By far the larger number of safes destroyed in the Baltimore fire were in no sense fire-proof. Heat quickly penetrated their casings, the wooden linings caught fire and contents were soon reduced to a handful of ashes and charred fragments. The question arises directly: Is it possible to make at moderate cost safes of suitable size, weight and portability which will be proof against terrific heat? Many safes in use are not fire-proof at all, and the fact would soon become evident were they subjected to a severe heat test. One reason for this is because the demand of the public has steadily been for cheapening prices. It may be stated, however, that such safes are not nearly so widely distributed in Canada as in the United States.

It has been demonstrated that safes may be constructed of moderate size and cost, and yet be able to stand against the hottest fires, except only where the entire exterior

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATION VACANT.

A YOUNG man experienced in window dressing and store decorating; for large departmental store. Apply, stating experience, salary wanted, references, to Stanley Mills & Co., Limited, Hamilton. (f)

EXPERIENCED grocery clerk wanted; give references. Box 155 CANADIAN GROCER, Toronto. (30)

GROCERY salesman; experienced; young man; give references and salary expected. Box 21, Kincardine. (f)

BUSINESS CHANCES.

BEST paying grocery business in Oxford county; write for particulars; satisfactory reasons for selling. Box 257, Woodstock. (f)

AGENTS WANTED.

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL

Montreal Toronto Winnipeg

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

IRISH

Consumers prefer Canadian products. If you want to sell communicate with

J. H. Sheridan, 6 D'Olier St., Dublin

(32)

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

Consumers

are the persons most necessary to please—

MOTT'S

goods please them—

and the jobber who handles *Mott's* Lines has no cause for complaint, there is profit in them.—

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

Stewart's High-Class Confections in sealed boxes.

ROSE SPECIAL.

PACKED IN FOUR SIZES :—

½-lb. Rose Box Chocolates
1-lb. " "
2-lb. " "
5-lb. " "

DARK OR LIGHT COATINGS.

This line is most attractive. The boxes are a beautiful rose design, and the contents are Stewart's best.

This is but one of many lines of equally fine goods. Our assortment of package confections is the most attractive, the most complete, and the largest being shown in Canada to-day.

Your Confectionery Trade Solicited.
Mail Orders Carefully Filled.

A. J. STEWART, Limited,
CONFECTIONERY MANUFACTURERS **TORONTO.**

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS
OTTAWA, ——— CANADA.

shell is melted. Such specially constructed safes, upon being examined after severe fire tests, may be found to have their external plates much warped and partially consumed, corners burned off, and even their seams gaping; upon being opened, however, the contents will be found to be perfectly preserved.

These safes had a wall-filling of composition containing a high percentage of water in combination, held in stable position interstitially. As the heat penetrates this layer, it converts the water evenly and gradually into steam. The change from liquid to gaseous form is attended by the conversion of heat into mechanical separation of water particles, and a very large amount of heat thus rendered latent. As long as the conversion of steam is going on, the temperature does not rise. The water content of the filling thus retards the progress of heat through the walls of the safe, and so protects the box in the centre. It is therefore seen that protection is secured not to any great extent by the interposition of a non-conductor—water—but by the absorption of heat in the conversion of liquid water into vapor.

There is no other method of safe-construction known upon which entire reliance can be placed, says G. L. Damon, an American safe expert, to whom many of the above suggestions are due, in a recent issue of the Manufacturers' Record. The cost of such really fire-proof safes is about thirty per cent. above that of the average safe sold to-day; but no one will deny that the additional cost is more than made up for by the certainty of its being absolutely fire-proof.

MEXICAN CANADIAN TRADE.

WHEN a trade commissioner from Mexico was at Ottawa recently, endeavoring to establish a steamship service between this country and Mexico, the Toronto Board of Trade began an independent investigation regarding the opportunities for increasing trade between Canada and Mexico. The secretary of the local board wrote to J. H. McLeod, one of the most prominent merchants in the City of Mexico, informing him that the commissioner had not visited Toronto, and asking for information regarding trade matters. Mr. McLeod is a native of Woodstock, and the trademark of his business, "The International Grocery Company," is still the maple leaf.

In an interesting letter sent to the Toronto Board of Trade, Mr. McLeod says:

"I am told that President Diaz would be very willing to send another special commissioner to visit Toronto and other centres of trade in Canada if he were asked to do so.

"In regard to giving you a list of the principal articles imported into this country from Canada, I will do the best that I can to have this list sent to you, together with all the information in regard to the class of goods, size and style of packages, etc. I am calling together the representative Canadians living in the City of Mexico and the interior, in order that I may be well informed as to what class of goods would be more suitable to the country. In our lines of goods I could give you a partial list, but think it better to wait and have a complete and positive knowledge of all goods that could be imported from Canada to Mexico. We have imported at different times fish from New Brunswick and canned vegetables from Ontario, and we feel that Canadian goods would be very acceptable to the Mexican people. The meeting will be held on Dominion Day, July 1. I propose to form what we would call a Canadian commercial club, to supply your people in Canada with data and information to further the trade between the two countries." The British Consul at the City of Mexico writes to the Victoria Colonist as follows:

"Exporters to Mexico have to pay particular attention to the Mexican customs regulations, consular invoices, etc.

"Intending traders would do well as soon as the proposed steamship line is an accomplished fact, to send a traveling representative to look over the ground. The new line will meet with considerable oppositon from the German and American lines, who successfully ousted the Anglo-Chilian companies, also from Mexican port officials, who are "owned" by these lines.

"While Mexico and Canada produce many similar commodities, yet I believe a grand trade will result if you are energetic and combine your energy with care and tact."

RECORD TRIP.

Mr. D. T. Williamson, general traveling representative of the Brantford Starch Works, recently made a record trip from Halifax to Brantford. He left Halifax by Ocean Limited, I. C. R., at 8.45 a. m., on Thursday, July 7, and arrived in Brantford at 7.14 p. m. the next day. This time for the distance is a record, and it was accomplished on account of his making connections promptly in Montreal, Toronto and Hamilton.

Our Up-to-date Workshop and Ovens

are busy six days in the week for the good of the nation. From them come the increasingly popular

PERFECTION CREAM SODAS

—biscuits the like of which are not produced elsewhere. We believe this,—we want you to believe it. The proof you require is in the biscuits themselves. Give us an order.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.
BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

Summer Drink

Quina Excelsior = OZONIFIED, APERITIVE, TONIC and INVIGORATING.

Hygienists are right in criticizing the aperitives of to-day; often these liquors, instead of stimulating the stomach, irritate it, weaken it, and have a disastrous influence. **Quina Excelsior** is the acme of tonics, based on rational methods. **Quina Excelsior** is composed of Kola, Cocoa, Kalisaya, Quina and generous old wines; the ozone revivifies the weakened organs and cicatrizes the mucous membranes. Can be taken at any time, preferably before meals Taken with water is a refreshing and hygienic drink. It is a thoroughly enjoyable Summer drink. Will please your customers.

B. O. BELAND,

Sole Agent in Canada, - 1684 Notre Dame Street, MONTREAL.

RETURNED
JUL 15 1904
Cut Book 21
Page 30

Take a Step in the Right Direction

By writing us at once for prices and discounts. To be a thoroughly up-to-date business man, making the most of your time and money, it is as necessary to keep posted on price as it is to breathe—for price is the vital spark of business life; on it profit and loss are hinged. We are making and selling JAMS, JELLIES, MARMALADES, PICKLES, VINEGARS, SAUCES, CATSUPS, etc. Our factory, the largest and best equipped of its kind in Canada, with the market at hand to buy in, enable us to turn out a high-grade product at a very low price. It will be a pleasure to mail our catalogue and answer any enquiries.

THE OZO CO., Limited

MONTREAL.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA,

Make the best jelly powder of any sold in this country. Usual size package. All flavors. Send for free sample and price list. Its name is

GEL-O

COWAN'S

Perfection Cocoa (Maple Leaf Label)
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Attention!

KLAUS'S, the best of all Swiss milk chocolates for eating and drinking.

KLAUS'S marvelous rich powdered Swiss milk; latest creation of the present; most economical food for household purposes.

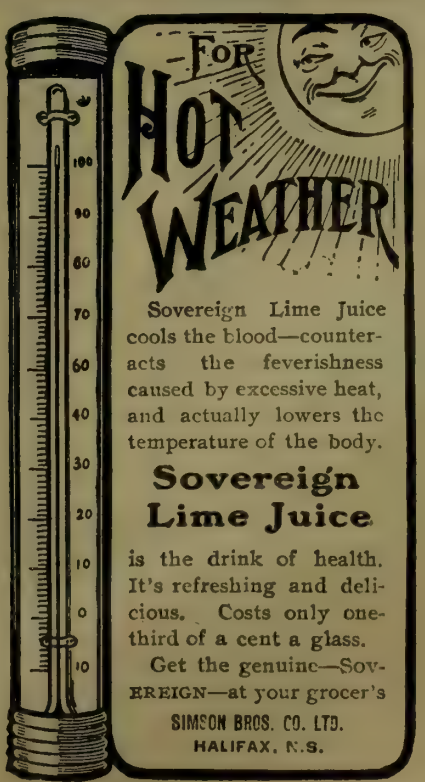
Galactina Swiss Infants' Food, prepared by Fabrique de Farine Lacte Suisse: Galactina: Berne (Switzerland).

BEAR BRAND, Condensed Swiss Milk, highly recommended by members of the medical profession, absolutely safe and free from infectious germs. His Britannic Majesty's Government have placed large contracts for the Bernese Alps Milk Company's unsweetened condensed milk.

GLARNISH GREEN CHEESE, manufactured by Gruninger Bros., Naefels (Switzerland), from purest Alps goat milk. Is therefore highly recommended by medical men as a wholesome stomach breakfast cheese. Should be sold by all grocers.

Agents for the Dominion of Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.
Send for Samples and Prices.



Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—SOVEREIGN—at your grocer's

SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

McWILLIAM
Mc. AND E.
EVERIST

Canada First

Canada's Fruit Products are now the feature on Toronto Fruit Market and we as the largest handlers are in the best position to supply your wants. Send us your orders.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Fruit Outlook.

THE following reports concerning the growing fruit crops of Canada have been received during the past week: Orchards in Wellington County, Ontario, are looking healthy and give promise of a good yield of fruit, while vegetables are in correspondingly promising condition. Small fruits throughout Ontario have improved since May, and a fair yield is expected, although in peaches and apples the yield will be below the average in quantity. In the Niagara fruit belt a bumper crop of cherries is reported.

In eastern Quebec farmers are of the opinion that there will be a large crop of turnips, carrots, potatoes, etc. Apples will likely exceed the crop of other years in Quebec, especially in the vicinity of the Rougemont and St. Hilaire Mountains. Reports from Prince Edward Island say that tree fruit so far is encouraging.

In Victoria District, British Columbia, small fruits are reported fair, and larger fruits promise a good yield. In New Westminster, recent frosts have done some damage to fruit. Cherries are a large crop, while apples are fair, and plums, prunes and pears are practically a failure.

Experimental Shipment of Fruit.

Professor Reynolds, of the Ontario Agricultural College, Guelph, was in Ottawa last week, conferring with G. W. Hunt, president of the Ottawa Produce Exchange, in regard to experimental shipments of fruit in cold storage. It is intended to ship a carload of plums, grapes and peaches to Winnipeg by freight to test the shipping qualities of these fruits, and to find out if such a shipment when properly carried out can be profitably made. The experiment would have commenced with strawberries, but on account of the scarcity of that fruit this year it was found impossible to secure a carload in any one locality.

Shortage in Spanish Olives.

Olives will be higher this year than for many seasons, and some large varieties are already scarcer than hen's teeth, says the Milwaukee Sentinel. The scarcity is a result of the poor crop in Spain, the source of all or most of the bottled varieties, so much sought after at picnics and elsewhere.

Olives come from Spain in "punches" or "pipes," as they are called in the trade, and this season there will be a shortage of fully 15,000 pipes. Each of these contains from 160 to 180 gallons of olives. The smallest size, called "manzanilla," come about 150 to the pound, and these will be more plentiful. The largest sized olives come about 30 to the pound.

Many olives are grown in California, but the richness of the soil causes too great a quantity of oil for the best eating olives, so they do not demand the high price of the Spanish product. Spaniards have a special method of preserving the fruit, which is an art in itself, and has never been equalled in other countries.

The black olives of Italy and Greece are grown entirely for the oil and other products, and not put up as the Spanish variety.

Fruit Raising in B. C.

THE following special information is interesting in so far as it shows something of the possibilities of Southern British Columbia in the direction of fruit growing.

The Okanagan Valley is by far the best known fruit section of British Columbia. To show the wonderful productiveness of the Okanagan, one fruit grower last season produced sixteen tons of prunes on two and one-half acres of land for which he received $25 a ton, $400 at the packing house. Had he packed them himself his returns would have been considerably larger. One packing house in Kelowna shipped an average of five carloads a week for over two months last season.

While at present occupying a very secondary place to the Okanagan from the fruit grower's standpoint, due largely to the lack of transportation facilities (a drawback that promises to be soon remedied), the Similkameen valley is destined in the future to rival, if not outstrip, her famous sister valley, the Okanagan.

Is Protection Necessary?

IN answer to those who have recently been advocating higher protection for Canadian fruit and garden produce it may be stated that foreign grown fruit and produce which might under ordinary circumstances compete with such as is grown in Canada, as a matter of fact does not do so to the injury of the latter, since it comes on the Canadian market before the Canadian article is ready, and ceases to be imported directly the domestic article is ready for the market. Why is higher protection necessary in this case?

It has been held that in the vegetable market that the large importations of California celery, which have lately become a feature of the Canadian market, have hurt the trade of domestic market gardeners. Possibly there may be just grounds for complaint here. At the same time, the opinion of the produce men seems to be unanimous that Canadian celery is far from being equal to California stock, and that if Canadian market gardeners wish to hold the Canadian trade they will have to produce a better article than they have in the past.

Apples From Tasmania.

A shipment of Tasmanian apples has arrived on the Winnipeg market. These show very fine quality, and are packed in hardwood cases weighing 50 lbs., each containing 40 lbs. of apples net. Each apple is wrapped in paper. The fruit is in good condition and fairly attractive in appearance, being yellow and deep red, overlaid with russet. The texture and flavor are rather like that of Winter pears. The price is almost prohibitive, as the apples cost so much that they have to be retailed at 2 lbs. for 25c.

Novel Tomato Crate.

A new tomato crate has been invented by H. Lewis, of Lantana, U.S. It is of pasteboard that lies flat when not in use, but which is put together for service very much like the patent cells used in shipping eggs, each tomato being separated from the others. The walls of the crate are perforated for ventilating, and the whole device is very simple and easily erected. The crate is so constructed as to go inside of the basket now in use, the main object being to save wrapping of the fruits, as is now necessary in shipping, which will expedite the packing.

GUESS AGAIN!

Send in your order this week along with another guess.

Only one week more.—Contest ends Saturday next July 23rd.

The first person guessing the nearest to the correct number of bunches handled by us from June 4th to June 10th (1 week), will be given a free ticket to St. Louis World's Fair—berth and meals in transit included.

EACH GUESS TO BE ACCOMPANIED BY AN ORDER.

WHITE & CO., Toronto,

Headquarters for BANANAS, WATERMELONS, VEGETABLES of all kinds, ORANGES, LEMONS, TOMATOES. A large list to choose from. Send for Price List.

W. B. Stringer. **Certainly** J. J. McCabe.

You see the advisibility of placing your order with us. We're not confined to the contents of any one warehouse—we deal with all; secure your goods where the best value is given. We have them collected and forwarded to you in one shipment. It's money saved for you in charges, besides the benefit of personal selection, and the satisfaction of having your order shipped complete. TRY US.

W. B. STRINGER & CO.

BROKERS. 61 Front St. East, Toronto.

Arriving Almost Daily— Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Apples Vegetables

Dried and Evaporated Green and Desiccated

FINKLE & ACKERMAN
BOWMANVILLE.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

It's Free to Business Men

Our latest illustrated catalogue sent free upon request. Telling you how you can save 10 to 60 hours per month in rendering your accounts and doing your book-keeping. Render 1,000 accounts in one-half hour. Write to-day.

The Briggs Ledger System Co.,
Limited
75 York St., - Toronto, Can.

A DISTINCT TYPE

The OLIVER has certain superior features and unique improvements exclusively its own.

The **OLIVER** Typewriter

The Standard VISIBLE Writer.

Operates as smoothly as the delicate mechanism of a watch, durability unquestioned.

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER TYPEWRITER CO.
183a St. James St.
MONTREAL.

Agents wanted in all unoccupied territory.

Write for our Great Special Offer.

CABLE FROM LONDON.

London, May. 27, 1904.

British Government to-day ordered fifty more Oliver Typewriters. LONDON.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

TORONTO'S QUICK AND SURE PRINTERS

We do all kinds of good printing cheap. Let us handle your next order and you will be satisfied. Latest styles in Type and Borders. Everything up to date.

1,000 LINEN LETTERHEADS THIS MONTH, $2.50.

G. A. Weese & Son, 44 Yonge St., Toronto.

ADVERTISE YOUR BUSINESS

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. WRITE TO-DAY.

GEO. J. SMITH BUREAU, 621 BROADWAY, N.Y.
WE WRITE ADS. IN FRENCH.

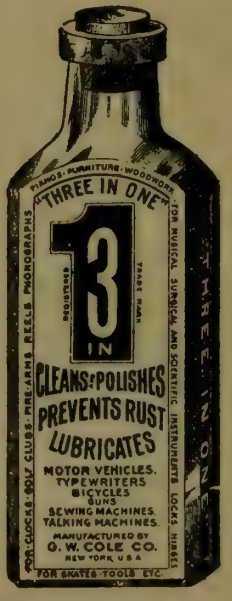
NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

3 in One



Does It All

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling **"3 in 1"**

Sold by Jobbers in

HAMILTON	WINNIPEG
MONTREAL	ST. JOHN, N. B.
TORONTO	VANCOUVER

G. W. COLE CO.

141 Washington Life Bldg., New York.

RETURN
AUG 19 19
Art B 22
Pag 52
Cans

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

TREATMENT OF CASH DISCOUNTS.

By C. A. Rose in The Bookkeeper.

IT is understood that cash discount is handled separately from bank discount, but the latter being a form of cash discount the writer claims that is should be posted in a general "discounts" account.

The subject must be handled from the business man's point of view, and not from a book-keeper's theoretical standpoint. The well posted salesman has in mind, when making a price, whether his customer takes advantage of cash discounts or takes full time. It is a fact when the salesman makes a very close price he stipulates "no cash discount." It therefore follows that cash discount on sales should appear in trading account. The buyer also considers whether his firm "discounts" or not when determining the price he will pay on purchases.

The matter of interest of loans from bank to enable the business man to take advantage of discounts, and the discounting of notes which he has been obliged to take for goods sold (bills receivable) are entirely different matters and pertain to capital, or the lack of it. Such being the case, it would seem that bank discounts are a "general expense" and must be transferred from "discounts" account to profit and loss direct.

Therefore, to get a clear idea of this subject it is necessary to divide cash discounts into three parts.

Discounts on bills receivable (bank discounts).

Discounts on purchases.

Discounts on sales.

The first is a general expense, and not chargeable to purchases, for the reason that discounts are not taken at the bank except when capital is short. The second should be carried to trading account with the amount of purchases. The third is also a matter for trading account. By putting the latter two in trading account the writer is claiming that the business man considers the discounts when making purchase or sales prices. It is contended also that the amounts of discounts should appear in trading account on the same side of the account as the amount on which it is a discount.

The writer holds that the simplest way to handle cash discounts is to carry all cash discounts in one tabular account under sub-heads. The account may be called cash discounts.

The ledger should be double ruled, Dr. and Cr. under each head.

The balance of interest and discount should be transferred to profit and loss direct with the other general expense items at the end of the period.

The balance of discount purchases should be transferred to purchases account and from that transferred to trading account at the end of the period. When making the transfer to trading account it should be itemized, as

Trading account Dr.		
To Purchases account		$.....
Less discount		$.....
		$.....

The balance of "discount sales" should be treated in the same manner as discount on purchases.

Sales account Dr.		
To Trading account		$.....
Less discount		$ .....
		$ .....

It is advisable to transfer accounts to trading account and profit and loss account only once a year because all comparisons and calculations are made by the year, and it makes it much simpler for the accountant to make his monthly statement of earnings and expenses. By keeping the above accounts as suggested for the whole year before transferring to profit and loss and trading account, the asset and liability statement can be made more easily. All the open expense and earning accounts showing as undivided expenses and undivided earnings. The columns of each discount account will have to be footed at the end of each month for the trial balance, and these footings can be of use when making up the monthly statement. Deducting the footing used at the end of the previous month from that of the present month, the result will be discount for the present month and the item to be used in making up the monthly statement.

When itemizing in the monthly earnings statement the deductions and totals on the line below when a "short column" is used should be put:

JANUARY.

Sales account		$.....	
Less discount		$.....	
Net			$.....
Purchases account	$.....		
Less discount	$.....		
Net	$.....		
Balance gross profit from Trading account	$.....		
Totals	$		
Gross profit as above			$.....
Sundry Trading	($.....		
Expense accounts	($.....		
	($.....		
Balance, net trading profit	$.....		
Totals	$.....		$.....
Net trading profit as above			$.....
List)	($..... ..		
General)	($.....		
Expenses)	($..		
"Int. & Disc.")	($.....		
Salaries)	($.....		
Pay roll, etc.)	($.....		
Balance, net profit month January	$.....		
Totals	$.....		$.....

By making up this statement in a trial balance ruled for twelve months with fly leaves and putting deductions and addition on the line below, it is possible to make comparisons with any previous month's business. For convenience the yearly deductions and totals may be transferred to a special statement book ruled after the same manner with numbered lines, and, by putting each account on the line in the yearly book that it occupies in the monthly book ready reference and comparison may be made of the monthly and yearly expenses.

BAD BREAKS IN BUSINESS.

From The Saturday Evening Post.

AN illustration of the results of allowing an employe to monopolize information comes to my recollection in connection with a large wholesale drug house. In this business, as in several others, prices on a large variety of goods are subject of daily fluctuation. Therefore "pricers" are employed to each day figure the prices to be charged for certain commodities, in accordance with the law of supply and demand and other significant considerations. This is not the simple task which it might seem, for a certain ingredient of a compounded drug may suddenly become scarce while another will depreciate in value.

One day the chief pricer of a large house left on a vacation. When he returned at the end of two weeks he carefully examined the prices made by his assistant. The figures, which he showed with considerable pride to the head of the house, demonstrated that through his absence for twelve days the house had lost $1,500 because the prices had not been figured from all the data that should have been taken into consideration by the pricers. It did not occur to him that by the same token he convicted himself of a failure so to systemize his work and record vital data that another might take up his work without serious loss to the establishment. Judged on his own figures for the one week, this loss would in a year have amounted to about $35,000.

Another serious "break" in business is the failure systematically to keep vigilance upon the comparative amounts of trade done by a customer during different periods. When a customer who is in the habit, for example, of ordering five bags of coffee orders only one, there is but one conclusion to be drawn from the viewpoint of the house; he is dividing his coffee trade with another firm. Certainly the only safe thing for the house to do is to draw this inference. Under a thorough system this deviation from the habit of the customer would be instantly noticed, and he would be written a letter politely inquiring if anything unsatisfactory in the previous treatment he had received from the establishment was responsible for the falling-off in the amount of his order.

When the management of a large commercial house is not alive to the fact that the office end of the business should be a positive trade-producing factor, he is in one of the business errors that will cut deeply into his profits if he is not in the enjoyment of a monopoly. It is a poor office that is not a close second to the salesmen's department as an actual trade-getting factor.

Often some decidedly fantastic complications are brought about in the order department, owing to a lack of proper method. In a very large wholesale house a telegram from a distant customer was received which read: "Duplicate our order No. 865." A few days later a letter from the same customer again instructed the duplication of the order bearing that number. While this second order was being filled the buyer from the firm in question arrived in the city, went to the wholesale house, and among other purchases duplicated the items in "order 865."

Several days later the distant customer was heard from with emphasis, frantically asking why the house had shipped three times the amount of each kind of merchandise that had been ordered. Of course, the explanation of the matter was very simple. The letter was intended as a confirmation of the telegram, not as a new order. Then the house of the customer had failed to notify its buyer in the market that a sudden demand for goods which were on his "buying list" had made it necessary for them to be ordered by wire. The buyer had made several stops on his way to the city and was in ignorance of the fact that these goods had already been bought. Had this whole transaction been properly made the buyer in the market would have been advised by wire that the order had been telegraphed to the house; the letter to the house would have read: "Confirming our telegram of November 10," etc.; then the buyer would have found a similar letter of confirmation from his own house awaiting him at the wholesale house.

WE NEVER ACCEPT DRAFTS ?

Editor Dry Goods Review.

THERE are two sides to every question, and the draft is no exception. I have read articles or letters in your valuable paper on this subject at different times, but always on one side. I now say a word for the other side. Granting that some men use this draft question as stated, others only do it in self defence and on the soundest of business principles. Where there is no branch of any bank, and a merchant has to remit his money away by mail, he is keeping his accounts with each house he deals with. They don't all draw on him. He may not be able to meet all his bills at thirty days. Why should he sign a draft acceptance which, if he failed through miscarriage of the mail to meet, would be protested, thus proving expensive and injurious to his credit? The retailer cannot always call in his money just as he wants it. He has to use patience and tact, and sometimes is disappointed then. For years I positively refused to accept drafts, as there was no bank here, and the money had to be remitted anyway, but just as soon as a bank was opened here, so that I could be sure of myself, I opened an account with them, and would rather accept drafts than not. We all have our difficulties to overcome in business, and our wholesale friends must bear their share, just as we retailers bear ours, possessing our souls in patience. A.B.C.

CERTIFIED BALANCE SHEETS.

By H. G. Stowell.

I KNOW of some cases in which business men have their books examined every six months, and send a copy of their condensed balance sheet to the mercantile agencies. This balance sheet is certified to by the auditor.

Credit is worth a good deal. It is worth possessing. It may easily be created by that means; and to have one's books audited regularly should be thought of as an expense similar to insurance, rent, light and heat; in other words, a wise and necessary outlay. A detailed audit of the books is not necessary for credit purposes.

Not one of you will doubt the desirability of having before you an examined balance sheet, but the question you will raise is one of practical importance—how shall we secure such information?

Traders will refuse to have it done, on the ground of expense alone, if for no other reason. They will refuse to allow you to have their books examined from fear that you will learn too much about their business.

No secret of a business is given away by the experts. The report would be made to the man who employs the company. Accompanying the report would be a balance sheet condensed, and in the reading of which no information not necessary to the purpose would be shown. The trader or manufacturer could use it for credit purposes if he chose.

SHUTTING OFF STEAM.

"Shall we stop our advertising for a while now?"

This is a question that some business men are apt to ask themselves, particularly in the Summer, or during what they regard as their dull season.

Suppose your engineer asked you:

"Shall I stop putting coals on my fires, Sir?"

What would you reply?

"Why, no—unless you want the engine to stop!"

The advertiser who thinks of discontinuing may argue —"We have been advertising so long and so steadily that our name and specialties are well known, and we intend to advertise again when business is better in our line than it appears to be now; in the meantime our business won't stop."

No; neither will the engines stop the minute the men suspend shovelling in coal. The point is, however, that when the engine is to be started again, ten times as much will have been lost in power as has been saved in fuel or feed.

Using up reserve force never pays.

It is a loss, however it may be looked at. The buying public is prone to forget. It is, moreover, much more difficult and much more expensive to regain a lost customer than to prevent his straying away.—Money Maker Magazine.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc.
505 McKinnon Bldg., - Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee etc.
Regular and Special Audits.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto,
Tel., Main 3818. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

LEARN TO ADVERTISE YOUR STORE

or if you have not time yourself, pay for a course for one of your bright clerks Get booklet on our specialized course in advertising. Tells about our new method of advertising study.

SEPARATE COURSE FOR EACH LINE OF BUSINESS

Our method is absolutely new and practicable. It tells you all there is to learn about advertising your particular goods.

GOOD ADVERTISING IS TO-DAY THE BASIS OF SUCCESS

Begin now; take our course of study and learn to advertise your store. We look after your advs. while you take your course. Send for our booklet.

CANADIAN CORRESPONDENCE COLLEGE, Limited
Phone Main 4302 161 Bay St., TORONTO

Western Business College
Cor. College and Spadina avenue, **TORONTO.**
Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.
A. J. HOARE, Principal.

St. Margaret's College, Toronto
A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.
GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

FREE COLLEGE COURSE
to one young man in your town.
Is it you?
Open summer and winter.
Write
R. A. Farquharson, B.A.
Dep. A
METROPOLITAN Business College
— OTTAWA, ONT. —

1889.
The Belleville Business College, Limited,
Business firms get the best results by applying to us 10 days before vacancies occur in their employ.
See Catalogue pages 21, 27, 33, 41.
J. A. Tousaw, Secretary. BELLEVILLE, ONTARIO. J. Frith Jeffers, M.A., President.

FLOUR AND CEREAL FOODS

Grain Situation.

CROP reports from Ontario during the week have been favorable in the extreme. In Wellington County, one of the banner wheat producing counties of western Ontario, the crops have not looked better in many years. Spring wheat is growing sparingly, but this year's crop is very promising. It is advancing rapidly, although not yet in head. There is a fine head on all the Fall wheat, while the general appearance could not be better. There are now apparent no evil effects of the long and severe Winter which caused so much alarm in the early Spring. Oats and barley are looking fine; oats have been a little backward, but will come into head in about three weeks if present conditions continue. Barley is all out in head and looks promising. The small area of peas sown has not been showing up well owing to the wet weather. Conditions in eastern Ontario are very similar, and the crop there will probably be above the average all round, several districts being above their average for many years. The yield of Winter wheat will be comparatively small, and in some districts it is estimated that the crop will not be more than 60 per cent. of the average.

In Quebec generally the prospects are good for a fair grain yield. In Quebec District the grain prospects haven't been so good for years. In St. Hyacinthe District, as well as Rouvelle and Bagot, which are the leading agricultural counties of Quebec, the outlook is encouraging for a good harvest, although in some sections the yield will fall short of previous years.

The weather in New Brunswick has been favorable, and crops are reported to be coming along well, particularly hay and grain. In Nova Scotia, crops have been injured to some extent by late frosts; in Prince Edward Island, although retarded somewhat by lack of rain, crops promise well.

Latest C. P. R. crop reports say that conditions in Manitoba and the Northwest are satisfactory, except in a few places where the rainfall has been a little too heavy. All over the central section of the C. P. R. the grain is growing magnificently, and a maximum height of thirty-inches is reported. In the Territories, where rain has not been so heavy, little if any harm has been done. The most conservative estimates state that except on the low ground Manitoba will harvest one of the finest crops the province has ever grown.

The crop situation is beginning to assume a position of great importance in the Canadian trade outlook, says the Montreal Herald.

So much depends on the success of the agricultural season that the progress from now on is fraught with much interest to the entire business community. The yield of wheat in the west is, of course, the predominant factor. The prosperity of the eastern manufacturers and merchants is deeply concerned with the welfare of the western farmer. There is material for continued satisfaction in the above reports which are coming in regarding the condition of the growing wheat. With the exception of the fact that the increase in acreage is smaller than was expected, no unfavorable features have developed, and the crop has passed through the early stages remarkably well. It is still too early to make predictions as to the total yield, but those who calculated a production of 75,000,000 bushels have not yet seen fit to change their estimates.

The English visible supply decreased 1,233,000 bushels during the week, compared with an increase of 212,000 bushels last week, and an increase of 208,000 bushels the corresponding week last year. The Argentine wheat visible is 3,243,000 bushels, against 2,904,000 bushels the previous week, and 3,753,000 bushels last year. The weekly Argentine cable says sowing operations of wheat have been pushed forward vigorously and the acreage is larger than last year.

VISIBLE SUPPLY.

Supplies of grain in U. S. and Canada :

	July 11, 1904.	July 12 1903.
Wheat, bu...	13,478,000	14,311,000
Corn, bu	6,174,000	7,417,000
Oats, bu...	4,137,000	4,346,000
Rye, bu...	815,000	595,000
Barley, bu	1,386,000	176,000

Wheat decreased 577,000 bushels last week, as against a decrease of 1,659,000 bushels the corresponding week of last year. Corn decreased 103,000 bushels last week, and oats increased 91,000 bushels.

GRAIN ON PASAGE.

	Wheat & Flour. Bush.	Corn. Bush.
To the U. K	27,120,000	7,840,000
To the Continent.	11,640,000	5,760,000
Total	41,760,000	13,600,000
Last week	43,760,000	13,360,000
This w'k last yr.	29,200,000	15,280,000

The total amount of wheat in sight to-day, consisting of the amount on passage, and the visible supply in Canada and the United States, is 55,288,000 bushels, against 57,815,000 last week, 43,511,000 last year, and 50,528,000 in 1902. The total amount of corn in sight is 19,774,000, against 19,637,000 last week, 22,727,000 last year, and 21,756,000 in 1902.

WORLD'S WHEAT SHIPMENTS.

	July 11, 1904.	July 13, 1903.
Canada & U. S..	879,000	2,380,000
Argentina	800,000	999,680
Australia	328,000	
Danube	432,000	272,000
India	1,940,000	1,264,000
Russia	1,808,000	3,632,000

STOCKS AT FORT WILLIAM.

	July 11, 1904.	July 4, 1904.
Wheat, bu	1,719,899	1,597,487

STOCKS AT PORT ARTHUR.

	July 11, 1904.	July 4, 1904.
Wheat, bu...	596,589	755,497

Where Will Manitoba Wheat be Ground ?

Canadian papers are discussing the probable location of the future milling industry that will grind the great crops of wheat that the Canadian Northwest will produce from now on. The Canadian Grocer quotes the opinion of a Canadian flour exporter, who bases his views on the history of milling in the United States; this gentleman thinks the crops will be ground near the point of production; if not, that the wheat itself will be exported and ground in foreign mills. In no case would it be milled in large quantities at intermediate points and the product reshipped. For proof of his idea that the wheat will be milled near the field, he cites the building of two very large mills the present year in the West.

Neither view, it will be seen, contemplates the milling of any considerable part of the Manitoba crop in the United States, and we would suggest that the simple repeal of the duty on wheat might deflect a very large share of the crop to the south; and this repeal will certainly come, sooner or later. But this aside, the history of the milling industry hardly bears out the contention of the exporter in full. There are Canadian points which bear the same relation to their Northwest as Buffalo does to ours; and so long as that is the case, there is no reason why a large share of the hard wheat crop may not be ground in Ontario.—American Miller.

Elevator for Port Colborne.

It is reported that the Minister of Railways and Canals at Ottawa has instructed Mr. Jamieson, a Montreal elevator engineer, to prepare plans for the erection of an up-to-date steel elevator at Port Colborne, to be owned and operated by the Canadian Government as part of the canal system. It is understood that the capacity of the elevator will be 2,000,000 bushels, and that it will be under contract in the near future and ready for business in the Fall of 1905.

As the elevator will hold ten cargoes of the largest grain-carrying vessels on the upper lakes, its construction will at once attract to the St. Lawrence route many vessels now carrying grain to Buffalo. The only question remaining is whether there will be sufficient barges and other canal vessels to carry the grain to Montreal for transhipment to ocean-going ships, and prevent congestion at the Port Colborne elevator. This point, however, is already receiving attention, and it is said that some prominent shipbuilders intend constructing canal barges just as soon as the construction of the elevator in question is assured.

Market News From Trinidad.

In their report of June 16, Gordon, Grant & Co., Port-of-Spain, Trinidad, say that although demand for breadstuffs is still confined to dealers' immediate requirements, the position has become decidedly firmer, and values generally are now gradually recovering. Bakers' flour is still selling slowly, but both extras and supers are moving more freely, and prices of both have appreciably advanced. Fresh cornmeal is salable, but the demand for imported bread and crackers has again almost disappeared.

Too Much Flour in Japan.

The Kobe, Japan, correspondents of a large American flour exporting firm, report that a depressed state of trade in regard to flour obtains in Japan at the present time. The Japanese market is overstocked with flour, through heavy purchases made by speculators and merchants during the close of 1903, in anticipation of the war.

Elevator for Fort William.

It is stated the Canadian Pacific Railway is preparing to erect the largest and most complete grain elevator in the world at Fort William.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

¶ If you'll only give as much thought to the fitness of the food you put inside of your body as you do to the fit of the clothes you put on the outside of it, you're pretty sure to make "FORCE" a part of your breakfast every day.

Sunny Jim

The elements of energy, will, brain-power, push, initiative, the ability to command success, all lie waiting you in 'FORCE."

In its flaky deliciousness are combined minute atoms of fat, starch, gluten, and phosphatic salts which are eagerly absorbed into the blood to build vitality.

No other food contains so much quickly available nourishment for brain, blood, nerves, and muscular tissues as "FORCE."

Try it for one week and see.

"FORCE" is made in Canada.

Grain Inspection Act.

THE special committee appointed to finally revise the new Grain Inspection Bill completed its labors on July 7, and reported a measure which does suqstantial justice to the various interests concerned in the grain trade, and which by fixing permanent grain standards will, it is hoped, stimulate confidence on the part of Old Country buyers. The following are the amendments: An addition has been made to clause 25 as follows: "The chief inspector and the inspectors for the division shall, not later than the first week of October in each year, furnish official standards of grain as established by them under this Act when requested to do so by any person, said sample to be accompanied by a specific statement that it is a sample of the official grade. For all samples so furnished the inspector shall make such charge as is approved by the Minister of Trade and Commerce." Clause 28 has been amended by providing that the chief inspector and not the grain standard board shall distribute portions of standard samples. The suggested definition submitted by the Toronto Board of Trade of public elevators and grain warehouses which receive grain from cars or vessels for the purpose of storage and reshipment, was lost on division, and the expression "terminal elevator" changed to "public terminal elevator" throughout the bill.

Clause 36 has been struck out; this gave the chief inspector powee to name the survey board for a particular case when a quorum of the regular board could not be obtained. Clause 56, one of the most contentious in the bill, was finally adopted as amended. It provides that all grain shipped from any public elevator within the eastern division shall be shipped out as graded into such elevator by the inspecting officer, provided it may be reinspected at the request of any person interested in such grain, who may think it has gone out of condition or deteriorated in quality since originally inspected, and that the facts shall be endorsed on the face of the certificate, but it shall not under any circumstances be mixed or regraded

The clauses respecting the inspection of foreign grain has been adopted with some amendments. The samples of United States grain may be established yearly, but the provision that they shall be subject to the approval of the chief inspector of the division was struck out. At the same time it is provided that he should be a member of the survey board for foreign grain. Clause 31 of the general provisions has been struck out. It provided that the Governor in Council might reject the standard samples chosen by the grain standards board if they are unfairly or improperly chosen.

The standards for oats in the Eastern Division of the Dominion have been raised as follows: No. 1, 34 lbs.; No. 2, 32 lbs.; No. 3, 30 lbs.; and No. 4, 28 lbs. Survey boards in the east will hereafter be appointed by the Governor-in-Council upon the recommendation of the Montreal and Toronto Boards of Trade.

The Grain Weighing Act of last session is also incorporated in the new bill. It gipes power to the Governor-in-Council to order compulsory weighing at lake terminals, such as Collingwood, Midland, Meaford, etc., of grain intended for distribution in eastern Canada, or all grain shipped east. The principle has been adopted of no reinspection of Manitoba grain in the east unless the grain has deteriorated in transit.

Flourishing Milling Business.

Surely no one can deny that the flour mills of Canada are making money when they see such annual reports as that of the Lake of the Woods Milling Co. The directors of this well managed company have declared a dividend on the common stock of 8 per cent. for the past year. In 1902 the company paid 20 per cent on a capital of $500,000, but since that time the capitalization has been considerably increased, and has been divided into common and preferred stock and bonds, of which $1,500,000 is preferred stock. The stock is all closely held, and never figures in stock market transactions even though the company's securities are listed here. Robert Meighen, the managing director, together with a very efficient staff of grain and flour experts, deserve credit for such a splendid record.

Grain Exhibit at Winnipeg.

Arrangements have been made with the Winnipeg authorities in charge of the coming Dominion Exhibition, whereby the entire exhibit of grains and grasses will be held under the auspices and supervision of the Manitoba and Territorial Grain Growers' Associations.

W. G. Rogers, of Carberry, Man., has been appointed by the grain growers as their repreesntative on the Exhibition Board of Directors, and has been duly accepted by said board.

Cereal Notes.

Barnett & Record have a contract for the erection of a grain drying plant for the Canadian Northern Railway elevator system at Port Arthur.

Orange Meat

COMES IN

Two Sizes.

The original package is the

15c.

size and is popular. A coupon is in every package. Coupons call for silverware premiums. The popularity of this coupon feature is amazing.

Single Cases, 36 packages, - $4.50
5-10 Case lots, freight paid, - 4.40

The other package is the

25c.

size. It contains about 2½ times the amount of the 15c. package and is excellent value for the customer. No coupons in this package.

Single Cases, 20 packages, - $4.00
Freight paid on 5 and 10 case lots.

ORDER FROM YOUR WHOLESALER.

THE FRONTENAC CEREAL CO., Limited
43 Scott St., Toronto.

Flett's

Pickle Uniformity.

FLETT'S PICKLES don't vary in quality. There is but one grade—the best—its standard never varies. Your customer soon notices this.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

BATGER'S

Lime Juice Cordial and Lemon Squash

Pints and Quarts — 2 Doz. in Case

LOOK INTO YOUR STOCK — ORDER FROM YOUR WHOLESALER

AGENTS:
ROSE & LAFLAMME
MONTREAL

VALENCIAS

Buy **REIRA** and **MERLE** Brands.

Now booking confidential orders for early shipments.

D. RATTRAY & SONS

General Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Acreage in the United States.

THE Department of Agriculture of the United States Government has issued the following preliminary statement concerning the tobacco acreage planted, or to be planted during the present year, based on replies from over 1,500 special tobacco correspondents in various parts of the United States.

The situation has been rendered more than ordinarily obscure by the fact that in practically all the important tobacco counties the season has been from ten days to two weeks late, and weather conditions have been unfavorable for the growth of plants in the beds, and for transplanting them to the fields. The present outlook, however, may be greatly modified by future developments.

Taking a general view of the whole country, it appears that the tobacco acreage in the Burley District, which embraces certain counties of Kentucky, Ohio, Indiana, and West Virginia, will be considerably larger than that planted last year. The good prices received for last year's crop, the reduced stocks and the present very high prices of this type of tobacco are assigned as the chief causes for the increase.

A slight increase is reported also for the Eastern Ohio counties producing export tobacco and for the limited area in Virginia producing sun-cured tobacco.

On the other hand, marked reduction of acreage is reported from the following sections: The cigar tobacco sections of New England, New York, Wisconsin, and the sun-grown tobacco area of Gadsden County, Fla., and Decatur County, Ga.; the dark-tobacco counties of Western Kentucky, Tennessee, and Virginia; and the bright-tobacco counties of Eastern North Carolina and South Carolina.

A slight decrease in acreage is reported for Pennsylvania and for the bright belt of Virginia.

The low prices received for last year's crop by the producers of these types, the high price of cotton, scarcity of labor and a late and unfavorable season are the principal reasons suggested for the decrease.

The acreage in the following sections is reported to be about the same as that planted last year. The Miami Valley district of Ohio, producing cigar tobacco; the shade-grown tobacco area of Florida and Georgia; the "Old Belt" counties in North Carolina; Maryland, and the limited area in West Virginia, producing tobacco of the Eastern Ohio export type.

Tobacco in the Transvaal.

According to a contemporary, the Transvaal is likely to prove a great field for growing tobacco. Hitherto the Boer farmers have grown tobacco in a very careless way. They have paid no attention to scientific cultivation, and have been content to realize small profits. Steps are now being taken to grow tobacco on scientific methods; to this end several gentlemen interested have visited America, and are introducing the best systems of cultivation into the Transvaal. The Transvaal tobacco is heavily charged with nicotine, but no attempt has been made to produce any quantity of characteristic blends. It is felt that at present the tobacco world is too much dependent on the United States for its raw material. There is a prospect that Uganda also will develop into a good field for tobacco culture.

A Curious Cigarette Maker.

A curious cigarette maker was patented the other day in England, especially designed for the convenience of smokers who are also writers. It consists of a pencil upon which slides a ferrule. Attached to this ring is a metallic tube formng an extension of about the same length as a cigarette. One side of this tube is cut away through its entire length, and in this slot one edge of the paper is first placed, lining the interior and leaving a considerable portion of the paper free. The tobacco is then inserted in the tube from end to end, after which the remainder of the paper is wrapped around the tube and sealed. The pencil then comes into use to aid in the removal of the cigarette from the former.

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

Keep Your Cigar Account Separate

if you deem it wise. We admit that in some cases the clerks will be tempted to smoke all the profits—but this temptation can be removed if the cigar sales are kept distinct.

However

even if you do lose a cigar or two occasionally, you can make in extra profits a hundred times more than you lose. Sell Cigars, but sell good ones. Those we make are good. They are "money-back" Cigars. "PEBBLE" in a 5-center and "PHARAOH" in a 10-center are absolutely safe.

ORDER AN ASSORTED THOUSAND.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

T & B

T & B

T & B

T & B

T & B

T & B

T & B Smoking Tobacco pleases all smokers. Therefore why not simplify your tobacco business by handling only **T & B**? The 10-cent size is a good size.

GEO. E. TUCKETT & SON CO., LIMITED,
HAMILTON.

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
67 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

The Grocers' Favorite

The RONTO 5c. Cigar.

A TRADE BUILDER

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

It is the flavor of McAlpin's Tobaccos

that has secured for them such pronounced favor. Flavor comes from carefully selected stock, perfect curing and perfect making.

YOU CAN SELL THESE TOBACCOS TO YOUR ADVANTAGE.

The Brands are:

SMOKING

Tonka
Solid Comfort
Pinchin's
Hand-Made

CHEWING

British Navy
King's Navy
Beaver
Apricot

Strictly Union Made.

Anti-Trust Fight.

THE tobacco war in the United States is being waged with great intensity, says the United States Tobacco Journal, and jobbers. sub-jobbers, as well as many of the retailers, seem to be making this fight a supreme effort against the encroachment of the trust. At a recent meeting of the retail cigar and tobacco dealers of Philadelphia, a resolution was adopted by which 300 retailers pledged themselves to support jobbers who would handle only independent goods. The following sentiments were expressed at this meeting:

"The action of the arbitrary and dictatorial Tobacco Trust marks an important point in the history of a gradual elimination of the jobber and sub-jobber as factors in the tobacco world. If the trust should succeed in this move it will be only the beginning of the end. From the plug and smoking tobacco it is only a step to cigars, cigarettes and every form of weed now sold. The monopolistic tendency must be checked, and it rests with the retailer to do so. He is the closest to the consumer and his influence is a powerful factor in determining the winner in the struggle. It is our duty to support such people as will take up the fight against this monopoly, and the only way we can do so is by casting aside the trust product and asserting our independence by handlng only those brands manufactured by independent concerns."

Independent concerns all over the country have not been slow to take advantage of the fight now being waged against the trust in Philadelphia, and jobbers and retailers are being flooded with circulars, soliciting trade. Several new concerns have already been organized in Philadelphia for the specific purpose of handling independent goods exclusively.

Grecian Tobacco Goes in Egypt.

In his annual report on the trade of the Grecian Province of Thessaly during 1903 Consul Merlin says: "I would draw special attention to the exports of leaf tobacco, nearly all of which at present goes to Egypt, to be there made up into high-priced cigarettes for consumption in the United Kingdom. There is no apparent reason why this tobacco should not be shipped direct for conversion into cigarettes, thus saving enormous intermediate expenses and profits. This matter deserves the attention of tobacco merchants, especially manufacturers of cigarettes of good quality. It is curious to note that in the past year 1,600 pounds of Thessalian cigarettes were sent to the United Kingdom, although there was no demand for the leaf tobacco, which could easily be blended to suit local tastes and requirements.

Where the First Stogie Originated.

"The first stogie was made by hand in the wilds of Pennsylvania," says John Duff, of Allegheny City, Pa. "The story which they tell once in a while in West Virginia, and which must be true, is that the long cheroots derived their names from the town of Connerstoga, Pa. An emigrant train of wagons was finding its way across the state, and a supply of tobacco was found at Connerstoga. The emigrants got a lot of it, but failed to get any pipes, and so could not smoke unless they made pipes themselves. Anyhow, one of them rolled a leaf of the tobacco in his hand, and wrapped it with another leaf. That was the first stogie. Others followed his example, and they all called the article that they made a 'stoga,' in honor of the town at which the tobacco was secured. That is said to be the true story of how the name 'Stogie' originated."

Inland Revenue Returns.

The following figures represent the inland revenue returns for the port of Toronto during the month of June:

Tobacco, ex factory, 25c.....	$ 74 00
" ex warehouse, 5c....	11,927 87
" ex factory	264 55
" ex warehouse	785 20
Raw leaf	3,745 15
Cigars, ex factory.....	6,961 35
" ex warehou e..... ..	2,815 95
Total.....	$26,574 07

Tobacco Ashes.

Calculating that the consumption of tobacco is about 40,000 tons a year in the United Kingdom, it is estimated that above 8,000 tons of ash are annually committed to the winds or dissipated in some way or other.

Remembering that a ton of tobacco leaf would yield 4 cwt. of ash, which represents valuable mineral constituents withdrawn from the soil which have to be replaced by abundant manuring the Lancet points out that there would seem to be a fortune in store for the individual who could devise a successful means for the collection of tobacco ash to be restored to the soil from which it was taken.

Ash ought to be a valuable asset in the economy of things.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87, Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St. and McDermott Ave.,) Winnipeg

Bans on Tobacco.

Strange as it may appear now, both sultans of Turkey and shahs of Persia have tried their best to put down smoking. In Turkey, formerly, smoking was a crime, punishable by the offenders having their pipes thrust through their noses, and in Russia in 1634 the noses of smokers were cut off.

In Transylvania offenders were fined from 3 to 200 florins. In Berne, Switzerland, 1661, where crimes were divided into sections according to the Ten Commandments, smoking was classed with the deadly sins. The tribunal to put down smoking, called chambre-au-tabac, continued to the middle of the eighteenth century. The climax was reached by Amarath IV., King of Persia, who made it a capital offence.

In England Elizabeth issued a proclamation against smoking in 1584, and James' "counterblast against tobacco," with its pompous language, is well known. All through his reign it was a common stipulation that "no puffer of tobacco" should be appointed schoolmaster.

Essex Tobacco Crop.

The outlook for the tobacco crop in Essex is bad, owing to the wet season and cold weather. One extensive tobacco buyer says that the crop will not be as large as that of last year if present weather continues.

Tobacco Notes.

Lalley & Despond, cigar makers, Galt, Ont., have moved their factory from Scott's block to the factory previously occupied by W. H. Skelly.

R. Smith and J. Peixoto, cigar manufacturers and proprietors of the Cuban cigar factory, Winnipeg, have dissolved partnership. R. Smith continues in business.

FREIGHTS AND CHARTERS

FREIGHTS have shown a decided improvement this week, and considerable interest has been aroused all around. Rates on grain have advanced about 3d. per quarter, partly because of the demand for wheat from English importers. The other reason is the larger offerings for July and August shipments. On the whole, the July sailings have picked up well, while for August and September the prospects are fine. As there is so much room for improvement, the grain men have not been deeply moved by the change for the better.

Another interesting feature of freights is that the Manufacturers' Association have made a new tariff, or at least have been instrumental in getting a new one for butter, eggs, cheese and certain classes of manufactured goods. The overture of the association before the Railway Commission has had good effect, and the special tariff brought into force last year has been abolished and a lower tariff in force previous to that time will come into effect. The cut in eggs, for instance, will be from fifty-three cents a hundred to forty-four cents from points in western Ontario, and a corresponding reduction from points east of Toronto. In cheese and dairy produce, the reduction will amount to about thirty per cent. The Manufacturers' Association are pleased with this change, and it will also mean a reduction on heavy goods, such as stoves, the rate on this class of goods from Montreal being cut from twenty-five to twenty cents a hundred, and from Winnipeg the cut is from eighty-four cents to seventy-three cents a hundred.

Nearly all the large manufacturers and exporters of Montreal are pleased, and they state that the attitude of the railway companies toward them has been very pleasant ever since the meeting of the Railway Commission.

FOR JULY SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool	7½d.	9d.
London	9d.	9d.
Glasgow	7½ to 9d.	9d.
Avonmouth	1/	1/
Manchester	9d.	....
Hamburg	1/	....
Antwerp	1/	....
Leith	1/4½	....
Dublin	1/6½	1/3
Belfast	1/6	1/4½
Cardiff	1/3	....
Rotterdam	1/3	....

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	4½c	7c	6c.	9c.	12/6	10/	11/3	13/6	5/	....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c	.....	10/	11/3	. . .	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces ..	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.. ..	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	...	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.....	.....	15/	.....	.....	15/	... ..	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	10/	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

CHARTERS.

British schooner Arrow, 183 tons, from Barbadoes to Quebec, with molasses ; British ss. Ras-Dara, 2,495 tons, from Java to United States or Europe, with sugar, 23s. 9d. prompt ; British ss. Afghanistan, 2,190 tons, and Ettrichdale, 2,468 tons, same, July and August. Corfe Castle, 2,958 tons, same, in August.

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited
Sauce and Pickle Experts, - London, S.E.

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE
TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN
COFFEE & SPICE CO.,
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Returned to our Toronto office July 19/04

July 14, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
1 " 4 " "	0 75
1 " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	50
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	75

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" ¼ lb.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

	Per gross
1-oz. size	$2 40
2½ size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	2 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

Write for Samples and Prices.

J. H. MAIDEN, Agent, **Montreal.**

The
"VAMPIRE"
Spiral Flycatcher

Clean, Simple, Novel, and Effective.

Clears the House of Flies.

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end, the Spiral is elongated and forms the most effective Flycatcher known. When the Spiral is full, lay on a sheet of newspaper, crumple up and burn.

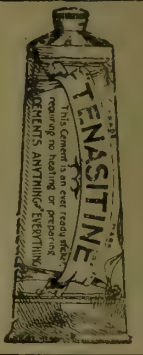
Oh! What a pity!

Is the usual exclamation when a delicate or much-cherished piece of china or glass comes to grief. When this happens you want

"Tenasitine"

which permanently mends china or glass and joins wood, leather, etc., etc. In collapsible tubes.

5 Cents Each



SOLE MAKERS :
KAY BROS., Limited, Stockport, England
SOLE AGENTS :
The LEEMING MILES Co., Limited, Montreal

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	....	"	2.40
½ " " 2 " "	....	"	4.75
1 " " 1 " "	....	"	11.0

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. . 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. . 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. . 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. . 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. . 34c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. . 36c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. . 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. . 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. . 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. . 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case 0 30

Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

EVER-READY, EVER-STEADY SELLERS—

2

Edwardsburg "Silver Gloss" Starch

AND

Benson's Prepared Corn

Made and sold since **1858** on merit only.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

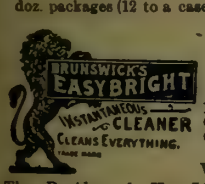
$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.

The Davidson & Hay, Limited, Toronto.

Food.

		Per doz
Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's Gelatines	$16 75

		Per doz.
" "	5 doz., at	$ 1 40
" "	1 doz. "	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case 2f doz. net	3 00

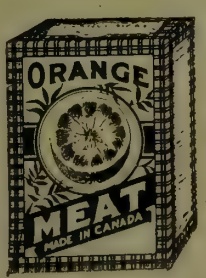
Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar	0 25
F. D.,	½-lb. tins, per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins, per lb.	$ 0
	½-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars, per jar	1 20
	1-lb. jars "	0 35
Old Crow,"	12-lb. boxes—	
	½-lb. tins, per lb.	0 25
	½-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars, per jar	0 70
	1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50

5 case lots.... 4.40 (Freight paid.)

Cases, 20 25c. packages... 4.00

5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

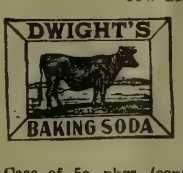
STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 80

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE "EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " { 30 1-lb. / 60 ½-lb.	"	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

		Per case
"Bee" brand, 8 oz., cases, 120 pkgs.		
" " 10 oz., cases, 96 pkgs.		$2 75
" " 16 oz., cases, 60 pkgs.		

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
"	black	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.

Babbitt's "Best" soap, 100 bars, $4 10 per box.

Potash or Lye, bxs. each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

Two Lines That Lead.

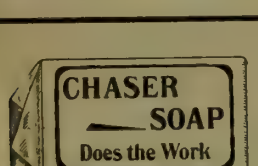
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

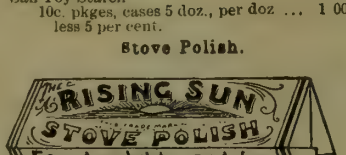
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 48 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

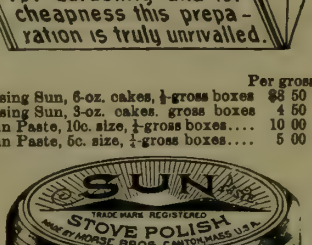
Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—
10c. pkgs, cases 5 doz., per doz ... 1 00
less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

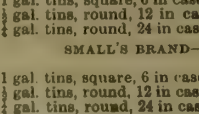
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

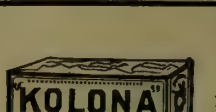
	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

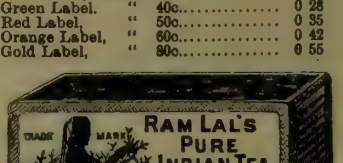
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

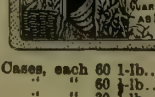


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 28½
" XXXX 80-lb. boxes	0 24
" XXXX 30-lb. "	0 25
" XXX 80-lb. "	0 21½
" XXX 30-lb. "	0 22½
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Neotar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 59
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

	1 lbs & Color of Label.	½ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st	A Yellow	45	47 70
" " "	B Red	40	42 60
" No. 1	O Pink	35	37 50
" 2	O Orange	28	40
" 3	O L. Blue	22	30
4	O L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45	$10 85
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 85
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	11 55
" " 1	9 35
" " 2	8 25
" " 3	7 15
Pails, No. 1, 2 hoops	1 93
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 85
Gillett's cream yeast, 3 doz.	1 85
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
200 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

McLAREN'S

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

Permanent success in an article is only attained by real merit, and such success has never failed to incite strenuous competition from inferior imitations. Twenty years ago

Brunner Mond & Co.'s

Baking Soda and Washing Soda

were put on the markets of the world, since which they have never ceased to be the standard of Purity, Strength and Excellence, snd have continued to hold their place against all opposition. Induce your customers to use only the STANDARD.

WINN & HOLLAND, - Montreal.

"Perfectly clean from our kitchen to your customer's."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell's

New Season's prices are right.

Special discount for large quantities.

Quality this year unusually fine.

PEELS

Lemon
Orange
Citron
(Light and Dark)
and Mixed

C. E. COLSON & SON, AGENTS **Montreal.**

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JULY 22, 1904. NO. 30.

Keen's Oxford Blue

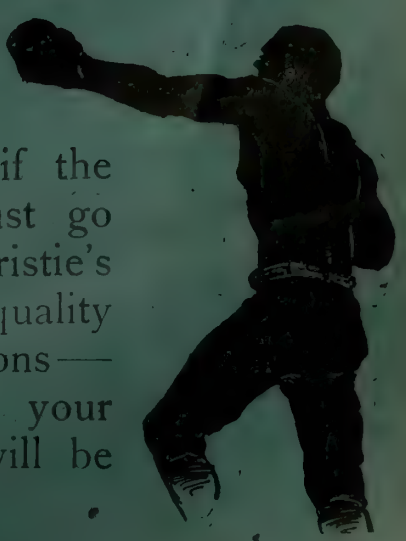
is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

A STRAIGHT PUNCH



Is the most effective of all blows, and if the merchant wants to secure business he must go straight after it with effective lines. Christie's Biscuits are effective lines. They are in quality the best and in variety suitable for all seasons—the summer as well as the winter. Keep your stock well assorted and your customers will be all pleased.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.

Illustrated Catalogue on request.

5cts. each

The "VAMPIRE" Spiral Flycatcher

Clean, Simple, Novel, and Effective.

Clears the House of Flies.

THE "Vampire" Spiral Fly-catcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end, the Spiral is elongated and forms the most effective Flycatcher known. When the Spiral is full, lay on a sheet of newspaper, crumple up and burn.

Oh! What a pity!

Is the usual exclamation when a delicate or much-cherished piece of china or glass comes to grief. When this happens you want

"Tenasitine"

which permanently mends china or glass and joins wood, leather, etc., etc. In collapsible tubes.

5 Cents Each

SOLE MAKERS:
KAY BROS., Limited, Stockport, England

SOLE AGENTS:
The LEEMING MILES Co., Limited, Montreal

"Let the GOLD DUST twins do your work."

The overworked housewife should call

GOLD DUST

to the rescue. It will shorten her work and lengthen her leisure. Cleans everything cleanable from cellar to attic—dishes and clothes, pots and pans, floors and doors.

Housework is hard work without GOLD DUST—the modern cleanser; better and more economical than soap.

THE N. K. FAIRBANK CO., - - Montreal.

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

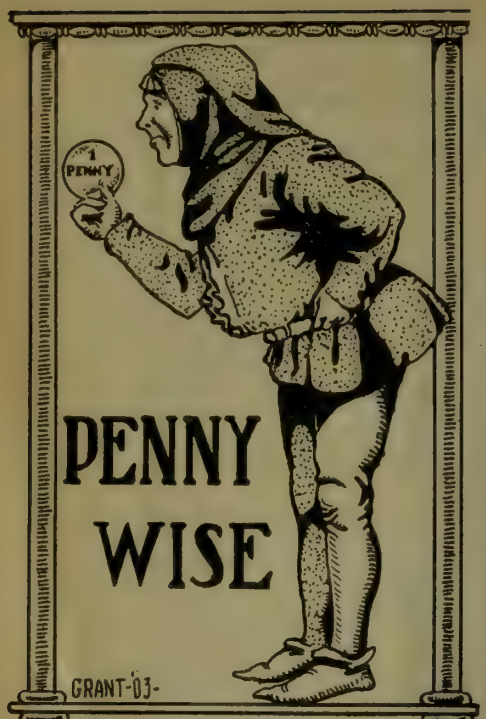
There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER and then use the space right you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money but they are "penny wise and pound foolish."

But you're not.

Are you?

MACLEAN PUBLISHING CO -DEPT OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, = Toronto, Canada
Send us your Business
AGENTS FOR
C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.
Get our Prices for CHEESE, BEANS, etc.
REFERENCES
BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

WINNIPEG.

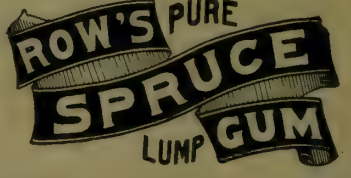
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.
SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

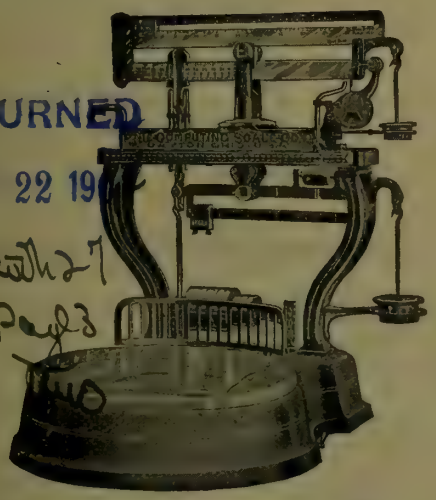
One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

Sterling Brand Pickles

are Pickles that sell.

Every grocer who keeps on hand some of these well-known Pickles will have little trouble in holding his trade. They are put up in attractive form and never fail to satisfy.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

2 and 2 make 4

The greatest surprise of the Russo-Japanese war, to Western nations, is the wonderful endurance and strength of the Japanese soldier. To the soldiers themselves, and the Japanese nation as a whole, the reason is plain,

They Drink **JAPAN TEA**

Japan Teas are the cleanest, healthiest and most invigorating TEAS in the world.

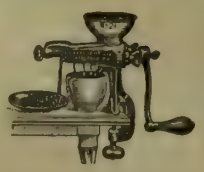
ENTERPRISE on an article is a Guarantee of QUALITY

ENTERPRISE

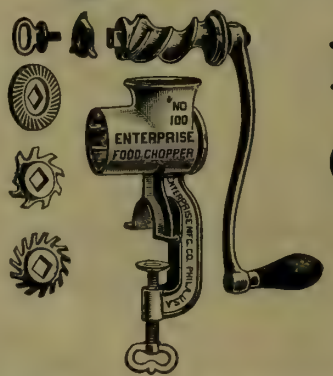
Bone, Shell & Corn Mill

No. 750, $8.50.

Meat Juice Extractor



No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

No. 100, *chops 2 lbs. per minute,* **$1.50**
No. 300, *chops 3 lbs. per minute,* **$2.25**

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1 25 to $300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

——Put up in 1-lb and 2-lb Tins. — A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

TEA ROSE DRIPS

When Children Bring Home

big appetites the mother knows nothing gratifies them like good home-made bread and Tea Rose Drips. This is one of the many reasons for the steadily growing sale of this pure cane sugar syrup.

ROSE & LAFLAMME, Agents, MONTREAL.

" To persist in error is not independence."

Just because you may possibly not have kept

Paterson's Camp Coffee Essence

in stock is no reason why you should not order now. You see it sells so well you had better not wait—order now or you may miss a sale.

ROSE & LAFLAMME, Agents, Montreal.

" The man who thinks and ACTS is master of the man who only thinks."

A QUESTION and its ANSWER

What is it that has made Ceylon Teas such a remarkable success in so short a time?

The answer of answers is

THE FLAVOR OF CEYLON TEAS

Ceylon Teas have a flavor found in no other teas---a flavor that pleases every tea-drinker to whom the finer qualities of tea appeal.

It will be a good day for the grocery trade when the rejected teas have disappeared entirely, and when the one good and sufficient tea alone remains. Confusion and loss arise when there are many teas.

CEYLON TEAS come in Black and Green

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

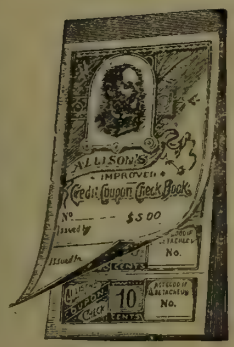
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

If You Have Money to Burn



Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

MAPLE

For Maple Syrup, Sugar, Confections, etc., SMALL'S brand is standard. Put up by

CANADA MAPLE EXCHANGE, MONTREAL.
7 Gold and Silver Medals.

FIRST FLOOR OUTFIT

OIL ECONOMY

VERSUS

OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE——ASK FOR OUR NEW CATALOG "B."

S. F. BOWSER & CO.
FORT WAYNE, IND.

SKINLESS COD
FOR SUMMER TRADE

During the warm weather a large number of people, particularly in country sections, prefer this to meat, and more could be made to appreciate its desirability as a summer diet.

You can satisfy your existing trade for this article and interest new people if you push the best brand, viz.,

B. B. SKINLESS COD

which is put up in 100 pound boxes. For better class trade push **"Halifax," "Acadia" and "Bluenose" brands of Prepared Codfish.**

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

THE AUER GAS LAMP

Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

A GOOD DEAL

depends on one article, as to whether you are going to get a slice of your customer's other trade or not.

JAMES' DOME BLACK LEAD

always pleases, and helps to increase your general business.

W. G. A. LAMBE & CO., Canadian Agents.

"COW'S HEAD" Brand

Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

C. E. COLSON & SON, - Montreal.

DON'T BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.***, for further particulars.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.

Wood's Primrose Ceylon Tea

Your customers want something just now to make them feel like Sancho Panza's definition of sleep, especially when they can't sleep.

"It covers a man all over, thoughts and all, like a cloak; it is meat for the hungry, drink for the thirsty, . . . and cold for the hot."

Suggest to them when purchasing that a slice of lemon added enhances the cooling and stimulating qualities of the finest and most wholesome of summer drinks.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street MONTREAL

Old Cheese.

We have 31 Boxes of the very finest Famous Waba Cheese (Twins), September and October makes, in prime condition, rich and tasty, fit for the King's table, at

10½c. per lb.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for the Famous "SALADA" Tea.

TOMATOES

1903 Goods

$1.00 per dozen F.O.B. Kingston, usual terms.

Geo. Robertson & Son, Kingston, Ont.

India and Ceylon at the St. Louis Fair

THE GROCER has much pleasure in reproducing in this week's issue photographs of the buildings of the India and Ceylon Governments respectively at the World's Fair, St. Louis. Both these buildings have been the admiration of all who have seen them, and as they are among the most striking features of the great fair, readers of The Grocer will undoubtedly be interested in reading a brief description by one who is just home from St. Louis.

India Government Building.

The India Government building is designed after the celebrated mosque of Itmadul-Dowlap at Agra. The exterior consists of a series of seven arches on the three sides; the centre arch in each facade being loftier and forming the entrances to the building. The arches are fitted with Venetian doors, which admit of the building being thrown open on all sides, and being converted into a colonnade.

The building material is staff finished in dazzling white, and resembles Italian marble so closely that it is impossible to discriminate except at very close range. The walls are elaborately decorated with carved arabesque work, in imitation of that on the original temple, which is said to be unequalled by anything of the kind in the far east.

The interior is in the form of a central square court, surrounded by a series of arches smaller than those on the exterior of the building. In the centre of this court is a Hindoo temple, made of teak wood, exquisitely carved from the base to the extreme top, which is thirty-seven feet above the floor. This temple was made expressly for the exhibition in St. Louis, and took two years to complete. The panels depict scenes from Hindoo mythology, all boldly carved in relief. The rest of the structure is covered with intricate designs of scrolls, conventional flower patterns, palm trees, etc., so that not a single square inch remains undecorated.

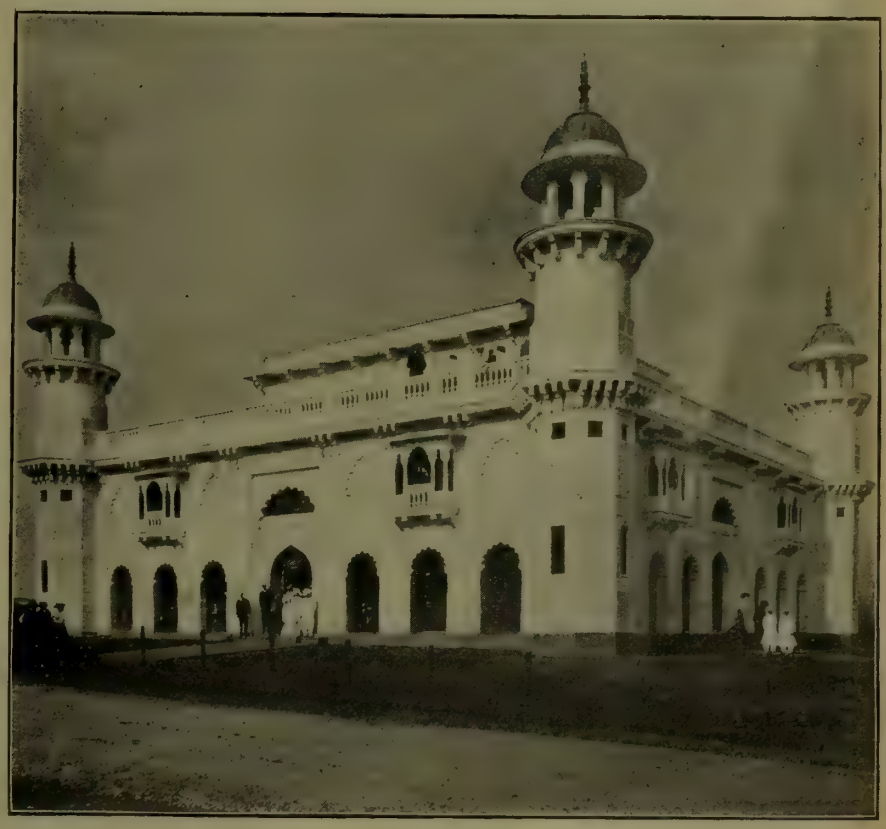
Overhanging the court is a balcony, from which springs another series of arches carrying the roof. This balcony, with its corridor, is lighted from the sides by oriel windows, and the whole building is full of light from the clere storey over the court, which is practically all glass.

The building, designed by Mr. R. Blechynden, commissioner of the Indian Government, and erected under the auspices of the Government, contains most attractive exhibits of Indian products, mainly India tea, a very important industry of that country, which now produces over 200,000,000 lbs. annually. There is in addition a wealth of Indian art manufactures, including carved furniture, draperies, hand-prints, brass, copper, silver, enamel and repousse work.

Mr. Blechynden needs no introduction to Canada, since he is a frequent visitor here, and it is unnecessary to do more than mention the hospitable manner in which he received tourist visitors. The service is prompt and eminently satisfactory, and every one visiting the India Government headquarters is afforded the additional privilege of being expeditiously served with a delicious cup of green, black or mixed tea, by native attendants dressed in oriental garb.

Ceylon Government Building.

The Ceylon Government building, which is situated next to the India building, presents an entirely different appearance from the latter, being of pure Kandiori architecture. It is modelled after the famous Buddhist Temple of the Tooth, Kandy, Ceylon, and in richness of design compares favorably with the beautiful building just described. Anything that savors of the oriental is always sure to challenge the admiration of dwellers in the Occident, and the Ceylon building is no exception to the rule.

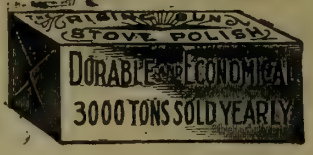


India Government Building at the St. Louis Exhibition. R. Blechynden, Commissioner.

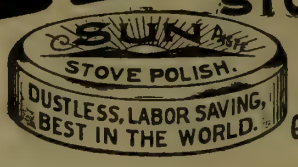
The Hon. Mr. Stanley Bois, who represents the Ceylon Government and planters at St. Louis, is a most courteous and agreeable gentleman. He is also actively interested in public affairs in the east, being a member of the Ceylon House of Representatives.

Tea is served in this building by native Cingalese in their national costume, and thousands flock thither to enjoy a cup of green or black tea after the

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

fashion of the east. Expressions of delight regarding the delicate and delicious flavor of Ceylon tea are heard on every side; even those who know its merits are glad to have their memory refreshed, while to the uninitiated it has proved a revelation.

It is interesting to know that the very successful effort of the tea planters of Ceylon to introduce Ceylon tea in America was initiated at the Columbian Exposition in 1903; the second step has been taken at the Louisiana Purchase Exposition now in progress. A third exposition, however, to establish Ceylon tea in the favor of the United States is unnecessary, and the Canadian market has already shown its attitude towards this product of the "Sunny isle of the Southern Seas" in no uncertain way. The Planters' Association of Ceylon have shown, moreover, that they need no suggestions as to the ways and means of exploiting their tea by availing themselves of judicious advertising through the columns of the daily press and trade journals throughout the country.

Ceylon Government Building at the St. Louis Exhibition. Hon. Stanley Bois, Commissioner.

IMPURE FOOD PRODUCTS.

A severe sentence was imposed upon a Montreal milkman for serving milk to his customers from filthy cans, namely, a fine of $40 or two months' imprisonment. In view of the alarming mortality returns for Montreal at the present time it would appear that a maximum fine is not enough for an offender of this class.

As an instance of the comparatively stringent manner in which laws for preventing the adulteration of foods, etc., are enforced in England, the owner of the Victoria Spice Mills was tried in Liverpool a fortnight or so ago on the charge of adulterating pepper. The charge was proven. In extenuation, however, the counsel for the guilty firm said that the adulterated pepper was made for export abroad, and it was only by accident that the pepper had been distributed in the home market. The judge for this condemned them all the more, and said that a mere fine would not meet the case. The plea was made that the offender's business was ruined, his character taken away, and his health broken, and surely his worship might be satisfied with imposing a fine. The judge ordered the prisoner to be imprisoned in the common gaol for three months. The laws in the Old country are better observed than in any new country simply because they are enforced. The British Food Adulteration Act is probably one of the finest provisions for the public health in existence.

The Health Committee of Montreal is busily engaged now upon a scheme to ferret out offenders against the Pure Food laws, on which they propose to expend a lot of money. It was the chairman of this committee, Dr. Dagenais, who first paid attention to The Grocer's complaint about bread stickers and suggestion for a more careful and cleanly manner of handling bread. Grocers will do well to be warned regarding clean refrigerators, ice, sterilized bottles and cans, for by the new arrangements inspectors are to be employed, and at any moment may pounce upon milkmen, grocers or confectioners.

ITALIAN SUGAR TRUST FORMED.

According to advices received from abroad the protracted negotiations for the formation of an Italian sugar trust have been consummated. The trust has been limited for a period of five years, and takes in eighteen companies with thirty-three factories. Its nominal capital is to be 80,000,000 lire, or $16,000,000.

The Automatic Cheese Cabinet

keeps cheese clean and fresh, and always in view—prevents "sampling" by customers. Made of solid oak, highly polished. Cheese is drawn out automatically, by simply lowering the door.

ASK FOR CUTS AND PRICE

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Selected Valencias

AND

Filiatra Currants

Our stock is heavy and intending purchasers will do well to consult us

JAMES TURNER & CO.

BRANCH CANADA GROCERS LIMITED

HAMILTON

KEEP COOL

AND DRINK **TARTAN Iced Tea**

COOL AND REFRESHING.

HOW IS YOUR STOCK OF

Salmon, Sardines, Canned Meats, Canned Vegetables, Valencia Raisins, Currants?

We are headquarters for the above lines and you will consult your best interests by writing for samples and quotations, or 'phone 596.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

Good Health

—in—

the Summer Months.

Tell Your Customers

about

Cheese

as an article of diet. It is strengthening, palatable and easily digested. Doctors are now prescribing it as an admirable food for its invigorating qualities, etc. In the hot months of summer it is one of the most healthy of foods. But be sure it is of the best quality. An imitation of good cheese is only a trouble-maker either in the store or in the home.

MacLaren's Imperial

is famous as the purest and most delicious cheese ever placed on the market. You can recommend it with perfect safety.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS
TORONTO, ONT.

Business Changes

ONTARIO.

THE stock of Modiste Laviollette, general merchant, Clarence Creek, has been sold at 42c on the dollar.

T. A. McConnel, grocer, Byron, has sold to J. K. Montague.

Wm. J. Wright, confectioner, Listowel, has assigned to Hugh Wright.

The estate of W. J. McLeod, grocer, London, has been sold to C. J. Farr.

The stock of Laviolette & Son, South Indian, has been sold at 56c on the dollar.

Charles McGregor, general merchant, Mount Brydges, has sold to Simpson & Son.

Daniels & Co., general merchants, Fassifern, has assigned to Angus McDonald.

The stock of the J. Frank Crosby Co., Ottawa, has been sold at 65c on the dollar.

A. G. Smith, fruit and confectionery dealer, Napanee, is offering his business for sale.

P. A. Gagne, general merchant, South Indian, has been admitted partner to Gagne & Lachapelle.

The stock of Wm. Pollock, grocer, Perth, has been partially damaged by fire. Loss covered by insurance.

The stock of the Consolidated Stores Co., Limited, Toronto, is advertised to be sold by auction on the 20th inst.

A meeting of the creditors of Benson & Co., grocers and dry goods merchants, Watford, is to be held on the 29th inst.

R. T. Millar, corner Dundas and Pacific, Toronto Junction, have gone out

SALMON

We are booking orders for future delivery, all grades. Delivery guaranteed.
We have some very attractive values on the spot.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

of business, the new proprietor being T. W. Scott.

George Stacey, grocer and butcher, Port Hope, has disposed of his business to John Jordan, who will carry on business after August 1.

QUEBEC.

Marie L. Gariepy, grocer, Montreal, has registered.

Robert Adelard, grocer, St. Jerome, has assigned.

Arthur Derome, fish and fruit dealer, Quebec, has assigned.

Sequin & Tremblay, grocers, Montreal, have registered.

Sophia Tremblay, general merchant, St. Thecle, has registered.

The assets of George Tate, grocer, Montreal, are to be sold.

Philomene Ayotte, general merchant, St. Timothee, has registered.

The assets of Petit Freres, grocers, St. Hyacinthe, have been sold.

Noemie Trepanier, general merchant, St. Timothee, has registered.

P. Colozza, general merchant, Chicoutimi, has obtained an extension.

A. J. Aubin, grocer, Montreal, has been succeeded by J. Adolphe Sequin.

J. A. Piquette, grocer, Montreal, has sold out, and is offering 25c on the dollar.

Israel R. Jacobs has registered under the style of the Sunset Cigar Co., Montreal.

R. Steinberg, jobber and dealer in cigars and tobacco, Montreal, has assigned.

G. Curadeau & Co., grocers, Berthier, Berthier County, has assigned to Alex. Desmarteau.

Flore Vermette has registered under the style of J. W. Gagnon & Cie., grocers, Louiseville.

The assets of Arthur Saucier, wholesale produce merchant, Montreal, are to be sold on the 19th.

A meeting of the creditors of A. Robert, grocer, St. Jerome, is to take place on the 22nd inst.

A. Levesque has registered under the style of J. Descarries & Cie., general merchants, Grand Mere.

Jos. Morin, of St. Hyacinthe, is curator for Boulay & Lussier, hay, grain, etc., merchants, St. Madeleine.

George Goddu and J. A. Dery have registered as proprietors of the St. Lawrence Paper Bag Co., Quebec.

Nellie Gelinas has registered under the style of W. Ferron & Cie., general merchants, Shawinigan Falls.

A. Picard & Fils, dealers in tobacco, etc., have dissolved partnership. A. Rene and A. Picard have registered.

Blais & Cie., tobacconists, etc., Quebec, have dissolved partnership. The new firm has registered under the same style

BRITISH COLUMBIA.

J. O. Piper, general merchant, Trout Lake City, has gone out of business.

MANITOBA AND N.W.T.

Clark & Co., bakers, Morden, have sold out.

The Standard Grain Co., Limited, Winnipeg, is incorporated.

The business of J. G. White, miller, Lariviere, is advertised for sale.

A. C. McLeod, baker, Miniota, has advertised his business for sale.

B. Friel, miller, Regina, has been succeeded by J. K. McInnis & Son.

N. Rosen, general merchant, late Virden, has assigned to C. H. Newton.

An extension has been granted to Louis Walsh, general merchant, Yorkton.

Hamelin Bros. & Co., general merchants, Melita, have opened a hardware store at Creelman, N.W.T.

Brown & Knight, flour and feed merchants, Arcola, have dissolved partnership. Henry Knight continues.

James Morrison, general merchant, Grand View, has sold to G. H. Irwin, who will take possession on the 10th prox.

Upton's

Jams Jellies and Orange Marmalade

ARE MADE FROM FRESH FRUIT, IN A CLEAN, UP-TO-DATE FACTORY AND ARE GUARANTEED FINEST QUALITY.

SUGAR BEET INDUSTRY IN RUSSIA.

MR. FRIDKYM, a prominent Russian who is visiting Canada, in an interview with The Grocer on the beet sugar industry in Russia said:

"The beet sugar industry in Russia has assumed such large proportions that an attempt is now being made by a number of the largest Russian interests to find a foreign market for their surplus product. It is in the form of beet sugar molasses which it is thought can be profitably utilized by beet sugar refiners, as well as by breweries and distilleries abroad. Russian refiners are in hopes that a market may be found for their beet sugar molasses in Canada, in spite of the initial difficulties of duty and transportation.

"The difficulty of duty need not be considered a serious one, as the raw material can be produced much more cheaply in Russia than in this country. Russian industries have never experienced a scarcity of laborers. In the event of temporary shortage all that is necessary is to notify the Government Bureau and the requisite number of laborers is immediately dispatched, either free by special train or on the regular trains for a nominal fee. In this way the Russian Government aids home industries, at the same time professing not to assist them by bounties, etc., at least in the beet sugar industry. The Government is also serviceable in the matter of transportation.

"The problem of transporting the beet sugar product to foreign markets has not as yet been fully worked out. It is not improbable, however, that within the next few months a suitable steamship service for the transportation of beet sugar molasses may be secured. The plan at present is to build a fleet of tank boats to sail from ports on the Baltic Sea, within convenient distance of the districts of production.

"The process of refining beet sugar in Russia has been placed on a scientific basis, as a direct result of the attention paid to technical training during the last few years. One of the finest technical schools in Europe today is located in St. Petersburg. Both Russian and German chemists are employed in the refineries, and the proportion of technical experts is increasinging every year. One of the latest inventions by a Russian is a process by which the raw sugar beet is converted into refined sugar in process, without first being made into syrup."

Mr. Fridkym has just finished a thorough examination of the sugar beet industry in the State of Michigan, and reports that it is not in a flourishing condition. Of the total number of factories in the state, three are running full time, five at half-time, and two have closed down on account of lack of raw material.

COMPANIES INCORPORATED, ETC.

THE Standard Grain Co., Winnipeg, have been incorporated to carry on a general grain trading business, and to construct and operate elevators, within the Province of Manitoba. The capital stock is $50,000, and provisional directors are: T. E. M. Banting, Oaklands, Man.; C. C. Smith, Carnduff, N.W.T.; J. C. Browne, and F. W. Robinson, both of Winnipeg; A. Laycock, of Foxwarren, Man.

The Empire Salt Co., Sarnia, Ont., have been incorporated to manufacture and deal in salt. The share capital is $50,000, and provisional directors are: J. J. Carter, C. H. Rogers, J. H. Kittermaster, D. Milne and A. S. Burnham, all of Sarnia.

The Imperial Export Co., commission merchants, Toronto, have been organized for the purpose of developing trade throughout the British Empire and other parts of the world for Canadian manufactured products. The president of the company is G. F. Trowbridge, vice-president and general manager of the Strong & Trowbridge Co., New York; vice-president, R. J. Christie, president Christie, Brown & Co., Toronto; general manager and treasurer, R. H. Dana, Toronto; assistant manager and secretary, J. A. Wells, Toronto. The directors are: G. F. Trowbridge, R. J. Christie, R. K. McIntosh, R. H. Dana, J. S. King, G. W. McLaughlin, and T. DeSchryver.

AN EXCELLENT SHOWING.

Notwithstanding the fact that E. W. Gillett Company, Toronto, were put out of business completely for a short time, owing to their entire plant, including stock and machinery, being destroyed by fire on the night of April 19, 1904, dividend checks were mailed promptly as usual to all stockholders on July 14. This dividend was for the period extending from April 1 to June 30.

INQUIRIES FOR CANADIAN TRADE

THE following inquiries relating to Canadian trade have been received by the High Commissioner for Canada, at London, Eng.:

96. A wholesale agent in Edinburgh has asked to be referred to Canadian houses who require the services of an agent (not buying) to introduce or extend their butter trade.

98. A London general, export, import merchant and agent is looking out for Canadian shippers of flour, butter, etc., as he is in a position to dispose of considerable quantities.

99. A gentleman with business connections in South Wales and the West of England is shortly leaving for a trip to Canada, and desires to meet millers and others who might contemplate appointing a representative in England.

108. A correspondent in Paris has asked to be referred to one or two good Canadian firms who might be disposed to appoint a buying or selling agent for France.

The following inquiries relating to Canadian trade have been received from Birmingham, Eng.:

55. A Birmingham firm wishes to be put in touch with a firm in Canada who can ship about 1,000 boxes of butter per week.

56. A Birmingham firm would like to be put in touch with a Canadian shipper of cheese.

60. A firm in the Midlands who has already contracted for 4,000 boxes of Canadian butter is prepared to make another contract for the same quantity with a first-class shipper in Canada.

61. A firm in the Potteries wishes to appoint a representative in Canada for the sale of the fire clay bricks and quarries.

62. A firm in a position to handle apples would like to get in touch with firms who can ship large quantities.

The following inquiries relating to Canadian trade have been received from the Curator Canadian Section, Imperial Institute, London, Eng.:

59. A buying and commission agent in Glasgow has a considerable opening for canned codfish steaks, and invites correspondence from Canadian packers wishing to take up the matter.

62. A produce house in Manchester is open to purchase large quantities of canned lobsters, and would like to hear from Canadian shippers of first-class goods.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

RED ROSE TEA WAREHOUSE

No. 4 INTERIOR VIEWS.

THE BLENDING DEPARTMENT, 4TH FLOOR.

Two blending machines are shown in the above cut; one has a capacity of 2000 lbs., the other 800 lbs. They are operated by electric power through a motor attached. After the teas are received into the machines, they revolve a number of times, sufficient to thoroughly blend the tea, which is then discharged from the blending machines into metal bins. The teas which are to be packed into lead packages are then conveyed to hoppers connected with automatic electric weighing machines in the packing room on the floor below. These hoppers have a capacity of 2000 lbs. each, to correspond with the large blending machine.

On this floor, in close proximity to the blending machines, all bulk teas are packed into the various size packages required by the trade, viz: chests, half chests, caddies, tins.

These teas are generally packed under the well known brands of "Estabrooks' Indo-Ceylon Blends" and "Estabrooks' Japan Blends" but there are also many private brands put up for large firms in all parts of Canada.

A description of the weighing and packing machines on the third floor will be given next week.

T. H. ESTABROOKS, TEA IMPORTER AND BLENDER,

Branch Offices: Toronto, Winnipeg. St. John, N. B.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Outlook for Cheese.

IT is not often that the question of dear or cheap cheese excites so fierce a controversy as it has done this year, says the London Grocer, and all because the extremely high prices (up to 69s to 71s for Canadian) which ruled in the early part of 1903 afterwards proved to be most disastrous to the trade at large. Through these exorbitant rates gaining currency too long, the opening prices for the new season in April last year ruled ridiculously high, when 65s to 66s on c. i. f. terms were paid for prompt shipments of new fodder makes; and this bad beginning was the main cause of all the trouble that followed. While the utmost confidence in the then future was derived from the fact that stocks in the United Kingdom, especially London, were abnormally light almost to utter extinction, and unequal to the demands upon them, it was forgotten, or purposely ignored, that the make in Canada last season was of a prodigious character, and this was not allowed to reveal itself until the season was far advanced. By that time the mischief to the trade here was already inflicted, and quotations kept repeatedly dropping until July, when full-cream Canadian cheese was obtainable on the spot at 49s to 51s per cwt. for white and colored. After that there was a reaction to 55s to 57s; but it did not last any length of time, as the consumption of foreign cheese seemed to be retrograding rather than progressing; and stocks, without doubt, were accumulating instead of decreasing as fast as they should before the commencement of another season.

So assured was the trade of the preponderant nature of the supply of cheese in London that statements of stocks of Canadian in London, Liverpool and Bristol, representing their entire amount at 250,000 boxes—the heaviest for many years past—were passed without contradiction, and buyers for home use were preparing to come in and replenish their stores on such reasonable terms as were considered to be quite safe, viz., on the basis of 38s to 42s for prime September make. At that moment (about the middle of May) everything appeared to be in favor of the dealers, who were fain to believe that their hopes would be realized, more particularly as the first c. i. f. prices then named for new "fodder" cheese were as low as 34s to 35s 6d, and augured well for the success of operations which might subsequently follow. Suddenly, however, there came a rude shock to these anticipations, and quotations went up 6s per cwt. at a single bound, making the c. i. f. figures 40s to 41s. The onward movement, once started, went on uninterruptedly, but only for a short period—till June, when the c. i. f. terms were 42s to 43s 6d. Meanwhile, "spot" prices also rose; and while fodder make was fetching 43s to 44s, old colored cheese was bringing 43s to 48s, and fancy white 46s to 50s per cwt. This was the utmost stretch to which the market would go, and it has since leaned more towards the downward track.

From this outline of events that have followed in regular order, it is pretty evident that the time was ill-chosen for a great upheaval in prices of Canadian cheese, with so excessive a weight of stock of old season's goods to carry over; and the new make coming forward faster and more extensively than had been expected, took speculators completely by surprise. The determined stand of the English trade against the attitude adopted by operators on the other side of the Atlantic convinced holders here that it would be useless to try on the game of speculation any longer, and immediately the cabled terms began to recede. These soon fell to 39s to 41s, and with them the rates ex warehouse to 36s to 41s, according to quality and condition; and old cheese has gone back to 40s to 46s per cwt. Thus, in the clearest manner, has been proved the soundness of the views of those who took up the position of predicting the cheapness and plentifulness of cheese for the present year, and with an increasing production in the States and Canada, the only point which now remains undecided is whether best Canadian cheese will be sold here wholesale as low as about 34s delivered, as it was in midsummer of 1896 and 1898.

Model Poultry Farm.

The Dominion Government has decided to place a most interesting exhibit at the coming Canadian National Exposition in Toronto. It is a model poultry farm. The exhibit will occupy fifty square feet of ground, and will comprise a model poultry house, a model poultry yard, two movable colony houses, brooders with chickens, incubators and feeding cages.

New Cheese Loading Apparatus.

A veteran steamship man, in the person of Captain Macmaster, Montreal, has invented a new cheese loading apparatus, that should lessen the labor and chance of injury to the cheese. The device was tested one day last week on the steamer Kildona, at the Thomson Line wharf. A number of prominent produce men were invited to the test, and certainly great interest was shown. The old method of gathering all he cheese boxes in a huge rope in the form of a fish net has been discarded, or at least will be shortly, if this new scheme comes into popular use. A long shaft leads from the top of the deck to the bottom of the hold. Within this is a carrier. When the cheese is placed on the carrier, down it goes, and as soon as it is deposited, up comes the try. One or two cheeses can be carried at once, and it is said that over 1,000 cheeses per hour have been loaded. The new apparatus loads cheese much faster and at the same time requires fewer men, in addition to the adjunct of not injuring the boxes in any way.

One of the most recent inventions is an apparatus for milking cows by electricity. To the udder of the cow is attached a rubber hood, connected with a vessel for receiving the milk by means of a rubber tube. The air is exhausted from the tube by an electrical device, a gentle suction being thus secured.

The Dominion Packing Company, LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, = Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED.

PORK AND BEEF PACKERS,

TORONTO. ONT.

LONG CLEAR BACON

Finest quality, new cured, light sides for summer cutting trade.

Write, Wire or Phone for Prices.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

There are many **Baking Powders**

(The Light of the Kitchen)

but there is only **ONE Magic Baking Powder**

It is Pure, Wholesome, Well Advertised, and shows you a good profit.

Order from your Jobber.
Write for Price List.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—There is a good demand for smoked meats, and prices are firmer, although there is no quotable change. The meat packers' strike in the United States is felt a little already, but merely in revealing a tendency to higher quotations. Should it continue much longer there is certain to be an advance, a possibility which dealers hail with delight, as at present prices there is very little profit in meats. The fresh meat market is as dead as it well can be, the warm weather taking away all demand for meat, and rendering it almost impossible to keep. Butchers are buying next to nothing. There are no hogs coming forward, as farmers are too busy with their crops to attend to killing and delivery. At this season of the year heavy hogs are not wanted at any price. A notable difference is to be observed in the class of meat being sold during the Summer to what was in demand not over a couple of years ago. At that time every kind of meat had its season, and the consumer could not be induced to buy mutton, or lamb or pork during certain months, as they were considered out of season. Now, however, we have a more or less steady demand all the year round. Improved storage facilities are accountable for a great deal of this. Prices this week are as follows:

Long clear bacon, per lb	$ 0 07½	$0 07¾
Smoked breakfast bacon, per lb	0 12	0 12½
Roll bacon, per lb	0 09	0 09½
Small hams per lb	0 12	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 50	16 00
Short cut, per bbl	17 00	17 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07	0 07½
" tubs "	0 07½	0 07¾
" pails "	0 07½	0 07¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	9 00	10 00
" front quarters	4 50	5 50
" choice carcases	7 50	8 00
" medium	6 50	7 50
" common	6 00	7 00
Mutton	6 00	7 50
Lamb, spring	10 00	11 00
Veal	6 00	8 50
Hogs, light	....	7 60
" heavy	6 50	6 75

Butter—Almost all the butter coming to hand now is in tubs, and during the few very warm days no prints at all were received. Fairly large quantities are being shipped, and there is every prospect of a great deal larger appearing during the next few weeks. Country merchants had become accustomed to a certain price for their butter, and because it was not offered this year they have been holding back stocks. One small merchant writes that he has 500 tubs in his cellar, and daily letters are received of large quantities for sale. One result of this, which is sure to disturb the market, is the fact that there will be a lot of poor butter offered on the market very soon. Butter cannot be withheld for any time without depreciating in value, and merchants would do well to remember this. While, as a rule, butter is not sold to the dealer on its individual merits, if he finds a large amount of a poor grade offered he is sure to lower the price he offers. We quote these prices:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16½	0 17½
Dairy prints	0 13	0 14
" in tubs	0 12	0 14

Cheese—The situation in the cheese market is the same as last week. Prices on the board are weak, perhaps owing to the larger offerings, the result of stock having been withheld during the past month. Dealers can see no encouragement in the outlook. The export demand and price offered remains the same. Board meetings during the week ending July 18 were as follows:

Board.	Boxes.		Price.
Brantford	1,492	0 7 7-16	0 07⅞
Ingersoll	270		0 07⅞
Campbellford	2,125		0 07 11-16
Stirling	1,240		0 07⅞
Picton	1,170	(none sold)	0 07⅞
Woodstock	3,380	(few sold)	0 0711-16
Kingston	1,553	(300 sold)	0 07⅞
Madoc	965	(700 sold)	0 07 9-16
Brockville	2,887	(none sold)	0 07⅞
Tweed	695	(573 sold)	0 7 9-16 0 07⅞
Vankleek Hill	1,954	(1351 sold)	0 07⅞
Kemptville	2,021	(none sold)	0 07⅞
Ottawa	2,810		0 07¾ 0 07¾
Iroquois	1,200	(none sold)	0 07⅞
Winchester	1,410	(none sold)	0 07⅞
Perth	2,540		0 07⅞ 0 07¾
Napanee	2,115	(1,915 sold)	0 07⅞
Belleville	3,600	(1,200 sold)	0 07 9-16
London	2,962		0 07½ 0 07⅝

As will be seen, a much larger proportion is being sold at prevailing prices than has been the case for weeks past. Stocks on hand in the factories must have been getting rather unwieldy. Much, too, was sold on the curb. Prices are a quarter-cent lower. Old cheese has practically disappeared. We quote:

	Per lb.	
Cheese, new	0 08½	0 08¾
" twins	0 08¾	0 09

Montreal.

Provisions—For the time of year activity is keeping up pretty well in the provision market. The market is much stronger for live hogs, and this is becoming a feature, as receipts are noticeably declining in quantity. Demand being good, sales are beng made at $5.50 to $5.70, weighed off cars. This shows an advance of from 10 to 20c per 100 lbs. in a week. Fresh killed abattoir stock is very firm at $7.50 to $7.75 per 100 lbs. 100 boxes of hams and bacon arrived on Monday, and the demand was active, with considerable trading going on. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13¼
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00¼
50-lb. tubs, "	....	0 00¼
20-lb. wood pails "	....	0 00¼
10-lb. tins, "	....	0 00¼
5-lb. tins, "	....	0 00¼
3-lb. tins, "	....	0 01
Wood net, tin gross weight—		
"Boar's Head" brand, tierces, per lb	....	0 07¼
" " ½-tierces, per lb	....	0 07⅜
" " 60-lb. fancy tubs	....	0 07¼
Cases, 20 3-lb. tins, per lb	....	0 08¾
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 53
20-lb. tin pails, each	....	1 43

Butter—A decided improvement has taken place in the export demand for

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

When ordering

Macaroni

be sure to specify

Napoli Macaroni

You will get

—a better article.
—at a less price.
—in a more saleable package.

Order from your wholesaler, and if he can't or won't supply NAPOLI BRAND, send order direct.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

The Best of all

FLY Killers

is

Wilson's Fly Pads

Sold Everywhere.

10 CENTS

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

butter. The local market is quite steady, and the produce men are growing more cheerful. Export business has been done in Eastern Townships creamery at an equivalent of 17 3-4c to 18c, and in some cases a fraction more. In spot business to-day, exporters talk freely of 17 1-2c and 17 5-8c, and in medium to good at 17 to 17 1-4c. At country points good prices are being paid. As many as 600 boxes sold at the wharf at 17 1-4c, which is just the same as ruled a week ago. In England better feelings are abroad, owing to the improvement in the English cotton manufacturing districts. The statement by mail that imports in England had increased for the half year 15,909 tons, is very hopeful, as that beats all previous records. This amazing amount was largely contributed by the colonies, while from the pasture countries of Holland, France and Germany a falling off was reported. The total exports for the week ending July 18 were 14,724 boxes, and only a little over 1,200 boxes was through freight. During the corresponding week of 1903 the exports were only 10,912, and in 1902, 1,897 boxes.

Cheese—Another weak turn has been affecting the cheese market. Stocks are evidently accumulating on both sides of the Atlantic, which is an unerring sign of the curtailment of consumption. In England, the favorite Cheshires are selling at less than Canadian cheese, and advices state that im- The situation, then, in the Old Country, porters are losing money on Canadians. is far from being bullish, and it is no wonder that the British importers haggle at paying low prices, even for Canadian cheese. No one is willing to forecast much on the cheese question. At the wharf, sales were made at 7 1-4 to 7 1-2c, with 7 1-4 ruling price. As many as 6,000 boxes sold at that price. This makes business about steady, compared with last week. For spot business the day's range was: Ontario, 8c; Townships, 7 3-4c, and Quebecs, 7 1-2 to 7 5-8c. The exports of cheese were, for the week ending July 18, 82,254 boxes, and of this 15,534 were through freight. For the same week of 1903 the exports were 98,342, and for the corresponding week of 1902, 46,641 boxes.

St. John, N.B.

Provisions—Business is dull. While pork is rather easier, beef is firm. There is but light business. Lard continues very low, with but limited sale. Smoked meats sell only in a limited way. In fresh meats, lamb is a large seller. Quality is now good. Beef is quite high, as best stock is scarce. Mutton is very dull. Veal brings full figure. Little pork is being received.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 09	0 10½
Mutton "	0 05	0 06
Veal "	0 08	0 09
Lamb, "	0 08	0 09
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 09
" " pails "	0 08½	0 09
Refined lard tubs	0 08½	0 08¾
" " pails	0 08½	0 09

Butter—This is the dull season. New butter is plentiful, and comes direct from the farm, both to the retailer and consumer. The wholesale man finds but little business.

Creamery butter	0 21	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Price is rather easier, though quite full figures are still asked. There is only a fair demand.

Eggs, hennery	0 15	0 20
" case stock	0 13	0 14

Cheese—Price is a little lower. Factorymen or the trade do not care to hold early cheese.

Cheese, per lb	0 09½	0 10½

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20 "	1 80
" 10 " in cases	5 50
" 5 " "	5 55
" 3 " "	5 65
" Compound, in 20-lb pails	1 65

Cured Meats—The market is now firm. Our quotations are as follows:

Hams, per lb	0 12½
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Picnic hams per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Butter—The market is fairly steady, and the demand is good for choice quality at Fall figures.

Creamery, per lb	0 20	
Dairy, in tubs	0 16	0 17

PERSONAL MENTION.

Mr. J. S. Wotherspoon, Montreal, is on a two months' business trip to England and Scotland.

Mr. J. H. Maiden, Montreal, leaves for Halifax and St. John this week, in the interests of San Toy Starch and Eagle Baking Powder.

Mr. Fred Hughes, Montreal, selling agent for the Ozo Co., Ltd., leaves for Murray Bay this week to join his family, who are summering there.

After the Ontario and Quebec members of the Dominion Grocers' Guild held their special meeting last week the delegates were the guests of Mayor Laporte at dinner in the Canadian Club.

Mr. A. H. Brittain, Montreal agent for Black, Bros. & Co., Halifax, has returned from a two weeks' trip to Boston, Halifax, and the Maritime Provinces. He returns full of fish stories and interesting facts.

Mr. J. E. Maybee, of the Metropolitan Soap Co., Toronto, was in Montreal last week, in the interest of Mrs. Dooley's Laundry Soap. Mr. Maybee spoke very enthusiastically of the progress made in the east since its introduction.

Mr. William Meldrum, produce merchant, of Montreal, who has been seriously ill, has recovered, and has gone with his family to Summer resorts down the River St. Lawrence.

Mr. J. A. Stewart one of the leading grocers of Woodstock, died on July 12.

Mr. J. H. Mackenzie, of the High Grade Coffee and Specialty Co., Ltd., Ottawa, was a visitor to the Montreal trade this week. Mr. Mackenzie speaks glowingly of the reception his company's brands are meeting.

A brandy which has attracted great attention in the Province of Quebec is that made by Claudon & Co., and represented in Montreal by H. L. Boisseau at 4 and 6 St. James street. Messrs. Boisseau have got after the business in an enterprising way, and in a very practical way. They created a demand for their goods in the right place by judicious advertising, and this, coupled with the efforts of A. Cadieux, their traveler, so arranged things that results have abundantly followed.

Mr. J. Percy Thompson, for the past two years representative of the E. W. Gillett Co., in Toronto, has joined the traveling staff of the Eby, Blain Co., Toronto. Mr. Thompson received his training in the grocery line with Mr. James Whimster, Aurora, serving eight years, during the last of which he was buyer and manager. His training for the road is therefore a thorough one, and his experience should be valuable for both his customers and his house. The territory allotted to Mr. Thompson is north of Toronto, on the Midland Division of the Grand Trunk.

Mr. M. H. Adams, a hustling American business man from Chicago, called at the Montreal office of The Grocer last week. He was holidaying in town, the guest of Mr. W. E. Davis, general passenger agent of the G. T. R. system. The irrepressible commercial spirit of the American was much appreciated, as it was early in the morning when he called. He is buyer for Steele, Weddels & Co., Chicago, who handle all kinds of grocery sundries and products. Mr. Adams just called to find out where to find a certain party in town, and The Grocer was glad to be able to give the information.

FOR HOT WEATHER

Now the hot weather is here, you will make more money selling summer drinks than any other line you can handle.—As there is lots more hot weather to come, YOU WILL MAKE NO MISTAKE IN STOCKING UP WITH

"ROWAT'S"

LIME JUICE
LIME JUICE CORDIAL
LEMON SQUASH
RASPBERRY VINEGAR

IN FANCY GLASS STOPPER DECANTERS TO RETAIL AT 25 cts.

The best selling and most profitable line on the market.

"MONTSERRAT" LIME JUICE—

PINTS and QUARTS—

"SOVEREIGN"—

LIME JUICE
LIME JUICE CORDIAL
RASPBERRY VINEGAR
and FRUIT SYRUPS—

GUARANTEED ABSOLUTELY PURE—

Split bottles to retail at 10 cts.
Pint " " " 25 "
Quart " " " 50 "

—SPECIAL QUOTATIONS ON ALL THE ABOVE BRANDS—

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO.

NEW YORK GROCERY FIRM ENTERTAINS.

FRANCIS H. LEGGETT & CO., New York, will again entertain their out-of-town friends and patrons to the number of 300 on Pennsylvania and Ohio Day. The object of these gatherings is to set forth the advantages of New York as a trading centre and to convince buyers that there are many lines of merchandise they can buy to greater advantage in New York than in any other city in the United States. Also to show visitors that New York is an ideal Summer resort and offers a maximum number of attractions. There is Coney Island, for instance, Long Branch, and many other similar places on Long Island within 30 minutes' ride where one can find excellent fishing, boating, yachting, etc. Then there are the roof gardens, which afford excellent entertainment. Another attraction is seeing New York up-town and down-town by automobile coaches. There is also a yacht trip around Manhattan Island. On the last three pleasure tours a guide is provided who describes each point or object along the route worth noting.

It ought, perhaps, to be added that another purpose of special days for various sections of the country is to bring together the buying and selling interests of Francis H. Leggett & Co., with the idea of promoting cordial relations between buyers and salesmen. Visiting friends are shown through their ten storey manufactory at 132 to 138 King street, where the methods and processes employed in preparing Premier pitted olives, Premier plum pudding, Premier jams, jellies, etc., may be seen in actual operation. The process of roasting coffee by electricity is on exhibition, as well as the gas and dry heat processes, and the grinding of spices, all of which combine to make the plant an exhibition in itself and a sight worth seeing from an educational standpoint.

The CONTENTED GROCER

IS
THE
ONE
USING
A

RETURNED
JUL 22 1904
Cut Both 21
Page 56

"NATIONAL"

COFFEE MILL

It has so many points of superiority over other mills that we should like to tell you about them.

DROP US A LINE OR—SEE OUR TRAVELLERS.

THE EBY, BLAIN Co., LIMITED

IMPORTERS AND WHOLESALE GROCERS. TORONTO.

The BLUE RIBBON Firms' Sales much greater Than Salada's Canadian Sales

Notwithstanding Salada's claim that their increase alone for 1903 over any previous year exceeded the sales of any firm in Canada, the sales of the BLUE RIBBON firms **largely exceed** Salada's entire Canadian trade.

Salada's sales as certified by Messrs. Clarkson & Cross, 1,416,162 pounds.

CERTIFICATE as to Sales of BLUE RIBBON Firms

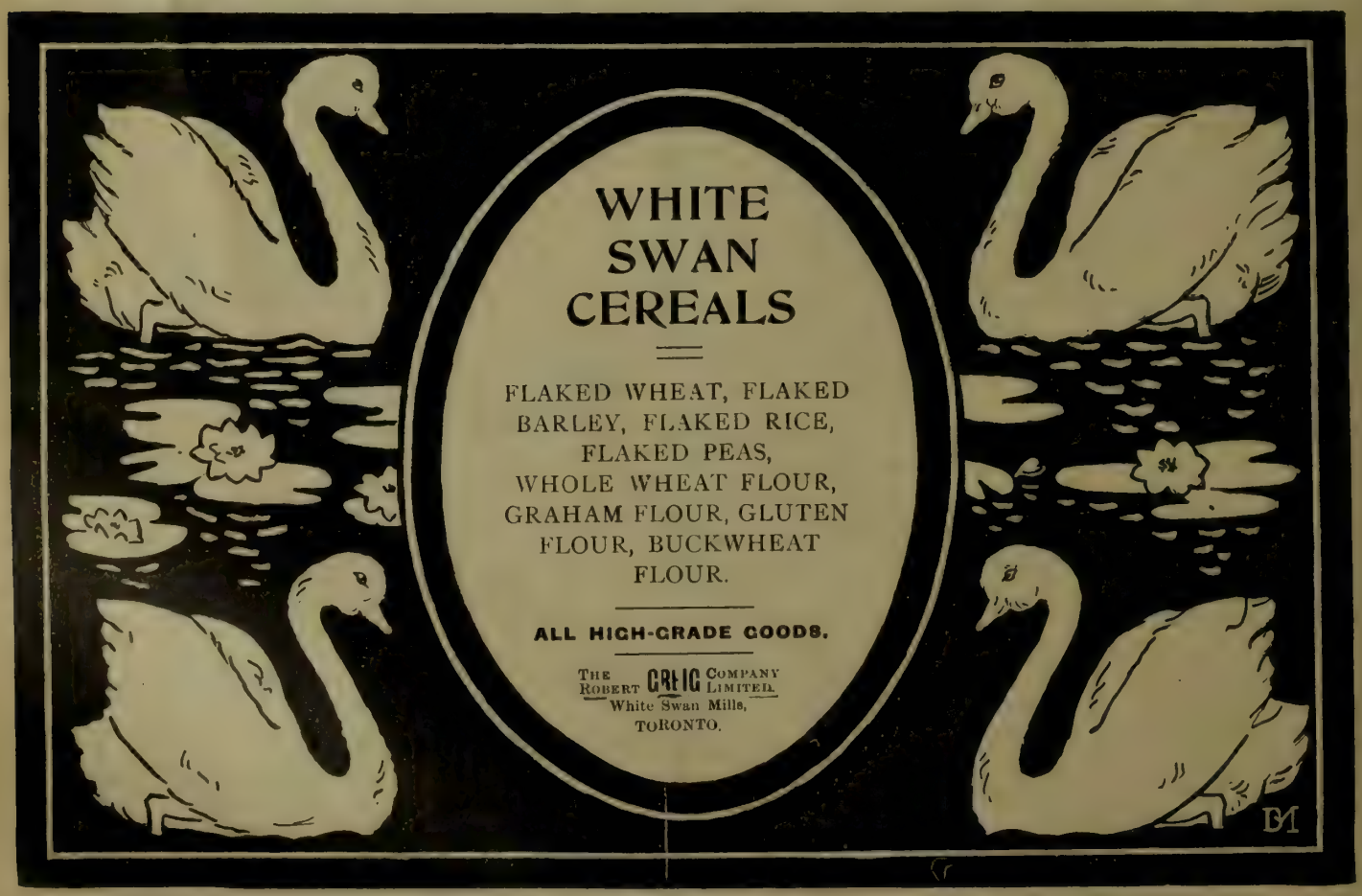
We have examined the books of Messrs. G. F. & J. Galt, Winnipeg, and hereby certify that their sales of teas, together with those of The Blue Ribbon Tea Co. of Toronto, for the year 1903 (as found by Messrs. Clarkson & Cross), exceed 1,416,162 pounds.

(Sgd), NEWTON & DAVIDSON.

The above certificate **does not** include The **BLUE RIBBON** Tea Company's bulk or Monsoon sales.

Blue Ribbon *Ceylon* Tea

WINNIPEG. TORONTO. VANCOUVER.


WHITE
SWAN
CEREALS
FLAKED WHEAT, FLAKED BARLEY, FLAKED RICE, FLAKED PEAS, WHOLE WHEAT FLOUR, GRAHAM FLOUR, GLUTEN FLOUR, BUCKWHEAT FLOUR.
ALL HIGH-GRADE GOODS.
THE ROBERT CRAIG COMPANY LIMITED
White Swan Mills,
TORONTO.

BOARDS OF TRADE MEET.

AT the annual meeting of the Board of Trade of Victoria, B. C., held on July 8, the following officers were elected for the ensuing year :

President—S. J. Pitts.
Vice-President—W. T. Oliver.
Secretary—F. Elworthy.
Council—S. Jones, C. F. Todd, L. G. McQuade, J. L. Beckwith, J. G. Cox, D. R. Ker, W. H. Bone, T. M. Henderson, S. Leiser, T. W. Paterson, W. F. Bullen, J. Forman, J. Kingham, J. Simon, J. J. Shallcross.

One of the most interesting features of the meeting was an address by Lord Monk Bretton, who is at present visiting British Columbia. Lord Monk Bretton has come to Canada direct from Australia, and says the two things which struck him most during his visit to Canada's sister colony were a distinct desire on the part of the latter to find some means of drawing closer together the different portions of the Empire, and a strong feeling among Australians that there is scope for the conclusion of a commercial treaty between the mother country and the colonies which might be a benefit to all parties.

The following interesting items are taken from the annual report presented at this meeting :

Assessment Act.

At the last session of the Local Legislature a bill was introduced which included some very material changes in the assessments for revenue. The bill came as a surprise and appeared to be an ill-digested measure. The representations of this board resulted in a few changes being made before the Act was passed, and assurance was given that a commission would be appointed to enquire into the system of provincial taxation. Further modifications may, therefore, be expected. The views of this board were expressed in the following resolution :

"That this board considers that the provisions adopted or confirmed in the present Assessment Act will tend to hamper trade; this board considers that the endeavor should be not to tax more than a firm's net worth and net profit or gains; that the present Assessment Act goes beyond this in not permitting the deduction of liabilities from the gross value of the stocks of merchandise, debts, etc., and in other respects.

"That this board would urge upon the Government to appoint a commission—not of an official or political character—to report upon the present Assessment Act and to make such recommendations as may seem advisable."

Bills of Sale.

In consequence of the absence of a Bankruptcy Act applicable to the whole Dominion, it has developed upon the individual provinces to enact laws to meet to some extent the exigencies of the situation. This board has taken every opportunity to urge Dominion Government legislation; at the same time the local Government has been moved and the board was successful during the session of 1902 in securing the passage of the "Act to Prevent Priority Among Execution Creditors." That Act has proved beneficial, but something further was required in regard to chattel mortgages and bills of sale. A committee was therefore appointed, who submitted the recommendations, appended hereto, which were subsequently approved by the board. At the suggestion of the honorable the attorney-general the report was put in the form of a bill, but read only a first time in the Legislature just before prorogation. The honorable the attorney-general has given his assurance, however, that during the recess the whole question of bills of sale and kindred instruments shall receive his best attention and that legislation shall be introduced at the next session. In the meantime an Act was passed providing for the registration of bills of sale, in County Court cities and towns, within five days of the date thereof and declaring such sales void in the event of judgment being entered against the grantor, within sixty days of such registration.

Joint Meetings of the Provincial Boards of Trade.

Another attempt was made to organize a meeting of representatives from all boards of trade in British Columbia. Some of the boards promptly endorsed the proposal, but, taken collectively, sufficient encouragement was not found in the replies to warrant the expectations of a successful gathering, and the matter was therefore allowed to drop. It must be stated that such a meeting would entail considerable cost, both in time and money, while the subjects for discussion of equal interest to the entire province are not many. Better means of communication will bring the various boards into closer touch, and joint meetings, thoroughly represented in every way, may then be looked for.

Trade with Mexico.

This board is on record as a strong advocate of a direct line of steamships between British Columbia and Mexico. Early in the year 1897 the possibilities of making the service mutually advantageous to both countries were gone into very fully and communicated to the Dominion Government through the Victoria City representatives in the House of Commons. The arrangements now made are just what this board recommended some years ago.

Victoria City.

The trade and commerce of the city of Victoria has been maintained, and it is safe to say, speaking generally, that there is not another city on the Pacific Coast where business is in a healthier condition. Nowhere is business conducted on a more sound basis.

The proportion of factory hands and artisans is large in Victoria with population, say, 27,500, and a stranger is apt to overlook the local industries. The foundries, ship yards, lumber mills and factories, too numerous to here mention specifically, furnish steady employment, at good wages, the importance of which is underrated. A large increase in such establishments may be looked for as the local conditions become better known. The competitive transportation facilities and cheap fuel will do much to make the City of Victoria an industrial centre of the first rank. A step in this direction and one that may be expected in the very near future is the development of the fisheries. The canning of salmon, now made possible by the Dominion Government having issued the necessary licenses to operate purse seines and traps, will doubtless be followed by the establishment of industries in other branches of the fisheries.

The vicinity of Victoria is very suitable for fruit growing and poultry raising. The climate and land conditions are excellent. Good prices for such products are obtained locally and the Northwest Territories affords an outlet for all the fruits that are likely to be grown for many years to come. The Yukon is now supplied with eggs and poultry which originate principally in Eastern Canada. Mutual advantages would be derived if such were raised here.

QUEBEC CITY BOARD.

A general meeting of the Board of Trade of Quebec City was held on July 12, P. J. Bazin, 1st vice-president, presiding, and among those present being Hon. J. Sharples, G. Tanguay, W. Dobell, L. Evans, E. Paquet, G. E. Amyot, L. Laveau, L. A. Carrier, E. Leclerc, J. O. Jacot, F. X. Morency, J. Hone, jr., J. B. Bedard, G. Simard, W. G. McConnel, B. A. Scott, M. Joseph, J. Murphy, R. C. Muir, A. Turcotte, C. Kirouac, O. Chalifour, and T. LeVasseur, secretary.

G. Bazin read a short summary of matters dealt with since the last general meeting of the board. At the last meeting an interesting memorial in favor of the compulsory inspection of hides and leather was communicated by the president of the standing committee on hides and leather, G. Roy, and approved. Events have since proved the attitude

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selctədə high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S
High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

of the board on the matter was judicious. A car load of hides received at Quebec after inspection in another province, proved to be short in weight and grade after reinspection by the standing committee on hides and leather at the instance of the tanner, who had bought this carload of hides. The tanner in question is one of the members of the Quebec Board of Trade. The matter is now in the hands of the general inspector of hides and leather for investigation.

The standing committee on dry goods was called to meet on the 14th of June last to consider the advisability of addressing the Government with regard to granting delay in the application of the tariff changes announced in the Budget speech, and specially those relating to woolens. The Government was petitioned to request that the woolens which could be certified to have been bought before the 7th of June, be entered at the old rate, that is to say 35 per cent. less one-third, till the 31st of August next. The same movement was made by nearly all the commercial bodies of the Dominion, and the Minister of Finance has complied with this request.

A letter was read from W. Price, tendering his resignation as president of the board, pressure of business making it impossible for him to attend to its duties. A letter was also read from D. J. Rattray resigning as treasurer of the board, owing to business keeping him most of his time in Montreal. Mr. Bazin was unanimously elected president to succeed Mr. Price, and E. E. B. Rattray was unanimously elected treasurer to succeed his brother. W. Power, 2nd vice-president, was elected 1st vice-president, and G. E. Amyot 2nd vice-president, and the vacancy on the council was filled by the election of O. Poitras. S. Rioux was also elected a member of the board.

An appeal was made to the members of the board upon the subject of making the port of Quebec the national port of the Dominion, and a motion presented requesting that the various commercial bodies of Canada be invited to express themselves in favor of such a movement. This matter was, however, deferred.

The annual convention of the Boards of Trade of the Maritime Provinces will be held at Moncton, N. B., on August 17.

Fresh and Cured Fish

Nova Scotia Herring.

J. COWIE, the Scottish herring expert, now engaged in exploiting the herring fisheries off the Nova Scotia coast, in a recent interview with the Halifax Chronicle said:

"Nova Scotia herring are equal to the best of the same species of fish taken from the waters of Scotland."

Mr. Cowie has every confidence in the success of curing and marketing of Canadian herring, and believes that when everything is in working order a ready sale will be found for those fish.

In answer to the reporter's inquiry as to how the fish are cured, Mr. Cowie said:

"In Scotland the curing is all done on the shore by girls trained for the purpose. As soon as the fish are landed from the boats they are gibbed with a short knife and selected. That is, the fish are graded according to quality. The girls are experts in handling the fish, and as soon as they touch them they can tell the quality of them, and they are separated in large baskets. The herring are not split. Only the gills are cut out, the entrails being drawn at the same time.

During the months of May and June on the west coast of Scotland, fat herring, known as matges, similar to the Nova Scotia fish, are taken, and when cured they bring the biggest price in the German and Russian markets."

"The west coast," continued Mr. Cowie, "is the chief fishery place of Scotland. "Three girls, commonly called a crew, work together. Two of them do the gibbing and selecting, while the third one salts and packs the fish. The herring are placed in large tubs, and turned over and over in dry salt. Then they are taken out and packed in barrels, the bottom tier one way and the next tier at right angles, and so on until the barrel is filled. In this way they are allowed to stand for three days. After the third day, when the fish have sunk down, other tiers are put in up to the 'crows.' The barrel is then headed up and placed on its side, being allowed to remain in that position from eight to ten days, according to the size of the fish.

"By this time the fish are well salted and the barrel is filled with pickle. A bung hole is then bored below the bilge, and part of the pickle run off. The head is again taken out, more tiers of fish are put in, the head pressed into the barrel, and the fish are ready for market.

"The chief test of the fish on the other side," said Mr. Cowie, "is the eating of them, and it is by this means that I judge of their quality."

With regard to kippers, Mr. Cowie said the fish should be split, salted and smoked the same day that they are caught. In Scotland they never think of making kippers out of fish that are two days old. Nova Scotia herring make ideal kippers, and all the people there who tasted the fish were delighted with them.

Fish Traps Successful.

That the fish traps on the southern end of Vancouver Island are quite the success which advocates of the system claimed for them, was amply demonstrated on July 11, when huge catches were made at Sooke and Otter Point—15,000 in all: 7,500 at Otter Point and 7,500 at Sooke. This big haul is all the more significant when it is remembered that the trap at Sooke had the previous week been damaged by stormy weather, and was not working well. The salmon, as soon as lifted, were all shipped to the Fraser, where they will be canned.

CANNED GOODS

1904 PACK

Just a few hints.—Packers' prices are out.

PEAS—lower than last year.

STRAWBERRIES—higher this season.

Other fruits will be indicated later. In the meanwhile we want to say we have a fair stock of 1903 pack **Strawberries**, best brands, that you can retail at 15c. per tin.—

SALMON—The pack this year will be very short.—We have the best packs of the different fish, Pink, Red Cohoes, Red Spring, Red Sockeye—all of them to earliest buyers, to retail at 10c., 12½c., 15c. and 17½c. per tin.—Order now.

TEA

The Japanese need money badly and are selling their teas and not carrying them over—they want the money, consequently prices are much lower than last year—Buy now, as we cannot guarantee low prices to be maintained.—The position of the Japan tea market is peculiar and our advice is to profit by it.—We have bought right and will sell right, and have in stock full lines of May and June Pickings, marks **H.L.—J. B. A. M.—Victoria** and **Princess Louise**.—The demand for these excellent brands is steadily growing ; quality wins out—

In **Ceylon Greens** our "Duchess" and "Lady" brands stand in the front rank for value, the demand increasing wherever used.—**Send** for samples and **prices**.

Laporte, Martin & Cie.

WHOLESALE GROCERS and Wine and Spirit Merchants

... MONTREAL

SOMETHING NEW

Fresh B. C. Herring

(Scottish Chief Brand)

1 lb. Flat Tins.

Extra Fine Quality Fish.

Special Quotations

SEE TRAVELLERS, OR COMMUNICATE DIRECT.

WARREN BROS. & CO.

TORONTO.

The Manufacturer's considerations should be

Quality first

Quality second

Quality third

Quality always

"San Toy" Starch

is built on this principle.
Write for sample package and test it for yourself, you will then buy it for your trade.

J. H. MAIDEN, Agent, **Montreal.**

SPICES

We use the same watchful, pinickity care to keep the quality of our spices up to the highest standard as we do our other lines.

All our spices are grown in the best spice-growing gardens in the world.

Our own special spice buyer is an expert in the business. He knows all about spices—where the best qualities grow, how they are picked, handled, prepared for shipping, etc., etc.

If you handle our brands, you and your customers get the benefit of this expert's experience. Your customers know good spices and soon detect the difference between our brands and common lines.

Don't wait until they ask you for better spices, but stock ours now.

Our pickling spices are a combination of the finest and best selected whole Penang cloves and shot peppers.

You should stock up early for the big fall trade in spices. We can ship your orders promptly.

GORMAN, ECKERT & CO.

LIMITED

London, Canada.

Grocers' High-Class Specialties.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canada Maple Exchange, Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Black Lead.
Oakey, John, & Sons, London, Eng.
James' Dome—W. G. A. Lambe & Co., Toronto.

Canned Goods
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Laporte, Martin & Cie., Montreal.
Old Homestead Canning Co., Picton, Ont.
Robertson, Geo., & Son., Kingston, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Cassidy, John L., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Davidson & Hay, Toronto.
Pacific Selling Co., New York.
Warren Bros. & Co., Toronto.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Natural Food Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Robertson, Geo., & Son, Kingston, Ont.
Simpson, R. & J. H., Co., Guelph, Ont.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Oils.
Queen City Oil Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Poultry and Cattle Food.
Colonial Stock Food Co.
Myers Royal Spice Co., Niagara Falls, Ont.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Fabien, C. P., Montreal.

Salt.
Toronto Salt Works, Toronto.

Soap.
Duncan Company, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.
Rattray, D., & Sons, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Typewriters.
Canadian Oliver Typewriter Co., Montreal

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Purnell, Webb & Co., Bristol, Eng.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Fairbank Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E. 52
Adamson, J. T., & Co. 58
Allison Coupon Co. 7
American Coffee & Spice Co 69
American Tobacco Co. 67
Auer Light Co 8

Baker, Walter, & Co. 56
Balfour & Co. 13
Bates, Peacock Co 38
Black Bros. & Co. 8
Bloomfield Packing Co. 36
Blue Ribbon Tea 24
Bowser, S. F., & Co. 7
Bradstreet's outside back cover
Brantford Starch Works 34
Burlington Canning Co. 7

Canada Maple Exchange. 7
Canada Paper Co. 49
Canadian Gelatine Co 57
Canadian Press Clipping Bureau inside back cover
Canadian Swiss Trading Co. 57
Canadian Vinegar Co 59
Capstan Manufacturing Co 8
Cassidy, J. L., Co 51
Castle, F. J., Co. 54
Ceylon Tea 6
Chaput, L., Fils & Cie 41
Chase & Sanborn 30
Christie, Brown & Co. outside front cover
Clark, W. 49
Coles Manufacturing Co 34
Colson, C. E., & Son outside back cover 9
"Commissioner" Tea 7
Computing Scale Co., of Canada. 3
Cowan Co 57
Cox's Gelatine 7
Cullen, Orlan Clyde 52

Davidson & Hay 15
Dawson Commission Co. 58
Dingle & Stewart 2
Dominion Molasses Co. inside back cover
Dominion Packing Co 19
Douglas, J. M., & Co. 30
Downey, W. P 60
Dunn, Wm. H 47
Dutch Chemical Works. inside back cover
Dwight, John, & Co 70

Eby, Blain Co 23
Edwardsburg Starch Co 71
Empire Tobacco Co. 64
Enterprise Mfg., Co. 4
Epps's Cocoa. 49
Estabrooks, T. H. 1
Ewing, S. H. & A. S. 26
Ewing, S. H., & Sons 5

Fabien, C. P 66
Fairbank, N. K., Co. inside front cover
Fearman, F. W., Co 19
Fortier, J. M 66
Foster Pottery Co 2
Frontenac Cereal Co 62

Gibb, W. A , Co. 58
Gillard, W. H., & Co 10
Gillett, E. W , Co., Ltd. 20
Gorman, Eckert & Co. 28
Gowans, Kent & Co. outside back cover
Greig, Robt., Co 24

Hamilton Cotton Co. 7
Hill, Evans & Co 72
Horrocks, T. J 66
Husband Bros. & Co. 58

James' Dome Black Lead 9
Japan Teas 4

Kay Bros inside front cover
Keen, Robinson & Co. outside front cover
Kingston "Gleaner" inside back cover
Kinnear, Thos., & Co. 14

Lambe, W. G. A. 2
Lamont, Corliss & Co. 57
Laporte, Martin & Cie 27
Lowney, Walter M. Co. 54
Lucas, Steele & Bristol 13
Lytle, T. A , Co 3

Maiden, J. H. 28
Matthews, Geo. Co 20
Metallic Roofing Co. 52
Millman, W. H., & Sons. 2
Mooney Biscuit and Candy Co. 55
Morse Bros. 12
Mott, John P., & Co 54

Myers Royal Spice Co. 9
Mackintosh, John 57
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 66
McCann Wm., Milling Co 55
McDougal & Lemon 59
McDougall, D., & Co. 67
McGregor-Harris Co. 38
McIntosh, P., & Son 60
McLaren's Cooks' Friend Baking Powder inside back cover
McLean, J. A., Produce Co. 20
McWilliam & Everist 58

National Licorice Co inside front cover
Napoli Macaroni Co 21
Natural Food Co. 60
Nicholson, Bain & Johnston. 2
Nicholson & Bain 2
Nicholson & Brock 52

Oakey, John, & Sons. outside back cover
Oakville Basket Co inside back cover
Old Homestead Canning Co 48
"Ozo" Co. 56

Pacific Selling Co. 47
Page, C. S. 52
Park, Blackwell Co. 19
Payne, J. Bruce 65
Price, Chambers & Co. 2
Provost & Allard 10

Queen City Oil Co. 2

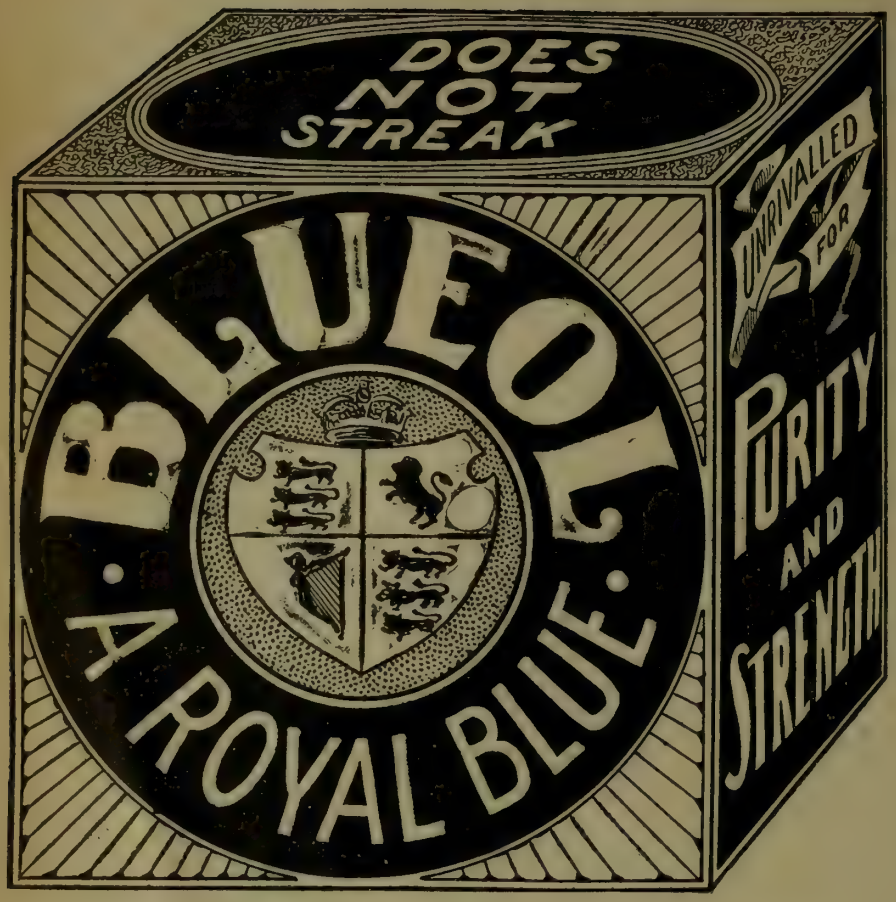
Rattray, D., & Sons 63
Reid, W. B., & Co 66
Robertson, Geo., & Son. 10
Rose & Laflamme. 5, 63
Row & Co. 2
Rutherford, Marshall & Co 38
Ryan, Wm., Co. 38

"Salada" Tea Co 34
Sheridan, J. H. 52
Simpson, R. & J. H. Co. 49
Simson Bros. Co 69
Southwell & Co. 70
"Sovereign" and "Lynx" Salmon. 8
Stringer, W. B. 59

Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todhunter, Mitchell & Co. 33
Toronto Salt Works. inside back cover
Tuckett, Geo. E., & Son Co. 65
Turner James, & Co. 13

Upton, Thos., & Co. 15

Walker, Hugh, & Son 59
Walkerville Match Co. 5
Warren Bros. & Co. 28
Watt, J. L., & Scott 54
Wethey, J. H. outside back cover
White & Co. 59
Wilson, Archdale. 21
Wilson, C., & Son 3
Wilson Commission Co. 2
Wilson, W. H., Co. 3
Winn & Holland. outside back cover
Wood, Thomas, & Co 10
Woods, Walter & Co. 21



HAS NO EQUAL

IN QUALITY

OR FOR

MAKING PROFITS

for the

Wholesaler and Retailer

To be had from
The Eby, Blain Co., Limited, Toronto
and other leading firms.

DOMINION BROKERAGE CO.,
Selling Agents, Toronto

J. M. DOUGLAS & CO.
EST'D 1857.
Manufacturers, Montreal.

A WOMAN

will put up with many mistakes and annoyances, but let the man of the house be served with poor Coffee from your store and your trade with that family will be jeopardized. Wise grocers sell **Chase & Sanborn's** Coffees and avoid this risk.

CHASE & SANBORN

The Importers, Montreal

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co.

Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

PRICES ON CANNED GOODS.

THE item of greatest interest in the grocery trade for the week has undoubtedly been the fixing of prices on 1904 pack of canned fruits and vegetables for future delivery by the Canadian canners. These prices will rule in Toronto, Montreal and Quebec City; elsewhere throughout the Dominion a special price list is issued owing to the comparatively high cost of transportation.

On the whole, the opening prices will suit Quebec and Ontario buyers better this year than last; canned vegetables, which are the biggest item in the above mentioned markets are considerably lower than last year: For instance, beans are 2 1-2 cents per dozen cheaper than they were at the opening of the season a year ago. Peas are 5 cents lower with the exception of "Sweet Wrinkled" which are unchanged, and "Extra Fine Sifted" which have dropped 10 cents. Prices on corn and tomato futures have not yet been named and in view of the lateness of the season it is not likely that the pack will be completed before September 15. Spinach and asparagus remain unchanged from last year.

Canned fruits, on the other hand, rule higher than last year. This principally concerns buyers in the west, where the consumption of canned fruits is comparatively large and continually increasing. Red cherries, not pitted, are 5c cheaper than last year, while pitted cherries remain unchanged. Black cherries, pitted and unpitted, are down 5c and 10c respectively. There are no changes to record in white cherries. Red currants are 7 1-2 cents higher, and black currants 10 cents higher. Gooseberries, heavy syrup, are 7 1-2 cents higher, and preserved 10c higher. The same remarks apply to Lawton berries as to gooseberries. Damson plums 2's are 5c higher than last year, while 2 1-2's have advanced 7 1-2c and 3's, 10 cents, respectively. Prices of lombard plums show corresponding advances. Egg plums 2's are 7 1-2 cents higher and 2 1-2's and 3's, each 10 cents higher. There are no changes in red raspberries, except in gallon sizes, solid pack, which are quoted 50c lower than last year. The only change in black raspberries is in 2's preserved, which are 5c lower. Preserved rhubarb 2's, 3's and gallons show advances of 5 cents, 10 cents and 12 1-2 cents respectively. Prices of strawberries, 2's, heavy syrup, 1903 pack, have advanced 7 1-2 cents; quotations for 1904 pack show the following advances over last year's prices; 2's, heavy syrup, 20 cents, preserved, 15c; gallon standards, 50c, while gallons, solid pack, remain unchanged.

With regard to this year's pack in general the prices fixed are a pretty good gauge of its extent. The strawberry pack is now practically over, and it is no secret that this year's was considerably below the average. The various small fruits are actually in sight, where the pack has not begun, and the comparative size of the pack can easily be determined by a comparison of prices named for this year and last. Plums are in the distance; the assumption, however, that canners go upon is that an average crop of plums can nearly always be counted upon, and as a result prices of futures have already been named.

Perhaps there is no industry in the Dominion of Canada that has made greater strides than that of fruit and vegetable canning, during the past few years. Business men have not been slow to size up its possibilities in a country second to none in the world, in growing fruit and vegetables. As a direct result the canning of fruit and vegetables already ranks among the leading Canadian industries. At the present time there are about 55 of such canning factories in Canada, of which about 29 are members of the Canners' Consolidated. The number of canning factories, moreover, is steadily increasing.

The general opinion is that reductions of prices in canned fruits and vegetables which have taken place within the last year or so are to some extent due to the increase in the factories.

By way of giving an approximate idea of the amount of canned goods, such as fruits, vegetables and meats, put up in Canada in a single year, it is estimated that the pack requires in the neighborhood of 45,000,000 cans; to carry these a train 6 miles long is necessary when the cans are light; if they are full, the train will have to be three or four times as long.

A QUEER PROCEEDING.

A PETTY piece of protective policy has just received publicity, which places the Australian government in a miserable light. By a recent decision of the customs authorities in Australia, all trade catalogues, price lists, circulars, and trade journals, even when sent in single copies are to be detained by the customs and delivered only upon payment of duty. As might be readily ex-

pected, large numbers of these papers, etc., do not reach their destination or at least do not reach the people to whom they are sent, because the latter refuse, and quite reasonably too, to pay the duty.

An enterprising Australian business man has proposed that Canadian business men should send such trade matter to him and allow his firm to put them through the customs and distribute them. He forgets that the general inclination of the business men, while thanking him very kindly, would be to stop sending catalogues or papers to that country. In Canada the conditions are sensible at least, for the customs allow two copies of all trade catalogues, price lists and circulars to enter the Dominion free of duty to any one address. Thus, there is no interference with any British or foreign house which may wish to introduce its goods by such means to the Canadian buyer.

In the present instance it will be not a little disgusting to many a merchant and big company to find that their catalogues, probably sent out in thousands, have not even been received by their prospective customers in Australia. Of what value can these catalogues be to any one? Then, too, the amount collected must be very trifling, and scarcely worthy of collection, unless a bankruptcy were threatened in the customs exchequer. However, one would fancy there was bankruptcy in farsightedness somewhere in that usually intelligent land, for are not these illustrated catalogues of great educational value, while trade journals are among the most important literature that is sent abroad? They, more than all other newspapers, keep the merchants and the manufacturers up to date.

COMMENDABLE ACTIVITY.

ALREADY the appointment of Mr. F. C. T. O'Hara to the post of superintendent of commercial agencies for the Dominion Government has been amply justified. Mr. O'Hara is brimful of ideas and, under his energetic management, new life will be breathed into the dry bones of the Department of Trade and Commerce. The result will undoubtedly be much to the advantage of Canadian trade.

One of Mr. O'Hara's first steps and one on which he must be complimented, was to request each commercial agent to send in information as to how to increase and maintain Canadian trade in their respective districts. Replies are now being received and these will appear in the Weekly Bulletin of the Department for July 25 or August 1. Business men can look forward to the publication of these reports with much interest, for the Canadian corps of commercial agents, though small, is intelligent and active and each agent's contribution will undoubtedly be right to the point.

In thus directing the work of the agents towards definite results and combining their labors towards the consummation of a united result, Mr. O'Hara is doing a work that has long been necessary and one which the business men of Canada will appreciate.

THE DUMPING CLAUSE.

FOLLOWING up our discussion of last week regarding the important legislation re "dumping" to be put in force by the Dominion Government, it must be apparent to our readers that special machinery for carrying out the provisions of the new enactment will have to be provided.

The basis of the legislation rests on the difference between the market price of any article in the country of production and the price at which it is being disposed of in Canada. Obviously, it will be of the utmost importance that absolutely correct information regarding the former price be obtained.

It is understood that the Government are already beginning to train men, whose duty it will be to secure data for this purpose. These men will be required to visit different points in the United States and inquire into prevailing prices there, and it is understood a number of resident officials will be stationed at the principal markets of that country.

Naturally men of insight and shrewdness will be needed, men who are capable of conducting difficult investigations. For this purpose journalists are said to be far and away the best persons available.

On the other hand, men will be needed to study the Canadian side of the problem and watch the foreign goods coming into the country. Taken all and all, the system is a complex one and the result of its trial will be watched with keen interest.

THE MONTREAL DEMONSTRATION

MONTREAL grocers have given their brethren all over Canada a splendid example of the value of grocers' associations. The celebration of last week at Delorimier Park, reported in full in another column of this issue, provided a practical demonstration of the all-around utility of a live and up-to-date association.

Every year the picnic of the Montreal Grocers' Association is becoming a more noteworthy function. Every year it interests a wider and wider circle of people. In fact, this picnic is one of the events in Montreal life and claims the interest of everybody.

It is good to see the Englishman fraternize with the Frenchman, the wholesaler with the retailer, the clerk with the master, while the traveler allows his geniality to extend away beyond his business acquaintances. This cultivation of friendly feelings is an important direction in which the association accomplishes a good work.

The secret of the success of this function is that the Montreal Association has been blessed with splendid workers, men who put their whole soul into the undertaking and carry it through to a triumphant finale. No obstacle is insuperable to them. They have

got their hand in and never know what failure is.

Were it only because of its social features, the Montreal Association would be worth maintaining. But it unites to the lighter interests of life, numerous valuable assets, from which every member can derive help in his business difficulties. Thereby its value is at least doubled.

PACKERS' MEAT STRIKE.

THAT war has again invaded the domains of trade was felt with a vengeance Tuesday week, July 12, when as the result of a desagreement chiefly over wages for unskilled labor, one of the most extensive strikes in the history of the meat packing industry of the United States began in Chicago, Kansas City, Omaha, St. Louis, Mo., and other American cities where large packing plants are located. In Chicago alone 50,000 men went on strike, and the operations of packers in the abattoir districts seriously crippled. The price of meat in the United States jumped to an alarming extent, the advance in some cases being as much as 50 per cent., thus putting the commodity beyond the reach of many. A general meat famine became imminent owing to the general demoralization of the packing industry throughout the United States.

On Wednesday, July 20, however the situation took another turn, when an agreement was reached between the packers and representatives of the meat cutters' union, and other allied trades, whereby the whole controversy will be submitted to a board of arbitration, both sides agreeing to abide by whatever decision this board may reach.

Pending the decision of the arbitration board, the men will be taken back to work as rapidly as possible by the packers, and it is agreed by the packers, that all the old employes are to be reinstated within 45 days from the date work is resumed. If any of the former employes are still unemployed at the expiration of that time such persons are to have the privilege of submitting their cases to the arbitration board for settlement.

The strikers will return to work as soon as they can be notified of the peaceable adjustment of the trouble, and it is expected that by Friday morning everything will be in normal shape at all the plants in the different cities where the employes are on strike.

Since the people of the United States seem to have the happy faculty of getting into more commercial scrapes than the citizens of any other country under the sun it may not be out of place to speculate as to the effect such a strike, if prolonged, might have upon Canadian trade. During the past week the bacon market in Canada firmed considerably in sympathy with the American meat market, although there was no appreciable advance in actual quotations. Prices in the States would have to go very high before Canadian meat could be shipped there at a big profit. The duty on dressed meats of all kinds entering the United States is three cents per pound. If, however, there were to be a big jump in American prices, Canada's export trade with Uncle Sam might be increased considerably. American packers supply the English market with large quantities of meat. In the event of an extended strike this department of the United States export trade would of necessity be curtailed. Canada might then take advantage of any shortage across the line as well as of higher quotations ruling there.

F. C. T. O'HARA

Appointed to the new office of Superintendent of Commercial Agents in the Department of Trade and Commerce.

A TEST OF FACTORY JAM.

A recent test which was made by the Inland Revenue Department at Ottawa of factory-made jams tells its own story. Seventy-four samples of jam were analyzed, including raspberry, strawberry, plum, peach and miscelaneous jams and jellies, all of which had been offered for sale throughout Canada. Of these jams 14 were pronounced genuine, five doubtful, and 59 adulterated. Seventy-four per cent therefore, of the samples contained foreign substances, and this figure is below the truth since none were condemned on account of the use only of preservatives and artificial dyes.

GREEN FRUIT EXTORTION.

EXTREMES have their limitations. Extortion in trade will defeat its own end just about as surely as the old saying is verified "Murder will out." This week the well-known, wholesome fruit the lime became a subject of great importance in Montreal. Nearly every ordinary citizen is aware of the cooling, clean, healthy qualities of the lime, but the price of the fruit itself has interfered with its sale. An inquiry into the reason of the high price of limes elicited a remarkable statement from a gentleman of unquestioned reputation and knowledge of the West Indies. He said that the average wholesale fruit dealer made over five hundred per cent. on every consignment of limes sold in Montreal. The said gentleman is an importer of limes in large quantities; as a grower of limes and as a trade commissioner in Montreal for the British West Indies, he declared it was high time the trade was made aware of the situation. He called attention to a demonstration of Dominica limes known as the Atlantis limes, which was carried on all the week at a big Montreal up town departmental store, where limes were sold at five cents a dozen. In distinct contrast to this, the prices asked by some of the leading grocers, at Fraser Viger's, for instance, one of the largest in Canada, was 25c a dozen. How is this explained? The wholesale fruit men quote limes at a still higher price proportionately, namely, $1.25 per hundred. These latter are, of course, selected, but that is not good enough reason for the high price. For an article like limes, which should be in general consumption, the price is nearly always so high that the average buyer thinks these things foolishly expensive. The Grocer is investigating the question, and details will be given next week to show how exorbitant prices have been continuously charged for limes. The same commissioner, who is anxious to promote trade more freely in this product alone, stated that he had gone so far as to visit the wholesale fruit men and had asked them to co-operate with him in order to reduce the price of limes. Naturally he was turned down, as the big dealers have their warehouses full of limes.

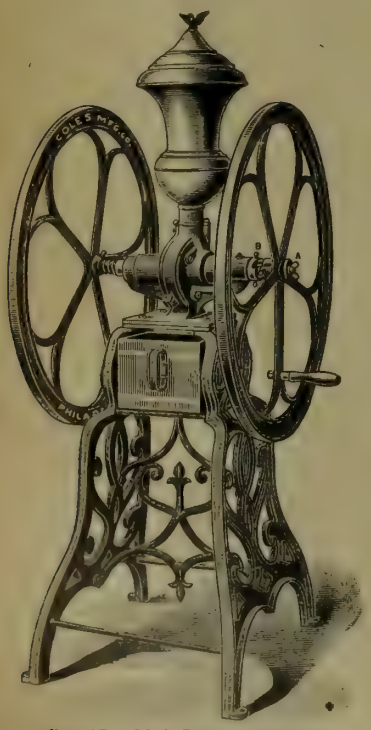
Can't take a Defeat Gracefully Must try to cover it up in "Any Old Way."

The true facts are as follows :—The "SALADA" Tea Co. issued a challenge which the Blue Ribbon Tea Co. refused to accept, but issued another, which we accepted, and we were willing to abide by any decision given by the umpires. If it had been against us we would have taken our "gruelling" gracefully.

Our Opponents can't, and endeavor to cover up defeat by a page of verbiage that has no connection with the issue.

We have the decision and the $500.00, which we have devoted to charity, and so we dismiss this case and say next.

"SALADA" Toronto, Montreal, New York, Baltimore, Chicago, San Francisco, etc.



No. 17. List Price, $40.00.

Goles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

BRANTFORD PREPARED CORN STARCH

makes many delightful, wholesome dishes, that are greatly appreciated by the little folks as well as the grown-ups.

Most of your customers know Brantford Corn Starch and want it often—let the rest of your customers try it and they will want it too.

All this means more business for you.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, July 21, 1904.

THE grocery trade continues fair to brisk in spite of the proximity of the holiday season. Toronto wholesale grocers report a satisfactory volume of trade during the week, but at the same time brokers complain of quietness on the street. Sorting up orders and general orders from the northwest are occupying the attention of the wholesale trade largely at the present time. Canned goods continue lively, a brisk business being done in all lines. Stocks of old goods are gradually disappearing, and in the opinion of one wholesaler stocks out of first hands will be entirely used up by the time the new pack is ready. Prices for 1904 pack of fruit and vegetables have been issued by the canners; on the whole they are a little higher than those of last year. Corn, tomatoes and peaches are not yet named in the list. Trade in syrup and molasses, and rice and tapioca, continues steady, while spices are beginning to brighten a little on account of the nearness of the pickling season. The sugar situation is still firm, with no signs of an easier market. Sales have been seasonable, although not so large as they would have been had there been an average crop of strawberries. The tea trade shows some signs of brightening, blacks being active, while greens continue quiet. There are increased inquiries for Japans, and the trade is watching this market with a great deal of interest. Coffee is fair to quiet with grades suitable for this market difficult to obtain at the moment. Foreign dried fruits and nuts are without special feature.

CANNED GOODS.

The canned goods trade is one of the liveliest in the category of the wholesale grocer at this time of year. Canned fish of all descriptions, as well as potted meats, are meeting with record sales. Stocks of old canned salmon are reported to be pretty well cleaned up. Regarding the report that canned salmon would be scarce and dear as long as the Russia-Japan war lasted on account of Japan being such a heavy buyer in British Columbia markets, a leading Toronto wholesaler says the effect has not been felt here as yet, and it is doubtful if this factor will mean any appreciable advance in prices. Considerable quantities of canned fruits are being sold to customers in Northern Ontario in spite of the fact that this is the fresh fruit season. It is reported that the canning factories have stock over from last season as a result of smaller consumption, and the fact that they have instructed buyers of fresh fruit throughout the country to offer a maximum of 3½c a box would seem to strengthen this report. It is not surprising, therefore, that the prices for this season's pack by the canners for future delivery are considerably lower all round than last year's. The following prices have been fixed: Asparagus, 2s, at $2.50; golden waxed beans, 80c; refugee, 82½c; crystal waxed, 92½c; standard peas, 82½c; early June, 85c; sweet wrinkle, 95c; extra sifted, $1.30; cherries, 2s, red pitted, $2.20; black and white pitted, each, $2.40; raspberries, red in heavy syrup, $1.40; preserved, $1.60; strawberries, in heavy syrup, $1.60; preserved, $1.75; prices on plums and peaches will be announced in a couple of weeks.

It is interesting to note that vegetables continue firm and scarce, particularly corn, with prospects that old stocks will be entirely cleaned up by the time the new pack arrives. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92½
½-lb. flats, 5 cases and over	....	1 17½
½-lb. flats, less than 5 cases	....	1 20
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ¼s, "	....	0 50
" ½s, "	....	1 00

SUGAR

The firmness indicated in last week's report has been fully maintained without, however, leading to a further increase in values, which remain entirely nominal on bases last quoted. Just as we went to press last week a sale was effected of 10,000 bags Cuban centrifugals for August shipment at 2⅝c c. and f. New York, which is equal to 4.02c duty paid. Since then a further lot of 5,000 bags of assorted sugars in port New York changed hands, including centrifugals, at 3.94c. duty paid for basis 96 test. It will thus be observed that refiners are willing to pay a premium for sugar for shipment over spot offerings. The reasons for this will be observed in view of their present holdings and of a natural reluctance on the part of importers to put sugar in warehouse. There have been no further transactions in centrifugals to record, but we hear of sale of 500 tons British West Indian sugar to American refiners in port, New York, principally Muscovados, which have sold at full value of 3½c duty paid for basis 89.

At the moment buyers and sellers remain indifferent, with the latter as firm in their pretensions as ever and no apparent likelihood of concession. Holders of cane sugars are strengthened in their ideas by continued firmness in Europe, where beet sugars have again advanced to 9s 8¼d for July shipment, and 9s 9d for August shipment, basis f. o. b. Hamburg. July beet is now quoted equivalent to full parity of 4.06c duty paid, New York, for 96 test centrifugals, and so long as these sugars are held at a premium over cane sugars we may expect to see the general strength of the market fully maintained.

There are still five plantations reported in operation in Cuba, but of these some are merely boiling molasses and have ceased grinding cane. Receipts at 6 principal shipping ports for the week were only 4,000 tons, with exports of 13,800 tons, leaving stocks in the island of only 129,000 tons, of which from 15,000 to 20,000 tons will be required for local consumption.

Combined stocks of the United States and Cuba for week ending July 13 were 335,000 tons, a reduction of 14,000 tons for the week, and of 295,439 tons as compared with the corresponding period last year.

Total stock in Europe and America at latest uneven dates was 2,398,000 tons, as against 2,730,425 tons for the same time a year ago, a decrease of 332,425 tons.

Receipts at U. S. four ports for the week ending July 13 were 35,714 tons, with meltings 40,000 tons, and total stock 206,000 tons, of which 183,000 tons was held by refiners.

There are no further changes in refined to record. In New York granulated is selling on net basis of 4.85c f. o. b., leaving a margin of 91c per hundred lbs. over spot quotations for centrifugals, compared with a margin of $1.10 at same time last year.

In Canadian refined nothing of particular interest has developed during the week. There are no changes in quotations, and the demand so far has been seasonable, though doubtless less than had there been a good average crop of strawberries. Prices to-day are ½c per lb. above lowest value for current year, but are only 20c per hundred lbs. on granulated and 25c per hundred lbs. on yellows above the value of last year. To-day's spot quotations for centrifugal sugars are 25c per hundred lbs. over

Special Notice

to the Trade

The following wholesale grocers throughout the Dominion are selling

QUAKER CANNED GOODS

H. P. Eckardt & Co., Toronto.
Randall & Roos, Berlin, Ont.
George Watt & Sons, Brantford.
John Garvey, London, Ont.
Kelly, Douglas & Co., Vancouver.
W. H. Malkin Co., Vancouver.
R. P. Rithet & Co., Victoria.
Geo. Robertson & Son, Kingston.
J. A. Mathewson & Co., Montreal.
Dearborn & Co., St. John, N.B.
Codville & Co., Winnipeg.
Hudson's Bay Co., Vancouver.
Baker, Leeson & Co., Vancouver.
W. J. McMillan & Co., Vancouver.
Alex. McDonald & Co. Vancouver.
Billman, Chisholm & Co., Halifax.

BLOOMFIELD PACKING CO.

LIMITED.

Bloomfield, Ont.

What about Spices?

You will be needing some now as the pickling season is approaching.

Best look up shortages and order from

Todhunter, Mitchell & Co., - Toronto

Their goods always give satisfaction.

those for same date last year. We quote the following prices :

Paris lumps, in 50-lb. boxes	5 18
" in 100-lb. "	5 08
St. Lawrence granulated	4 53
Redpath's granulated	4 53
Acadia granulated	4 43
Berlin granulated	4 43
Domestic beet, granulated, 1902 (off grade)	4 21
Phoenix	4 43
Bright coffee	4 33
Bright yellow	4 28
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 93

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Syrups and molasses continue quiet and featureless in this market. Some New Orleans are coming, although in limited quantities, for immediate requirements only. Last week's prices continue unchanged. Our quotations are as follows :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 36	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The market is comparatively quiet. Considerable black tea is selling, while green is comparatively stationary. Japan tea is enjoying the attention of importers to a much greater extent than last year, and this in consequence of a lower range of values, the difference amounting to about 2c per lb. on medium grades. This brings Japan tea of good quality within a range of prices to send it to the counter at 25c. The fact that no good medium Japan was obtainable last year at a figure which would show a margin to the dealer and reach him at the popular price resulted in small business being done. This year more business is likely to be done in Japans, but there is still a good deal of hesitation on the part of the trade which has been handling fine liquoring Ceylon greens about going back to Japans, the feeling being that consumers will prefer to continue drinking Ceylon greens. As the latter are on a lower basis even of value than Japans, grade for grade, there is still a strong competition for the trade of green tea-drinking countries.

In the English market Indians are easier and quiet, while Ceylons show a shade firmer and continue steady. Our quotations are as follows :

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—¼ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market continues firm and quiet, grades of Rios suitable for the Canadian market being hard to get. The demand here is principally for a flinty green Rio, which is a very attractive bean. Notwithstanding the prevailing lull in the market, one firm says that the coffee trade for the month up to July 19 has been phenomenal, being already equal to the outturn for all of June.

The New York market has exhibited a quiet, waiting tendency for the week, in view of an expected freer movement of the Brazil crop. So far in July receipts at Rio and Santos have been comparatively light, amounting to 363,000 bags. It is expected, however, by many of the trade, that they will be heavier for the second half of July, and that the total receipts for the month will be close to the estimate of 1,050,000 bags given out at the opening of the market. Stocks in Santos from the first of the month have increased 122,000 bags, and it is expected that in the near future Brazil, particularly Santos, will appear in the market as a free seller. We quote the following prices :

	Per lb.
Green Rios, No. 7	0 06½
" " No. 6	0 06½
" " No. 5	0 06½
" " No. 4	0 06½
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

An active market is expected in spices as soon as the pickling season begins, which will be in the course of the next few weeks. We quote the following prices :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

The rice and tapioca market continues steady at unchanged prices. Our quotations are as follows :

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03¼ 0 03½
Patna	0 05 0 05½	" double goat	0 04¼
Japan	0 06 0 07	Carolina rice	0 10
Sago	0 03½ 0 04		

Foreign Dried Fruits

The market in foreign dried fruits continues quiet to fair at unchanged prices. Quotations on new crop California raisins, including seeded, have been issued, subject to fluctuation, and are considerably lower than last year's. Some interest is being shown in figs futures, and although the price has not been fixed as yet, the bulk of the orders have been placed and considerable speculative buying is reported. The first shipment of figs will arrive about September 1.

It is stated that the crop of California figs will be about the same as that of last season. Opening prices are lower than those put out at the opening last year. Advices from Denia say that the crop of valencia shelled almonds this year gives promise of being 25 per cent. less than that of last year. The crop of small jordans will also be light. We quote the following prices :

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08¼ 0 08½

McGregor's Preserved Pineapple

A new condiment.
A perfect preparation.
True flavor of the fruit faithfully preserved.
Must prove a rapid and steady seller.

1 lb. jars, $1.70 per dozen
Pint jars, 2.25 " "
Quart jars, 3.75 " "
Cases hold 2 dozen. Order sample lot.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

Peacock's Condensed Mince Meat

is unequalled for flavor, and flavor comes from quality, and quality is secured by strictly good ingredients.

Order from your wholesale grocer.

The Bates, Peacock Co.
HAMILTON, ONT.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS

	Per lb.		Per lb.
Tapnets	0 03½	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated	08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06½ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03½ 0 04	Fards	0 08½ 0 09
Sairs	0 03½ 0 03½		

FOREIGN NUTS.

A fair trade in foreign nuts, particularly peanuts and cocoanuts, is reported for the week. The market in Sicily filberts is active and advancing on the strength of advices from primary markets. Brazil nuts, on account of the short crop, are in a very strong position, and an advance is expected in the near future. Pecan nuts also have an upward tendency as a result of increased demand and reported shortage in Texas crop. Advices from Bordeaux, France, say the prospects for the coming crop f walnuts continue good. Gatherings of marbots, cornes and cahors are likely to be as abundant as last year. The news from the Grenoble country is not so favorable. We quote the following prices :

Peanuts, green, per lb	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb.		0 09
" " roasted, "		0 10
Almonds, Tarragona, per lb		0 12
Almonds, California, paper shell, per lb		0 15
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 12
Filberts, per lb		0 09
Pecans, per lb	0 14	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

Country Produce.

EGGS.

Dealers are complaining very seriously about the amount of "shrinks" in the cases now being received. As these are bought f. o. b. there is no redress for the loss sustained. There is an average of two dozen "shrinks" to the case, and in some cases it has gone to two dozen and a half. This takes all the profit out of the transaction and prices accordingly are higher. Receipts are light. There is little doubt that receipts for the entire season will be noticeably smaller than last year, although for some weeks they have been up to the average. The reason for this is found not only in the late Spring, but in the fact that farmers have not so many hens as they had last year on account of the thinning out they got last Fall and Winter during the extremely high prices for poultry. Many a farmer who has in other years kept a great number of hens has this year been unable to sell any eggs. If prices for poultry remain low this Winter eggs will be in normal supply next Spring. The price quoted for eggs now is 16 to 16½c.

HONEY

The honey market is quiet except for a few inquiries on the part of speculative buyers. The new crop is not yet to hand, but prospects are for a limited supply. Our quotations are as follows :

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

BEANS.

A good volume of trade in white beans is reported for the week under review. Both wholesale grocers and provision men have been selling quantities of white beans to northern customers as well as to the local trade. We quote the following prices :

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06½

APPLES.

A small to fair trade is doing in evaporated apples. Stocks are said to be very small. We quote the following prices :

Evaporated apples, per lb	0 06½

Green Fruits.

The volume of fruit trade for the week has been satisfactory for this season of the year, which is usually the beginning for a big turn over in fruit. The strawberry season is now at an end; fruitmen estimate the output of the season at one-half an average crop. Raspberries have taken the place of strawberries, and are now coming to the market plentifully from Burlington, and at prices considerably lower than last week. Oakville cherries from these districts and the Niagara belt are also meeting with big demand. Blueberries and currants have appeared on the market. Trade in oranges has been brisk during the week, with Mediterranean sweets out of the market. The lemon trade shows signs of improvement along with the hot weather. Florida pines in limited quantities are now supplying the fancy trade. New apples are arriving regularly from Baltimore, and are easier in price. California peaches are cheaper in price, while the demand for California fruit in general is increasing rapidly. Our quotations are as follows:

California late valencies, per box	4 00 4 25
Messina lemons, new, 300's, per box	3 00
" " 360's, per box	2 25 2 50
Verdelli lemons, 300's, per box	3 50 4 00
Florida pineapples, per crate	4 00 4 50
Bananas, large bunches	1 75 2 25
Banana's, 8's, per bunch	1 25 1 50
Bananas, red, per bunch	1 50 2 50
Apples, new Baltimore, bushel baskets	1 00 1 20
Canadian cherries, per basket	1 00 1 50
Limes, per box	1 25
Jersey tomatoes, per bushel	2 25 2 50
Watermelons	0 25 0 40
Cantaloupes, Baltimore, per crate	2 25 2 55
Gooseberries, per basket	0 50 0 65
California peaches, per crate (4 baskets)	1 00 1 25
" plums	1 50 1 75
Raspberries, Delaware, per box	0 10
California Bartlett pears, per box	3 25 3 70
" " per half box	2 25
Blueberries, per basket	1 15 1 25
Red Currants, per basket	0 75
Black Currants, "	1 00 1 10

Vegetables.

A brisk business in vegetables of all descriptions, and particularly in cabbage, beets and green stuff, is reported for the week. Some rhubarb is still seen

on the market, although stocks are slowly being used up. The demand for new potatoes is steadily increasing, and this week will end importations from Baltimore, as home grown potatoes are now beginning to come to the market plentifully. Egg plants are off the market temporarily, and new beets are 5c easier in price. The season for outdoor asparagus is nearly over, while beans, cabbage and peas are easier in price. We quote the following prices :

Potatoes, per bag	0 85	0
Potatoes, per bag, car lots	0 75	0 80
Egyptian onions, per sack	2 25	2 50
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz	0 20	0 25
Beets, new, per doz		0 20
Rhubarb, outdoor, per doz		0 20
Green onions, per doz	0 15	0 20
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" doz	0 40	0 50
Asparagus, outdoor, per doz	0 50	1 00
Green peas, per peck	0 25	0 50
" " per bush.	1 00	1 25
" cabbage, per case		1 25
" cabbage, per doz		0 50
" beans, per basket	0 50	0 60
Waxed beans, per bush	0 50	0 60
Cauliflowers, small, home grown, per doz	0 50	1 50
Green peppers, per basket		0 75
Canadian new potatoes, per bush		1 50
Michgan celery, per doz		0 50
Canadian celery, per doz	0 40	0 50

Fish.

Trade in fish has been fair to quiet during the past week, the falling off in demand being due to the hot weather. The principal call continues to be for salmon and white fish. Our quotations are as follows :

Halibut, "		0 12
Sea salmon, "		0 18
Whitefish, fresh caught, per lb		0 09
Haddock " per lb		0 06
Cod, steak " "		0 08
Perch " "		0 06
Trout, lake, per lb		0 08
Herring, lake, per lb		0 05
Pike, per lb		0 05

Seeds.

The seed market at the present time has ceased to be of interest to buyers. The corn, millet and Hungarian season is over, and there will be no more prices to quote until clover seed is threshed during the latter part of August.

Corn, Dent varieties, per bu. of 48 lbs	0 80	0 95
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25
Buckwheat	0 75	0 80

Grain, Flour and Breakfast Foods.

GRAIN.

There has been a good demand the past week for all kinds of grain, with the exception of Manitoba wheat No. 1 hard, which is not available at the present time. Oats are firmer, though the price remains the same. Manitoba northern Nos. 1 and 2 have each advanced 1c, while No. 3 has advanced 1½c. Red and white have each advanced from 1½ to 2c. Rye has taken a drop of 1c. Our quotations are as follows :

Manitoba wheat, Northern No. 1 "	0 98	0 98½
" " " No. 2 "	0 95	0 95½
" " " No. 3 "	0 92½	0 93
Red, per bushel, on track Toronto	0 95	0 95½
White " " "	0 95	0 95½
Barley " " "	0 44	0 47
Oats " " "	0 36	0 36½
Peas " " "	0 68	0 69
Buckwheat " " "	Nominal	0 35½
Rye, per bushel, " " "	0 63	0 64

FLOUR.

The flour market continues good, the demand to-day being greater than a week ago. Trade is brisk and prospects bright.

During the week under review Manitoba wheat patents advanced in price from $4.70 and $4.85 to $4.80 and $4.90; strong bakers' from $4.45 and $4.60 to $4.50 and $4.65. Ontario wheat patents and straight roller remain unchanged. We quote the following :

Manitoba wheat patents, per bbl	4 80	4 90
Strong bakers "	4 50	4 65
Ontario wheat patents "	4 50	4 80
Straight roller "	4 40	4 55

BREAKFAST FOODS.

The prices of breakfast foods remain unchanged. The demand is improving and trade is brisk. Our quotations are as follows :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

TALLOW.

We quote for the first time this week :

Rendered Tallow, per lb	0 04	0 04½

Hides, Skins and Wool.

Trade in hides, skins and wool has been brisk during the week under review, the only change being in unwashed wool, which is ½ to 1c firmer, and in fleece wool, new clip, which has advanced 1c in price. We quote shearlings at 35c. Our quotations are as follows :

HIDES

No. 1 green, per lb		0 08
" 2 " "		0 07
" 1 " steers, per lb		0 08½
" 2 " "		0 07½
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10	
" " " 2 " " "	0 08	
" " " 1 15 to 20 lb "	0 09	
" " " 2 " "	0 07	
Deacons (dairies), each	0 65	
Sheep skins	1 00	1 25
Lamb skins	0 40	
Shearlings	0 35	

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 19	0 20
Pulled wools, super, per lb	0 20	0 21½
" " extra "	0 22	0 24

——

QUEBEC MARKETS.

Montreal, July 21, 1904.

Groceries.

WHOLESALE houses are bound to confess dullness. The season demands it and it is natural. Midsummer trade, however, is by no means lighter than in former years. Canned goods continue to hold a prominent place in the grocery eye. New pack prices are quoted in this issue and they should be very interesting. Not much advance is noticed in comparison with what was expected. For instance, a glance at new and old prices will show that in salmon, old goods are about on a parity with new stock. Molasses still holds an exceptionally strong position and the prices are firm and steady. Twenty-seven cents is a good price and certainly there is no prospect of a decline, simply because there is not a puncheon available. Tea and coffee remain in a steady state and Japans especially are low-priced. Flake tapioca is selling slowly and firmly while some of the common grades have been reduced. Singapore advices report an unchanged market and business limited. Large grain sago is reported scarce. There seems to be little demand for this line. Small grain goods remain firm with supplies improved. Peppers remain about the same. Distant delivery cloves are reported lower. Canary seed continues to be interesting as it is sure to be high-priced. Prices cannot be forced much higher at present because some speculators have been trying to "work" the market a little, to no purpose. The trade do not seem to be worrying much about canary seed and are abstaining from buying almost entirely. Hence, notwithstanding the fact that the visible world supply of canary seed is scarce enough to supply ordinary requirements, no agitation has taken hold of the trade. Canned tomatoes are stronger than ever. Corn remains very scarce, but for this there is a remedy, as new stock will be available before tomatoes. Canned blueberries, new pack, are bringing good prices and are selling freely. The price of country produce is good. Eggs, for instance, have not been so high for years, at this time of the year. The quality of eggs seems peculiarly poor this season. Dried fruits are reported to be very promising for the coming crop. The dangerous time cannot, however, be said to be past yet. Green fruits and vegetables are an excellent crop all over the province and abundant harvests are likely. Collections are splendid for the time of year and generally grocers are wearing a smiling face.

SUGAR.

Sugar is quite an important article of commerce just now. No one can tell for a minute how long the price will be stable. Up and down is the order. The market remains firm, generally, but the demand for actual sugar seems to be disappointing. The American refiners pile new stock on old. There is no this refers to speculative buyers chiefly. The growing beet crop is reported to be satisfactory and the plants evidently got a good start before the hot and dry weather at present holding set in. From cane producing centres little news is available, but normal conditions rule. Spot sugar is firm, but refined and grocery sugar is selling slowly. Prices nevertheless are maintained, though indications are for an advance. We quote:

Granulated, bbls.	$4 45
" ½-bbls	4 60
" bags	4 35
Paris lump, boxes and bbls	4 95
" " ½-boxes and ½-bbls	4 95
Extra ground, bbls.	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 10
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 20
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	3 95
No. 1 " bbls.	3 85
No. 1 " bags	3 75
Raw Trinidad	3 25
Trinidad crystals	3 35

SYRUPS AND MOLASSES.

The position of molasses is very strong. No matter how some members of the trade may try, no possible corner can be found. Even the report about the broker on the Islands holding some 20,000 puncheons cannot be verified. The whole trade is unanimous now in the belief that molasses is bound to remain high. There are good logical reasons for this and the chief one is that there has been an overestimate of the crop and suddenly Old Country buyers have stepped in and hence the supply for regular patrons has been reduced. We quote:

Barbadoes, in puncheons	0 27
" in barrels	0 29½
" in half-barrels	0 30½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Definite evidence of a weak Brazil crop coupled with the fact that the world's visible supply has been reduced about 24,000 tons, have caused a decided firmness in the coffee markets. Quotations lowered a little and again advanced to normal rates. The hardening tendency is notable because both American and Canadian business has increased. The receipts from all quarters seem to be light. Demand generally is good and business steady. We quote:

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

Prices are low for tea of all kinds. The demand is improving. Some improvement has been noted in the demand for Ceylons. Pekoes showed exceptional value. The bottom prices are supposed to have been reached, particularly in low-priced teas as the supplies of Indian teas will be small for some time. Congos are quiet. China teas are fairly active. Considerable activity has been noted in the caper market and fair business has been done in lower grades. Oolongs and scented pekoes remain firm and unchanged. Japan teas still hold their very strong position, although prices are still low. We quote:

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 19
Common	0 17
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13¾ 0 14
China greens—Pingsuey gunpowders	0 12 0 12½
ongous—Kaisows	0 12
Pakling boxes	0 12 0 14

CANNED GOODS.

New prices of this season's pack have been made known to the trade in a limited way and they are printed herewith. Blueberries are quoted at 80 cents for two pound tins and $3.50 for gallon cans. Spot salmon is very scarce; so much so that it is quoted on a par with new pack stock. Corn is even stronger than it was last week, while tomatoes have in no way receded from their strong position. From sardine fishing centres comes the news that the fish are still small and are running 14 to 18 to the quarter tin. Then as packers have to pay such high prices for their fish, the prices generally are expected to be high. It is early in the season yet, and things may improve. California fruits are still strong and prices are firm. Canned meats are still easier in tone and the demand is fairly good. It is said that Hunt Bros. of California, one of the largest packers, have already sold their entire pack of extra standards in apricots, peaches and pears. Pines are selling slowly and quotations remain unchanged. We quote:

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoes	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 20
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtonberries, 2s	1 57½
Raspberries, black	1 42½
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03½
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES.	Per doz.
2's Asparagus Tips	$2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.	
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

Average business for the time of year is reported. Hopeful news for the season's crop is to hand, although it is too soon to be absolutely sure of the currants. It is thought that the crop will be on hand earlier than usual. A good business has been done in valencias, but some declines took place. Local merchants are expecting some new interest in dried fruits from the fact that some Australian raisins are finding favor in the Canadian market. They are said to excel in quality even the best Spanish variety and their advent in trade will no doubt be welcome, and they will help keep the early arrivals of valencias from being abnormal.

Watt, Scott & Goodacre report: "There has been an appreciable turnover of valencia almonds during the past week between jobbers. Ferd. Baller & Co. of Messina, writing under date of 30th. ult., advise that from further information received, it appears that the yield of filberts this year will probably not be more than one third of last year's crop of 90,000 bales; and their cable of this week advises a further advance of 3s per bale, actually paid by speculators. The New York market has been reluctant to follow Messina, but has at last been convinced that the shortage in the coming crop much more than exceeds the carry-over. Tarragona almonds are attracting considerable attention, these likewise promising a small crop in contradistinction to French walnuts. From present indications the importations of earliest shipments valencia raisins will be considerably reduced as compared with recent years. The stocks of 1903 crop still undisposed of are not as light as they should be, and buyers are unwilling to pile new stock on old. There is no diminution in the strength of advices on currants from Greece. The crop of comadre figs is reported from Portugal as progressing most favourably. The quantity promises to be considerable and the fruit large. With good dry-

SUMMER DRINKS

NOW IN STORE.

100 Cases MONTSERRAT LIME JUICE, Quarts and Pints.
HIRES' ROOT BEER, Large and Small.
ADAMS' ROOT BEER. . . . . ADAMS' GINGER BEER

DUBONNET——"TONIC"——DUBONNET
With Soda. With Chopped Ice.

Is the most refreshing beverage on earth.——TRY IT.

Here is a Small Lot of Apples.

210 Cases Choice 1903 Crop EVAPORATED APPLES, 50 lbs., only **6c. lb.**

BLUEBERRIES - - BLUEBERRIES

TO ARRIVE.
2000 Cases 2's and 1 gallon. Best brands. Buy early. Prices right.

OLIVES - - OLIVES - - OLIVES

100 Cases DANDICOLLE & GAUDIN "Pitted" Olives. Small, Medium and Large.

1904 Pack Canned Fruits

We can quote you very interesting prices on these, for future delivery.
We have the assortment and the Brands.

Here is Your Last Chance to Buy Cheap

340 Cases HELIOTROPE CALIFORNIA SEEDED RAISINS, 1903 Crop.
16 oz. packages. 7¾c. lb.

LET US HEAR FROM YOU. FULL DELIVERY IN EVERYTHING.
PROMPT SHIPMENT.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, MONTREAL.

ing conditions, nothing will remain to be desired. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.	....	0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ½s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Green fruits are at their height just now and the arrivals are copious and of reasonably good quality. The intensely hot weather makes it difficult to keep raspberries and all kinds of fruit are in good demand. A notable run has been made on limes from Dominica, B. W. I., by Mr. J. Russell-Murray. He has made a demonstration of the lime fruit juice by serving drinks at Scroggie's store up town. Limes were retailed at the exceedingly low price of five cents a dozen. At Fraser, Viger's and other large groceries, limes were selling at 25 cents a dozen. Mr. Russell-Murray is anxious to sell more limes and he says the wholesale fruit men are charging too much for their limes in accordance with the cost of the fruit. The wholesale fruit men decline to answer this statement and simply say limes are of various kinds and what they sell they can get big prices for, so it is just a matter of difference in quality. Time will smooth out all these difficulties. Canadian fruits are selling high as supplies are limited. California fruit is in full supply and is selling well. We quote:

Cocoanuts, per bag of 100	....	3 50
Canadian apples, in bbls.	....	6 00
Apples, new Tennessee, half bushel baskets	....	1 10
Pineapples, 24 to case	....	5 00
30 to case	....	4 50
Bananas	1 25	2 50
Bananas, red, per bunch	1 50	205
New Messina lemons 30's	....	2 75
" " " 360's	....	2 50
Tennesee tomatoes, 4 baskets in crate	1 00	1 15
Peanuts, Bon Tons	....	0 12
" Sun brand	....	0 11½
" Diamond G brand	....	0 09½
" Coon brand	....	0 08
New Brazils	....	0 13½
New potatoes, per bbl	....	3 75
Limes (100)	....	1 25
California cherries, per 10-lb. box	....	2 25
California peaches, per crate	....	1 50
California apricots, per crate	....	2 25
California plums, per crate	1 75	2 25
Canadian cherries	1 25	1 50
Cantaloupes, California, per crate	....	6 50
Gooseberries, per basket	....	1 00
Mediterranean sweets, per box	3 50	4 50
California late valencias, per box	4 00	4 25
Messina lemons, new. 300's, per box	....	3 00
360's, per box	2 25	2 50
Sorrento lemons, new, 300's, per box	3 00	3 50
Verdelli lemons, 300's, per box	3 50	4 00
Strawberries, Ontario, per box	0 09	0 10
Jersey tomatoes, per bushel	2 25	2 50
Watermelons	0 25	0 40
Raspberries, Delaware, per box	0 10	0 14
Raspberries, Canadian	0 12	0 16
California Bartlett pears, per box	....	3 25
" " per half box	....	2 00

Vegetables.

From all over the Province the best of news has been received regarding the season's crop of vegetables. There is an excellent supply of green stuff on the markets and it is all of abundant growth and excellent quality. New carrots and turnips are down a little, compared with what they were when they first came in and the demand is good. Local celery is noticeable in its luxuriant growth and green cucumbers are in large quantities on the market. We quote:

Egyptian onions, per sack	....	1 75
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb.	....	0 75
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz.	....	0 15
Savory, per doz	....	0 15
Carrots, new, per doz.	0 25	0 30
Beets, new, per doz.	....	0 25
Egg plant	0 15	0 20
Rhubarb, outdoor, per doz.	....	0 20
Green onions, per doz.	....	0 15
Green house water cress, per doz.	....	0 25
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl.	....	3 50
" per doz	0 40	0 50
Asparagus, outdoor, per doz.	1 00	1 50
Florida new potatoes, per bbl.	3 75	4 00
Green peas, per bush., 12 quart basket	....	0 50
" cabbage, per doz.	....	0 75
" beans, per bush.	0 75	1 00
Waxed beans, per bush.	....	1 00
Cauliflowers, small, home grown, per doz.	....	1 50
Green peppers, per basket	....	0 75
Canadian new potatoes, per bush.	1 25	1 50
Michigan celery, per doz.	....	0 50
Canadian celery, per doz.	0 50	0 60

Fish.

Quietness rules in the fish market and scarcity is the order. Good prices, therefore, are maintained in all lines. Gaspe salmon is up another cent, holding strong at 17 cents. Halibut is up half a cent, also being firm and in good demand. Lobsters, of course, are out of the market, yet some from the States are asked for. Canadian lobsters, however, will not be in again until January. We quote:

Haddies	....	0 07½
Smoked herring, per box	....	0 18
Fresh haddock, per lb.	....	0 04½
Pike, " round and dressed	....	0 07
Halibut, fresh, per lb.	....	0 13
Gaspe salmon, fresh per lb.	....	0 17
Fresh steak cod	....	0 05
Lake trout, per lb.	....	0 08
Whitefish	....	0 08
Dore	....	0 08
Fresh mackerel	....	0 10
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl.	....	4 75
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 2 green cod bbls. 200	....	5 00
Pit mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates 12 5-lb. boxes	....	0 05
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb. (new)	....	5 00
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz.	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Standard bulk oysters, per gal	....	1 50
Selects	....	1 75

COUNTRY PRODUCE.

EGGS.

Some kicks have been registered lately regarding eggs being of poor quality and the tainted egg is not nearly so close to being extinct as the fresh egg is. Montreal has been getting eggs from the Lower Provinces that is while prices were up. The receipts of eggs fell off considerably Monday and Tuesday as compared with the last days of last week. Business is quiet owing to the excessive heat. Prices rule about steady at 15 to 15 1-2 cents for straight gathered stock and 17 cents for candled with 11 1-2 to 12 cents for seconds per dozen.

BEANS.

The bean market is slow. In a jobbing way, choice primes were sold at $1.35 to $1.40 a bushel, while car lots of choice primes were quoted at $1.30, and primes at $1.25 per bushel.

HONEY.

The consumption of honey is very small at this time of the year, and the market remains unchanged. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

Maple products are without much interest nowadays, although prices remain strong. We quote:

Maple syrup, in wood, per lb.	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08½	0 09

POTATOES.

Potatoes are selling at 40 to 60 cents per bag and new ones ruling at $3.75.

FLOUR AND FEED.

FLOUR.

Flour is growing more active and trade is livening up considerably, although no quotable change in price has taken place. We quote:

Manitoba spring wheat patents	....	4 90
" strong bakers'	....	4 60
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Feed remains unchanged.

Ontario bran, in bulk	....	19 00
" shorts	....	21 00
Manitoba bran, in bags	19 00	20 00
" shorts	....	21 00
Mouillie	26 00	28 00

OATMEAL.

Good trade has been done in oatmeal, despite the hot weather. We quote:

Fine oatmeal, bags	....	2 06
Standard oatmeal, bags	....	2 90
Granulated " "	....	2 90
Rolled oats, bags	....	2 55
" bbls.	....	5 30

NEW BRUNSWICK MARKETS.

Office of the Canadian Grocer,
St. John, N. B., July, 1904.

THE rush of tourist travel is here. We regret not seeing more Ontario people. Certainly anyone looking for fine, cool weather cannot fail to be satisfied. And what can be more health giving to inland people than to get to the salt water? Business is only fair. Collections are not altogether satisfactory. The fact that lumber continues so flat affects us very much. Large quantities, however, are being shipped. There are many vessels in harbor and so the ship labourers are being kept particularly usy, which is a good thing.

Several wholesale grocers were at Halifax this past week attending the Wholesale Grocers' Guild. They had the laugh on the Halifax people, as the day was a foggy one. With the increased number of lines now controlled by the Guild, one needs to be somewhat of a lawyer to understand the rules governing the sale of different lines.

For July and August the Saturday half holiday is quite general with the larger retail stores. There is, however, much difference of opinion in regard to its effect on trade, and in regard to its ultimate benefit to the employe. To nearly every employe it means extra expense.

In markets, there is little of particular interest to note, except in pork products, where there is quite a firm feeling. Rice has shown a slight advance. Cream of tartar is slightly lower, but not enough to affect local prices.

Oil.

There is just the regular business doing, except it may be that the low price of burning oil is tending to a freer booking of future business. Turpentine while perhaps not as firm, is unchanged. Linseeds are firm, but still low. Lubricating oils are unchanged. Fish oil is rather easier.

Salt.

In Liverpool coarse salt, there is a fair stock held. This is a rather quiet season. Arrivals are not large or close together. In Liverpool fine there is but a limited sale. Canadian fine is selling quite freely. Cheese or butter salt is having a good demand.

Canned Goods.

Dealers are still waiting the naming of prices by the Consolidated Co. The present system has somewhat changed the style of doing business in regard to selling ahead and this year nearly all the trade are under agreement to sell at one price. In this way, business becomes largely a personal matter, as few inducements can be offered. In spot vegetales, corn is the strong feature. It is expected new strawberries and peaches will be held firm. In salmon the higher prices are held. Meats are firm. Local fish are very firm. Few clams were packed. Scallops were almost a failure. So far sardines have been a light pack and full prices are asked. It is yet early for kippered herring. There has been a fair pack of haddies.

Green Fruits.

Dealers are very busy. Lemons, which were scarce, are now quite plentiful and much better in quality. Rice is rather higher. Oranges sell quite freely, chiefly "Rodies" Californias, which are quite high. Bananas sell very freely. Pines are about done. Melons have a better sale. In apples and pears the quality is yet poor. Nice Georgia peaches are offered; these are the best eating peaches we get. In strawberries, the crop is not large. It is thought there will be more blueberries than for some years. Nova Scotia cherries are now on the market and also raspberries.

Dried Fruits.

Spot market is dull. In futures California prunes have been quite largely sold. Prices are low. In peels some orders have been placed; there is more range in prices, particularly in citron, than is usual. Dates are low. Figs are firm. Little is heard yet in currants. Raisins, spot goods, are low. Evaporated apples are firm. Some French peanuts have been received.

Sugar.

Price unchanged this week. Sales large. Market very firm. Quite a little foreign received.

Molasses.

In Porto Rico receipts have been large and prices quite firm. In Barbadoes, stock is rather light and it is thought will be rather short. Price is firm at the advance.

Fish.

Fresh fish are getting scarce. Halibut are about out of the market. A few shad and mackerel have been seen. These are good. Salmon season is about over. In dry fish, receipts have been light and prices are still high. Some new pickled herring have come to hand, but full prices are asked. It is early for smoked, which are high and scarce.

Flour, Feed and Meal.

In flour, the market is very firm, though no change is reported this week. Feed is quite freely offered and the price is low. There is a light sale. Cornmeal is a little easier. Beans are very dull. The market has been very unsatisfactory for some time. Barrels have been scarce in the west, which has affected beans and barley. Primes chiefly are offered. Oatmeal is still high with a fair sale only. Barley and split peas are scarce.

A large percentage of the grocers of London are closing their stores at 1 p. m. every Wednesday during the months of July and August.

BEET SUGAR BOUNTY.

A meeting was held in Wiarton, Ont., last week, for the purpose of appointing a trustee or joint trustees to receive the beet-sugar bounty from the Ontario Government, and pay it out pro rata to the unpaid beet-growers in the district.

The following resolution was passed: "That we, the delegates representing our respective localities, while assembled at Wiarton for the purpose of appointing trustees to receive and pay out the Government bounty, wish collectively to express our entire confidence in the beet-sugar industry, as a profitable and beneficial crop for our farmers to grow, and under favorable financial auspices the industry will in the near future be one of the great industries of the Province of Ontario and of the great Dominion of Canada."

USEFUL BOOK MARK.

Mr. J. H. Maiden, Montreal, has just issued a handsome and useful little book mark, portraying San Toy Starch and Eagle Baking Powder. This neat little card will be mailed to applicants free, and to grocers desiring to send same out to their customers Mr. Maiden will be pleased to mail a supply on application by mentioning The Canadian Grocer.

HINTS TO BUYERS.

Heinz Evaporated Horse Radish, stocked by H. P. Eckardt & Co., Toronto, is a good line to handle, especially for summer trade.

Buyers of molasses will do well to communicate with H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, are offering some Japan teas at interesting prices.

MR. D. J. KELLY DEAD.

News has just been received in Toronto, as The Grocer goes to press, of the death at Ponoka, Alta, of Mr. D. J. Kelly, who three years ago held the position of president of the Toronto Retail Grocers' Association. The body is being sent to Toronto for interment.

BEET SUGAR FACTORY FOR CALGARY.

Senator Gustavus Theden, representing a Minneapolis syndicate, has been in Winnipeg for the past few weeks, and the other day, in conference with Mr. J. S. Dennis, assistant to Mr. William Whyte, vice-president of the C. P. R., he said that the intention of the syndicate in sending him west was for the purpose of handling a new industrial enterprise involving the erection of a 700 ton beet sugar factory in the vicinity of Calgary, with an output of 140,000 lbs. per day. This is somewhat of a speculative movement, as it will entail bringing in about 700 families and placing them on the irrigated land of the C. P. R. for the production of the sugar beet.

MR. J. H. MAGOR'S BEREAVEMENT.

Mr. J. H. Magor of Frank Magor & Co., the Montreal commission merchants, who was spending a few weeks' vacation with his family at Bic P. O. has been visited with a sad loss in the death of his second son, Francis Bellville, a bright lad of nine years and six months. Appendicitis was the cause of death, and, though the best medical service was called in from Montreal, and an operation performed, the patient succumbed. Mr. Magor and family have the sympathy of a large circle of friends and business acquaintances. The funeral was held on Friday, the 15th. The Grocer's condolences are extended to Mr. and Mrs. Magor.

PERSONAL MENTION.

Amid the plethora of soaps that are on the market, still another was noted last week, which was being put before the Montreal trade by Kirk Bros., of Chicago. A new agent is to be announced shortly. They call it "Lemon Castile Toilet Soap," and it is said to be made under the formula of "Il Dottere Lorenzi, Livorno, Itali."

Mr. James B. Campbell, of the Acme Can Works, Montreal, was in Toronto last Saturday, en route for St. Louis. Mr. Campbell reports that business is exceptionally good; in fact, better than he anticipated, good orders having come in from the packers of canned goods, from all parts of the country.

Mr. H. P. Pennock, of Winnipeg, has been appointed agent for the Canadian Salt Co., of Windsor, Ont., to succeed the late Mr. A. Harvey.

Mr. G. H. Moss, of New York, representing John C. Siegfried & Co., tea merchants, Kobe, Japan, was in Toronto last week, calling upon the trade. Mr. Moss reports that buyers speak favorably of the prospects for Japan teas this season. Hamilton dealers are looking for increased sales of Japans at prices likely to rule in the Canadian market.

Mr. A. F. Barclay, who has been a member of the traveling staff of Todhunter, Mitchell & Co., coffee and spice merchants, Toronto, for many years, was chants, Toronto, for many years, was married on July 20 to Miss Sinclair, of Toronto.

Mr. R. K. McIntosh, of P. McIntosh & Son, millers, Toronto, has returned from England, where he spent his honeymoon.

Mr. James M. Cunningham of Cunningham & Strain, wholesale wine and liquor merchants, has sailed for the Old Country on a business trip.

AGENCY FOR INDIAN CHUTNEY.

An English firm is desirous of securing a representative in Canada to take up agency for Indian chutney, etc. Interested parties can be placed in touch by addressing the Advertising Manager of The Canadian Grocer.

TORONTO AGENTS.

The Rexall Chemical Co., 29 Church St., Toronto, have been appointed agents for S. H. Ewing & Sons, Montreal. They will pay especial attention to the drug and patent medicine interests. S. H. Ewing & Sons have fully settled all matters of insurance resulting from the recent Toronto fire and their customers in the west will receive prompt attention through their new representatives.

FREE SAMPLES.

"Blueol," the laundry blue that is meeting with such good success is being distributed in a very unique manner by the manufacturers, J. M. Douglas & Co., Montreal. All readers of the Star on presenting the coupon in their ad in the Thursday and Saturday editions of last week, received a sample four square package free. There certainly was a rush at the offices and this mode of reaching the people should [illegible] through the retail grocery trade.

CURRENT REPORTS.

In their latest report, dated Jult 4, Hancock & Wood, Patras, Greece, say:

The Currant Bill has at last been voted and we shall henceforth have to pay the export duty on currants at the rate of 15 per cent. in kind, instead of cash, as heretofore. The retention law remains in force, so that, whenever the crop is larger than annual consumption requirements, 20 per cent. retention and 15 per cent. in lieu of export duty will have to be delivered by shippers into the warehouses of the Currant Bank. The other clauses in the bill, which interest currant merchants generally, are: A tax, which is almost prohibitive, on all new currant plantations and authority given to the Government, whenever it deems it necessary, to order the Currant Bank to purchase any currants offered to it at the prices of Dr. 125 to 135 per 1,000 lbs., according to quality, (equal at the present rate of exchange to 12s 6d to 13s per cwt. f. o. b. in quarter cases.)

Since the month of March we have had a drop in the exchange of fully 10 per cent., which has caused a proportionate decline in the currency price of currants. Unless we have some improvement in the exchange before the new currant season sets in, another severe burden will have to be borne by the already hardly tried currant grower.

The growing crop of currants is progressing very favorably on the whole; reports of considerable damage by peronosporos have reached us from some districts.

Last year's total crop must have been close upon 190,000 tons, and from all accounts we seem likely to have pretty much the same result this year if the weather is favorable between this and harvesting, so that we look to a low range of prices.

The fruit is maturing somewhat earlier than usual, and first shipments might commence by 20th August.

ASSOCIATION NEWS.

The grocers of Smith's Falls, Ont., are forming a Retail Grocers' Association.

The excursion to Niagara Falls under the auspices of the Hamilton Retail Grocers' Association, was held on Wednesday, July 20. About 5,000 Hamiltonians patronized the picnic, which was further augmented at the Falls by the junction of another excursion from Brantford, under the auspices of the Brantford Grocers' Association. The 91st Highlanders' brass band, and also the 91st pipe band, played at Queen Victoria Park, and the pipers gave an exhibition of Scotch dancing. The Hamilton crowd was carried on 67 coaches of the G. T. R. to and from the Falls in excellent time, and without a hitch. The Brantford grocers and friends went on the T., H. & B. Nearly $250 was given in prizes for athletic contests by the Hamilton grocers, and special prizes were given by the Comfort Soap Co. On the whole the combined picnic was a huge success.

WIARTON BEET-SUGAR PLANT NOT SOLD.

No offer has as yet been made for the plant of the Wiarton Beet Sugar Co., which was advertised to be sold by auction last Friday, July 15.

CANADA IN THE VAN.

A United States packing house has recently introduced to the Canadian trade a glass jar of dried beef and bacon, a style of prepared meat which commends itself at once to the epicurean consumer. The manner in which this beef and bacon is put up should appeal at once to the grocer who caters to good family trade. Mr. Wm. Clark, Montreal, was the first man to put up and prepare dried sliced beef in Canada, and it was in the year 1896 that his jar was placed on sale. Mr. Clark's preparation in style, quality and price is such that every grocer should give it his consideration. It is a compliment to Canadian industry to find that in matters of this kind Canada is in the van.

MAPLE SUGAR WORKERS' PICNIC.

The employes of the Canada Maple Exchange, King St., Montreal, with their foremen and manager, spent a most enjoyable afternoon on St. Helen's Island on July 7. A programme was furnished that proved to be most enjoyable and with refreshments and perfect weather furnished an ideal outing. Small's Maple Creams were in evidence and enjoyed by all.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B. C., July 14, 1904.

SUMMER demand for fruit has placed the market in good condition, and in all lines there is brisk selling. The warm weather of the past few weeks has been the cause of this, and the fact that stocks are arriving in fine shape tends to keep the demand up to a little higher than the usual. Prices are firm, but not high, except in lemons, which have become stiffer in all grades, and may remain so for a while.

Excellent shipments of fruit from the Newcastle District in California are being received. These are free from the pests which are often found in fruit from San Francisco and which are frequently condemned by the Provincial Inspector of the Horticultural Board. This fruit is shipped in refrigerator cars, and is as fine when it arrives here as the day it was picked. Careful packing, too, assists in maintaining condition. Peaches sell for $1.25 to $1.40; plums, $1.50 to $1.75; prunes, $1.50 to $1.75; pears, $2.75; tomatoes, $2.50; apples, $2.

Two cars of bananas are expected in to-night, and will relieve the stringency in this line, which has been occasioned by the great demand. A car of watermelons will be here in a day or two, and will be the first large consignment this year. The season is a little later this year, almost two weeks, for by this time last year they were well in the market.

Some of the finest cherries ever shown in the city are in the wholesalers' hands, and they are of local growth. They are perfect in size, color, and flavor, and surpass anything of the kind imported from the south.

Navel oranges are practically out of the market, and valencias are taking their place. Yellow freestone peaches are now in and used principally for preserving.

* * *

The fruit crop in the Okanagan District, the fruit district of the province, will be fine this year. Mr. R. M. Palmer, freight rates commissioner of the Provincial Government, returned this week from there, and reports that the continued warm weather has put it in fine condition. As irrigation is the method by which water is supplied, the trees will not suffer from drought.

* * *

Conditions in the Dawson market have been easy since the arrival of the Spring stuff from the outside. A feature of the importations is that of Tasmanian apples which are shipped 13,000 miles to the Yukon. They sell at a stiff figure, as one would suppose, but move well. The Tardiff variety of oranges is finding a good demand. These are obtained by grafting a valencia on a navel tree, thus obtaining a product that long outlasts the navel by combining the keeping qualities of the valencia. Eggs are steadily dropping, and the decline of $1 a case may be followed by another of 50c. They sell now at $11.50. The prospect of hot weather is cleaning out dry packed butter at a low price. Milk and cream is in the market in large quantities, and it is estimated that without any more arriving there will be sufficient to last until September 1st. Reindeer, Eagle and Gold Seal milks have declined 25c a case, and on July 1 were selling at $7.50. The first car of new potatoes has reached Dawson; these sell at 7 and 8c wholesale, and 10c retail.

* * *

Shipments of flour from the Pacific Coast to the Orient are not considered very encouraging to exporters, for the reason that prices are from five to ten cents per barrel lower than what they should be, basing the comparison on the quality of the product given in the far eastern market. If buyers in Japan and China were more inclined to meet the figures asked for on this side the consignments would be doubled immediately.

The embargo placed on Chilian flour by Peru may have the tendency of a few shipments being sent south from this part of the west coast. There is an inclination on the part of dealers to initiate a trade with that country, and the opportunity now offering may be taken advantage of. The only steamers going south now are the big round-the-world liners.

* * *

The condensed milk and cream business of British Columbia is about to be catered to by a new concern which is starting up in Calgary. The company is a strong one, and as the district is a good one, and nearer to this province, it should secure some of the trade, especially as the price should be better. Everything sold here has freight rates added, and any diminition in these tells materially in the price. At present the Truro, N. S., brand obtains favor, but it has a competitor in importations from Washington State, particularly in cream. This latter is more of a preserved cream than condensed, and gives good satisfaction. There is a fair trade with the Orient, which would increase if properly worked up, and the Calgary factory should be able to ship there. At any rate the market is good for a Canadian product, that is, of course, taking into consideration that the product is good, for anything else here goes a-begging.

* * *

The salmon fishing season for 1904 will soon be in full swing, and indications are that the pack will be better than at first supposed. The first traps laid in Canadian waters have had a big catch, and the run has not yet commenced. What is more encouraging is that these fish are of the best variety, and it seems as if the Canadian traps will have the first chance at fish coming in for the Fraser River. Heretofore traps have not been allowed in British Columbia waters, and next year they will be used by all the large canners. At present it is too late for any more to be put in this season, and the B. C. Packers' Association is prospecting with a view to using purse seines.

A new market for canned salmon is likely to open in New Zealand. The United States packers have previously had the monopoly of this market, but since the preferential tariff was established in New Zealand, buyers are looking to British Columbia. There is a buyer on the coast at present. Robert Ward & Co., of Victoria, have already contracted to place 10,000 cases of talls of this season's pack in Australia at $6.60 a case. It is thought the price will advance this year. Small canners are now receiving $5.50 per case f. o. b. steamers.

MANITOBA MARKETS.

Winnipeg, July 16, 1904.

BUSINESS continues bright and prospects are splendid. All staple lines are well maintained at good prices, and are fully meeting the expectations of the trade. Already the spacious exhibition grounds are alive with numerous exhibitors, and the indefatigable assiduity that prevails shows that the most unlimited interest is being taken.

Sugar—The market is still quoting sugar at the advanced price; Montreal granulated at $5.10 in barrels, and $5 in sacks; yellows at $4.50. Wallaceburg is holding the price firm at $4.95 in barrels and $4.85 in sacks.

Rolled Oats—Prices are firm. The market quotes 80 lb. sacks at $2.25; 40 lb. sacks at $2.30; 20 lb. sacks at $2.35; 8 lb. sacks at $2.65; and 6 lb. sacks at $2.85.

Evaporated and Dried Fruits — The market is firm. All kinds of evaporated fruits are scarce. There are practically no evaporated apples to be had. 1903 choice apricots are about off the market; 1904 stock will likely be quoted at about 13c a lb., and will be in about the first of August.

Canned Fruits—Strawberries will likely be on the market in the course of a week. The canners control the price list and we will be unable to quote opening prices, but they will undoubtedly be higher than last year, owing to the crop being so small. All lines of jams are expected to advance in price on account of the scarcity of all fruits and the high price of sugar.

Green Fruits—The market is fairly firm. Late valencia oranges are quoted at $4 to $5 per case; California lemons $5 per case; bananas $2.75 to $3.25 a bunch; peaches $1.75 per crate; pears $4 per case; plums $2.25 per case; apricots $1.75 per case; watermelons $4 to $5 a dozen; apples in boxes $2.50; raspberries in pints $2.25 per case, and quarts $3.25; cucumbers 65c a dozen; rhubarb 2c a lb.; onions 4c a lb.; new cabbage 4c a lb., and new potatoes, which are now on the market in very limited quantities, are being quoted at 3c a lb.

Salt—The market on the whole quotes prices a little lower than last year. 3 lb. bags at $3.25; 5 lb. bags at $5.25; 50 lb. cotton sacks at 49c a sack; 50 lb. jute sacks at 39c a sack, and common, fine, or coarse, in barrels, $1.95.

Canned Fish—The 1904 pack of salmon is now on the market, and Fraser River sockeye is now quoted at $6.75 to $7 per case; cohoes $5.25 to $5.50 per case; humpbacks $3.75 to $4 per case, and finnan haddies $4.50 to $4.60 per case. The 1904 pack lobster will be on the market about the 25th of the month, and will be quoted at the following prices: 1 lb. lobster at $3.65 to $3.75; ½ lb. lobster at $2.65 to $2.75; ¼ lb. lobster at $2.10 to $2.15 per doz.

Eggs—The market is firm and the demand is good, and eggs are jobbing to the trade at 20c.

Flour—The market is firm and quotes No. 1 patent at $2.45; No. 2 patent at $2.30, and No. 3 patent at $1.80.

MONTREAL GROCERS' PICNIC.

By W. H. S.

TO the grocers and their families Montreal has no greater pageant than the annual picnic of the Grocers' Association. It is the best spectacle in the calendar; best because it is a day of old-time merrymaking

N. CHARTRAND.
President Montreal Grocers' Association.

and innocent rejoicing, and because its motive is always good.

Once more it has come and gone, and its twenty-fourth anniversary, held at Delorimier Park on July 13, from a financial standpoint, outstripped all previous events.

The Place.

However, money making is not all there is in life, and many a grocer kicked about the place where the picnic was held. Delorimier Park is located in the open fields away at the extreme east of the city, and is a fine place for a race meeting; in fact, it would be a fine place for almost anything but the grocers' picnic. There were no trees, no swings, no places for the jolly big families, so famous in Quebec, to spread out on the sward and camp on grassy floors. In fact, while the programme of sports and races, etc., was carried out in good style, and while there was plenty of fun, it was not like the old picnics, which are fixed in the memories of everyone, such as the one to St. Hyacinthe, the one to St. Hilaire, the one to Magog, and all the others that rise up like spectres to haunt the sun-burnt picnicers of Wednesday, July 13. But the officers worked hard and the money results were fine, so that we bow and extend congratulations.

Work of Committee.

For weeks Secretary Beaudry has been working his boots off to send this picnic off with a "bing" that would make it remembered. Then, the untiring president, Mr. N. Chartrand, was conspicuous for his untiring zeal to make everyone happy, and see that arrangements were carried out without a hitch. He succeeded all right, and with such officers as he had to help him it

J. A. BEAUDRY,
Secretary Montreal Grocers' Association.

was no wonder things went well. These men include: E. Limoges, J. A. Maynard, Arthur Bastien, Ald. R. Turner, Ald. J. A. Paquin, E. Beaudoin, E. Bergeron, A. Laurendeau, J. A. Labonte and E. P. Guillemette.

The Parade.

The day of the picnic broke fine and clear, and promptly at nine o'clock a parade of grocery wagons took place that was in every way a credit to the city. They assembled on Champ de Mars, and many of the rigs were attractively decorated with ribbons, bunting and papers, which added to the picture. The western section of the city was visited first, and then the eastern, so that the arrival at the park took place shortly before twelve o'clock. Under a huge white tent tables were laid, and there the officers, committee men and guests dined. The president, Mr. Chartrand, made a fine chairman, and in his own clever way said and did the right thing at the right time. Toasts were proposed, and pretty things were said in bunches about the Grocers' Association. Secretary Beaudry was assured he was all right, and so were the officers again and again. The subject of the accomplishment of federation of the different retail societies came in for a few words of praise. Then the press was called upon. The Grocer representative simply told the officials what has always been told, namely, that the paper is behind the good work of the association.

The Games.

It was two o'clock before the games started. The results of these games given in cold print merely form a skeleton of the fun which each repre-

JOS. ETHIER,
Of Laporte, Martin & Cie. One of the trio of judges.

sented. The tug of war, called "Greek Meets Greek," was between the teams of city firemen and policemen. The firemen outpulled the "Bobbies," but it was a fine competition. Then the funnily costumed Timothee and Lade-

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

bauche, in their sensational race, pleased plenty of people. Ladebauche was dressed as a typical habitant, with felt boots and overcoat, sash and capote,

A. T. HODGE,
Of Chase & Sanborn, one of the trio of judges.

clay pipe and slow old horse, and with a switch from the trees as a whip. When he won the race the judge, who announced with a megaphone each race, told how Ladebauche, with a "Bon Cheval" captured a prize worth ten piastres in the amazing time of a mile in fifteen minutes. At this the band played "Mon Pays" and other French airs so pleasing to everyone. There were races to please all, and in the committee race, where all the prominent men of the day doffed their coats, and some their shoes, those who had been hobnobbing friendly enough previously became competitors for the coveted prize.

Amusing Races.

The commercial travelers' race was a very interesing one, for there many of the jolly and fat little and big men vied with each other just as they are doing every day in the selling of goods. The only difference is that races are harder for many of them than selling goods. The sack race caused great amusement, for when the word "go" was given, every one of the competitors but one small lad, named Levesque, fell flat on the ground. Laugh! Well, it was side-splitting to watch the scramble for the winning post. The horse racing was remarkably well conducted, and the system and fairness shown could not be surpassed.

So the day passed away, leaving behind memories as unfading as the sun.

A. G. MIDDLETON,
Tamilkande Tea Co., one of the trio of judges.

Results.

The results were as follows:

1st. Greek meets Greek, tug of war

BORDEN'S "Eagle" brand Condensed Milk
AND
BORDEN'S "Peerless" brand Evaporated Cream

Keep these 2 lines on your counters during the hot weather—they are trade-bringers and profitable.—Order from your jobber—

WM. H. DUNN
AGENT, MONTREAL

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO. St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

"The Finest Goods we have ever seen."

That is the sort of talk that pleases. When a man who has been in daily touch with Canadian canned goods for the past 20 years or so gives spontaneous expression to such words as the above, it means something.

The Old Homestead Brand of Canned Goods

started out to be the best this country ever produced. THE OLD HOMESTEAD CANNING CO. believe in that time-honored saying, "there's always room at the top." To be in the middle class, or even to be along with the best, is not their ambition. They mean to be head and shoulders above every other canning company. THE OLD HOMESTEAD BRAND has taken its proper place, and every grocer who makes it a point to have the best goods possible will of necessity get acquainted with THE OLD HOMESTEAD BRAND. The label is the finest in the land.

Strawberries, Peas, Raspberries

so far have been packed. Orders should be given to your wholesale grocer. He will fill the order if you insist.

The Old Homestead Canning Co.

Picton, Ont.

between firemen and policemen—Won by the twelve firemen, O. Magnan, Station No. 7.

2nd. Timothee and Ladebauche. Won by Ladebauche.

3rd. 100 yards race, open to members of the committee—1, M. Landry; 2, M. Pigeon; 3, Laurendeau; 4, M. Darciers.

4th. 200 yards race, cigar to be lighted all the way, open to grocery clerks, members of the Grocery Clerks' Association—1, M. N. Chartrand; 2, M. B. Guenette; 3, M. Dubord.

5th. 150 yards race on three legs, open to grocery clerks—1, Gadbois and St. Denis; 2, Chartrand and Guenette; 3, Dubord and Renaud.

6th. Hurdle race, 150 yards, open to travelers connected with the grocery trade—1, M. Masson; 2, A. E. Landry; 3, M. Brunet.

7th. Steeplechase, 300 yards, open to drivers connected with the grocery trade—1, J. B. Morris; 2, M. Lay; 3, J. D. A. Marin; A. Lalonde.

8th. Egg race, open to young ladies in the grocery trade—1, Sarah St. Denis; 2, Mlle. Aurore Aubertin; 3, E. Levesque.

9th. Sack race, open to sons of grocers—1, M. Levesque; 2, M. Alari; 3, M. LeBlanc.

10th. Champagne race, open to members of the federation of the retail dealers of the city—1, M. A. Leduc; 2, J. A. Maynard; 3, J. A. Beaudry.

11th. Barrel race, open to grocers, 100 yards—1, M. H. Therrien; 2, M. N. Bastien; 3, M. A. Aumond.

12th. Fat man's race, weighing above 200 lbs., open—1, M. Fauvreau; 2, Orezeau; 3, Isaie Lalonde.

13th. Automobile race was omitted, owing to few entries.

14th. Bicycle race, open—1, Nap Morin; 2, H. Morin; 3, G. Demant.

15th. Horse race for horses under harness, one mile, open to grocers—1, J. B. David; 2, F. Legault; 3, Joel Lanetot.

16th. Mile race, open to horses of grocers, butchers and bakers, not having a record lower than 2.40—1, Haymond; 2, C. Deslauriers; 3, J. B. David; 4, L. Archambault; 5, N. Seguin. Messrs. Deslauriers, Archambault and Seguin registered a protest against Mr. Haymond and J. B. David, on the ground that their horses had a mark below 2.40.

17th. One mile race, open to grocers with wagons, the last to get the first prize. Race had to be finished in less than eight minutes—1, E. Sanregret; 2, R. Creely; 3, J. A. Maynard.

18th. Buggy race, open to hotelkeepers—1, D. R. Bolleur (St. Vincent); 2, St. Patrick (Tessier); 3, Medey (Brisson); 4, Harry (Vigneux.)

A Penny Saved

Is not always a penny earned. You may save a penny on some article that either won't sell or will not please your customers.

It's better to buy the article with the name back of it.

Clark's Sliced Smoked Beef

has both name and quality.

It never fails to please

TRADE MARK

This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR HEAVY WRAPPING

STRONG, STIFF. WILL NOT BREAK OR CRACK

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.

Toronto LIMITED Montreal

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

Mr. Grocer,

We wish to call your attention to the fact that we have been fortunate in securing some very special bargains in **Teas,** comprising **Ceylon Blacks, Ceylon Greens, Hysons** and **Japans.**

We propose giving you the benefit of our purchasing power if you act quickly. They are genuine snaps, ranging from 17c upwards. See our travellers, or ask for samples.

Coffee: We sell Chase & Sanborn's Celebrated Seal Brands. There are few so good, none better. Try a sample Tin, Whole or Ground.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

19th. Buggy race, open to travelers owning their own horses—1, J. Parizeau; 2, Laurier; 3, J. Levesques.

The Officials.

The officials of the day, who seemed to give perfect satisfaction, were: General Committee—N. Chartrand, president; J. A. Maynard, J. A. Beaudry, A. Bastien, P. Daoust, Echevin R. Turner, Echevin N. Lapointe, J. A. Dore, A. Dion, J. A. Deschamps. Games Committee—J. A. Maynard, C. Creeley, joint presidents; P. Daoust, J. P. Beauvais, Geo. St. Denis, A. Bastien, E. Gagnon, E. Limoges, E. Upton, T. R. Stone, J. O. Levesque, A. E. Landry, Z. Colpron, H. Ste. Marie, J. A. Labonte, J. B. Berthiaume. Subscription Committee—P. Daoust, A. D. Fraser, joint presidents; J. A. Archambault, J. B. Deschamps, J. A. Maynard, J. A. Beaudry, J. P. Beauvais, A. O. Galarneau, E. Upton, Geo. Neill, A. Laurendeau, J. M. Montpetit, Echevin N. Lapointe, A. Bastien, J. P. Dixon. Publicity Committee—J. A. Beaudry, E. Limoges, joint presidents; J. N. Montpetit, J. O. Levesque, P. Daoust, Echevin R. Turner, E. Upton, C. Creeley, J. T. Pigeon, E. P. Guillemette, Geo. St. Denis, E. Masse, J. A. Maynard, E. Beaudoin, J. A. Pare, J. A. Labonte, J. A. Trepanier, M. Hodge, A. Charland. Reception Committee—N. Chartrand, Echevin S. D. Vallieres, Echevin R. Turner, Echevin N. Lapointe, Thomas Gauthier, joint presidents; Echevin F. Kinsella, Echevin J. O. Ricard, Echevin J. H. Paquin, Echevin J. Lariviere, Geo. Graham, E. Upton, E. Limoges, J. A. Beaudry, T. Bergeron, J. A. Maynard, E. Beaudoin, A. D. Fraser, C. Creeley, J. B. Deschamps, A. Bastien, J. O. Levesque.

Names of Donors.

Probably never in the history of the association were there so many substantial prizes, and the donors deserve especial thanks. Those who contributed gifts for prizes included the following: H. R. Molson, Genin, Trudeau & Cie., A. Ducastel, Hudon, Hebert & Cie., J. M. Douglas & Cie., Christie, Brown & Co., S. F. Bowser & Co., D. S. Perrin & Co., W. Stroud & Sons, D. C. Brosseau & Cie., J. L. Mathieu, Munderloh & Co., the Tamilkande Tea Co., Myers & Co., Meakins, Sons & Co., E. D. Marceau, S. H. and A. S. Ewing, T. H. Estabrooks, Leonard Bros., the Ontario Grape Growing & Wine Mfg. Co., L. M. Breckner, F. X. St. Charles & Cie., W. J. Rafferty, John Cunningham, R. Perron, Howard Bottling Co., C. Robillard, Demers, Fletcher & Cie., D. Masson & Cie., D. H. Ronaldson, Wilson, Perry & Lythe, A. Dumani, Boeckh United Factories, Hudon & Orsali, Joslin, L. Chaput, Fils & Cie., Z. Limoges, A. S. Brown, James Harper, H. McIntyre, Jos. Lamoureux, Marotte, Leblanc & Cie., Masson & St. Germain, Rowan Bros., James Strachan, Moise Champagne, J. A. Christin & Cie., Evans & Sons, St. Arnaud & Clement, Colin Campbell, Salada Tea Co., L. A. Wilson, Boyd, Jos. Picard, Boivin, Wilson & Co., Red Rose Tea Co., Whyte Packing Co., Tellier, Rothwell & Co., J. C. Wilson & Co., Fleischman & Co., Dawes & Co., Wm. Dow & Co., Leeming, Miles & Co., McCormick Mfg. Co., Jos. Contant, S. H. Ewing & Sons, Laporte, Martin & Cie., Lajeunesse & Duclos, L. O. Grothe, Gooderham & Worts, Ogilvie Flour Mills Co., A. A. Lapierre, Chase & Sanborn, Comte & Forbes, St. Lawrence Sugar Refinery Co., Chas. Gurd & Co., Gunn, Langlois & Co., Achille Goyette, Thos. Kinsella, James Morris, Larue & Cloutier, Montreal Biscuit Co., Viau & Frere, J. A. Vaillancourt, Canadian Vinegar Works Co., H. Barselou & Cie.

Notes of Picnic.

Laporte, Martin & Cie., wholesale grocers, had a very attractive advertisement on the grounds. It was in the form of a fan, which illustrated perpetual motion. By squeezing a wood handle backed by a spring, the fan whirled around and back freely. This device was much appreciated by the ladies and children, who were scorching on the grandstand. The fan itself was made in Germany.

The Lawrence A. Wilson Co. made themselves prominent by distributing small bottles of King Edward Whiskey. These samples were nicely put up and called for admiration from the crowd.

La Patrie, one of the leading French newspapers, took advantage of the opportunity and sent up a huge flag, in the form of a kite, bearing the name of the paper and its figures for circulation.

A notable feature of the picnic was that gambling went on freely without stint. This department was carried on by men who rented the privilege, and many a young and old man dropped his wad on the glory of seeing a wheel with colored figures go around.

In the commercial travelers' race, E. J. Cowan, of Cowan Chocolate fame, made a good run, but he was among the also rans, and deserves a handshake for his spurt. Cowan was not a bit downhearted, for he said that if his feet will not win first place, his chocolate can, and does.

For genuine hard workers, Messrs. Ethier, Hodge and Middleton are certainly a hard team to beat at a picnic, and the Retail Grocers' Association were fortunate in having them as judges.

That megaphone in the hands, or, rather, the mouth, of Mr. Lafleur, did its work well, considering the strong breeze it had to contend with.

Vice-president Maynard showed himself as good a sprinter in the 150 yards dash as he is a hustling grocer and worker for the association.

The speeches in the pavilion at the mid-day lunch were of an encouraging order, and the five grocer aldermen showed that they were not in the City Council as silent representatives.

This was the eighteenth year that Mr. Jos. Ethier, of Laporte, Martin & Cie., officiated as one of the association's judges, and right well did he do his work.

The Canadian Grocer was complimented by the president at the luncheon, and the flattering remarks to that journal, as well as to its French confrere, Le Prix Courant (represented by Mr. Nightingale) were replied to by Mr. W. H. Seyler, of The Grocer staff.

A pleasant diversion to the committee in charge of the picnic was the arrival on the grounds of the executive of the Dominion Wholesale Grocers' Guild—Mayor Laporte, Mr. L. E. Geoffrion, of Montreal, and Messrs. J. F. Eby, Toronto; Geo. E. Bristol, and H. C. Beckett, Hamilton; T. B. Escott, London, and A. Miller, Quebec. After introductions, adjournment to the refreshment booth cemented the acquaintanceships formed.

Cowan's Cocoa, usually in the van, was one of the "also rans." Mr. E. G. Cowan, their popular representative, can sell cocoa, but as a sprinter a few years' training would do E. G. good.

That veteran grocer and civic solon, Alderman R. Turner, ex-president of the Retail Grocers' Association, enjoyed the proceedings thoroughly, exemptions from active duties this year contributing largely to this end.

A quartette that enjoyed the picnic up to the brim was composed of J. A. Curtis and A. W. Childs representing Lipton's Teas, and Laporte, Martin &

The Oldest Crockery House in Canada.

Under up-to-date management.

Rolled-rim, Semi-Porcelain Hotel Ware

Do you get your share of the Hotel trade? If not, get our prices.

Blown, Pressed and Cut Bar Goods

The John L. Cassidy Co., Limited, Montreal

Cie.; A. R. Tourgis, of Thomas Bros., St. Thomas, Ont., and F. G. Beardsell, of the National Bakery. They all enjoyed seeing "the wheels go round," as one of Helen's Babies expressed it. Mr. C. Chartres was chaperoning them.

Ald. N. Lapointe, the west end grocer, whose many years' experience in the association's affairs and its picnics is known, was ubiquitously conspicuous with advice and aid to have matters run along smoothly.

"Tademagouche" and "Timothee" furnished an amusing act in their half-mile race, and visions of the "one hoss shay" were brought to mind. "Tademagouche" won, and "La Presse" hoisted the tri-color.

Mr. A. Leduc, the St. Henri packer, easily distanced all competitors in the 100 yards dash. As he says, "St. Henri always leads."

Harry Hofmann and Geo. Silcocks buried the hatchet for the day, and "Wight's" and "Matthews'" bacon were both "neck and neck," or rather, "side and side."

"Sovereign" Lime Juice was well represented by Mr. J. H. Morden, Montreal representative. The cooling and refreshing properties of this Summer drink were much appreciated by The Grocer's reporters, who never drink anything stronger.

The procession of nearly two hundred and fifty grocers' rigs and delivery wagons through the principal streets of the city was a unique departure from the conventional picnic programme, and the display was a most creditable one, and much commented upon by the citizens.

Delorimier Park is all right for a racing course, but for an ideal picnic ground is decidedly unsuitable. No trees, no water, no shady nooks. Strong comment was heard on many sides, and pity expressed for the ladies and children, whose only enjoyment consisted in standing in the grand stand for hours and watching their liege lords and brothers in the arena. It is to be hoped that next year's outing will be held where the ladies can take more active interest and enjoyment. Making money at a picnic should be the last consideration, not the first. Messieurs les epiciers de detail de Montreal l'annee prochain, demandez l'opinion de vos femmes et enfants sur le choix d'un lieu plus convenable pour votre piquenique.

At the luncheon Mr. J. A. Beaudry, the hard working secretary, was positively pink with emotion at the highly flattering remarks made by the speakers. Mr. Beaudry certainly has done his duty to all, and none of the compliments expressed were undeserved.

HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Laporte, Martin & Cie., Montreal, call attention to their ad in this issue. Values offered are interesting.

Jas. Turner & Co., Hamilton, have just at hand a direct shipment of "Shell Brand" castile soap, in bars and cakes.

If in need of Valencia raisins, Jas. Turner & Co., Hamilton, have some at low prices.

The R. & J. H. Simpson Co., Guelph, are offering a special drive in teas.

Khovah Jellies continue to be called for freely by the trade. Demonstrations have recently been made in St. John, N.B., by Miss Wood, Frederic-

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATION VACANT.

EXPERIENCED grocery clerk wanted; give references. Box 155 CANADIAN GROCER, Toronto. (30)

BUSINESS CHANCES.

FOR SALE—Grocery, fruit and confectionery business in New Ontario; the stand is an excellent one; the stock is light and fresh, and to a party with energy and a little capital this is a splendid opening; satisfactory reason given for disposal. For further particulars apply to Box 159, CANADIAN GROCER, Toronto. (30)

FOR SALE—Good grocery business, including dwelling; a bargain. Address Postmaster, Orr Lake, Ont. (30)

TRY THE SOUTH—It is prosperous, and the people and the weather always genial; one of the best grocery stores in one of the best towns in Central Kentucky is offered for sale at the wholesale cost of the stock, with no charge for good will, though continuously and successfully operated since 1869; annual business, $40,000; capital required, $4,000 to $5,000; present owners going into the jobbing trade exclusively. Address J. M. Kelly, Merchandise Broker, Lexington, Ky. (31)

SITUATIONS WANTED.

POSITION as grocery clerk; tall, steady, experienced man. Taylor, 5 Gerrard Place, Toronto. (30)

GROCERY CLERK, nine years' experience, desires position in Northwest; best references. Box 158, CANADIAN GROCER, Toronto. (31)

AGENTS WANTED.

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

IRISH

Consumers prefer Canadian products. If you want to sell communicate with

J. H. Sheridan, 6 D'Olier St. Dublin

(32)

ton is now being thoroughly worked, and results will follow.

The R. & J. H. Simpson Co., Guelph, are quoting a special price on "Shell Brand" castile soap, in tablets and bars.

The following consignments of California fruit have been received by White & Co., Toronto, during the week: Four cars California peaches, one car of plums, and one of pears.

Todhunter & Mitchell, Toronto, are offering a very fine line of mixed pickling spice at splendid values.

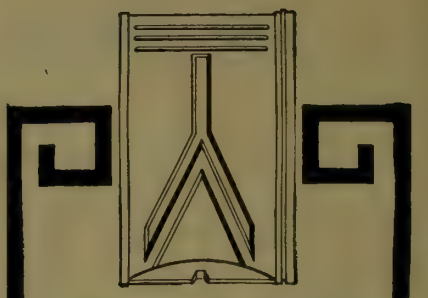
McWilliam & Everist, Toronto, report the arrival of one car of valencia oranges, also one car of fancy jersey tomatoes.

MOLASSES STILL EXCITED.

With the jump up of a cent last week molasses still is in the class which advertising writers call "attention inviters." More news of a corner has been received, and it is now found that the suspected holder of the missing 20,000 puncheons is in Barbadoes. With the price here 27c per gallon for puncheons, things begin to look interesting. It has been stated to The Grocer that a certain broker in Barbadoes is holding heavy stocks, with a hope of selling at advanced rates when the market gets short of supplies. Further inquiries in the trade go to show that the molasses explanation is based on other reasons. For instance, Madeira, a place which only ordered 169 puncheons last year, took the enormous number of 6,000 puncheons this year. Then England has taken immense quantities, and so, with about ten thousand puncheons unexpectedly taken off of a 42,000 puncheon crop, little was left on the islands for anyone to corner. At any rate, the trade is talking about molasses, and these opinions are interesting.

WHERE THE MONEY GOES.

The "Salada" Tea Co. have devoted the $500 they won from the "Blue Ribbon" Tea Co. in their contest as to which sold the most tea in Canada, as follows: $400 to the Muskoka Sanitarium for Consumptives, $100 to the Home for Incurable Children. The "Salada" Tea Co. decided on the Muskoka Sanitarium for Consumptives, as this charity is perhaps the most universal one in Canada, it receiving victims of that dread disease from all parts of the Dominion, from the Atlantic to the Pacific.



EMPIRE SHINGLES

[Made of Tinned Steel. Galvanized or Painted.

The only shingles made that are fully formed into shape first, and galvanized afterwards—no acids being used.

As a result, galvanized Empires have no raw edges or cracked surfaces exposed—they are the perfection of roof covering—absolutely fire, lightning and rust proof.

When you wish THE VERY BEST order EMPIRES.

METALLIC ROOFING CO.

WHOLESALE MANFRS. LIMITED

TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Wish You Would Keep Brock's"

So said a bird lover to her grocer.

Put up by

NICHOLSON & BROCK, - TORONTO

Window and Interior Displays

Timely Hints and Suggestions

Trimming for Entrance.

THE novice window dresser when he first determines to devote more time on his display space, almost always starts out with ideas that are too limited in their scope, and do not include a close attention to points that are really prominent in every first-class window. Of course this must be expected, as it is only with time that anything is learned satisfactorily. But window dressing, in spite of the attempts confidently made by those young at the business, and in spite of the faith so many merchants have in their own ability to arrange a window as well as is necessary, is an art, and similar to any other art must be acquired by faithful endeavor and close study. And also like any other art there are those who are adapted to it by nature, and those who would never in a life time make a success of it. For this reason it is always wise for the merchant before selecting the clerk who is to increase his business by attractive windows, to study his entire staff from an artistic and inventive standpoint. Art and invention must both be prominent characteristics of the window dresser, and contrary to what is too often thought, the head clerk is no more likely to be fitted to fill the position than the errand boy. Although the junior clerks are seldom chosen, from the failures the older salesmen make of it, it is evident any one else could have done better.

The only advantage a senior clerk or the proprietor has over the lowest down is in his knowledge of the stock, of what will be in demand, and of what should be sold immediately. These things can, however, be kept before the mind of the window dresser by the suggestions that should be made by every employe. No window dresser, of whatever experience, is above where suggestions will be of use to him. He may be most expert at his business, but anyone may still get an idea that could be profitably worked out. In fact this point should be enforced and enlarged upon by the proprietor, for only in this way will the very best use be made of the window, and the proper goods be displayed at the proper time. Co-operation on the part of all the staff is necessary, and a window dresser who is too high in his own estimation to accept ideas, and thankfully, should be open for engagement the next week.

One of the details that the inexperienced window dresser is apt to neglect is the appearance of the window from the entrance. This is not only important on account of the number who notice it when they are entering the store but also from the fact that the first sight a passer-by has of the farther window is through the glass facing the entrance. And first sights are exceedingly important. If the view first obtained is not of a nature to attract attention the observer may walk past without turning at right angles as he must to see the front view, but if it is noticeably good he will wish to see more of it, and thus the front view will come in for its share.

With the end in view of stopping anyone who passes, the window dresser must arrange towards the entrance as well, although not as elaborately, as towards the front. This is one of the reasons why sloping window floors should not be used. A floor that slopes allows the trim only towards the lower side. The floor with the slope towards the front and another towards the side, the point of connection running back at an angle from the corner of the entrance is not at all satisfactory. Although it admits of a certain arrangement toward both sides, very few really tasty displays can be built up for either. The unevenness of the floors prevents very many arrangements, and at any rate the slope is disagreeable to the observer, save perhaps in the case of very low displays.

Interior of Hudson's Bay Co.'s Store, Calgary, Alta.

The windows then must be built up in such a way as to have depth as well as a good face. By showing a deep display the entrance will of course show up one side. A shallow display is at the very best suitable only as a variety, and seldom as that.

A plan that can be adopted with great success is to place a double-sided mirror in the window running back at right angles to the front glass and between this and the entrance glass which will,

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

MOTT'S

"ELITE" as a cooking **CHOCOLATE** has no superior.

MOTT'S

Diamond is the equal of any of the best.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, **BOSTON, MASS**

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS

OTTAWA, ——— CANADA.

in ninety-nine out of a hundred stores, leave a wider space at the back than at the front, place shelves perhaps a foot or more apart. On these can be piled quite tasty displays of certain lines of goods that will allow of more variation than may be thought. This, too, makes the window square and a square window can be much more easily treated than one with one side at right angles to the front and the other running off at an angle of perhaps 115 degrees. No matter if both sides run back at equal angles there will still be considerably difficulty in arranging the displays.

This Week's Illustration.

The interior shown is that of the store of the Hudson's Bay Company, Calgary, Alta. The manager of the store, Mr. Edgar, and the head of the grocery department, Mr. Avison, have reason to be proud of their neatly arranged stock, counters and floor space. The glass covered receptacles at the side are very convenient for fancy biscuits, etc, and the long counter down one side only leaves ample floor space. The "Orange Meat" advertisement is, of course, only a temporary affair. The shelves are very neatly and conveniently filled, and the goods on the counter are not obtrusive.

TRADE WITH MEXICO.

Mr. W. Marshall, of W. Marshall & Son, flour and feed merchants, Montreal, has just returned from a month's trip through Mexico. As mentioned in The Grocer some time ago, a movement is on foot to establish steamship connection between Canada and Mexico. Mr. Marshall's trip was chiefly to construct and extend the limited connection established. It is gratifying to note both the Canadian and Mexican Governments have voted in the neighborhood of $200,000 to establish and subsidize the proposed line of steamers. To use Mr. Marshall's own words: "There is a good opening for Canadian rolled oats, split peas, flour, lumber and coal; in return, we can take to advantage their tobacco, coffee and some spices." He speaks of trade conditions as being peculiar from our standpoint. The people are far from enterprising, and just at present all trade is at a standstill, owing to a small-pox scare. He is heartily in accord with the proposed service and considers a profitable trade can be established within a very short time. The sailings would probably be from Montreal in the Summer and Halifax in the Winter.

Gleaned from the Travelers

J. DUNN, of Orillia, Ont., has sold out his grocery business to J. Tiffen, formerly of the firm of Geo. Vich, of that town.

R. T. Miller, grocer, of Toronto Junction, has sold out his business to Mr. Scott, of Mount Forest, Ont.

E. B. Farwell, of Orillia, formerly with J. Dunn of that town, has started in the grocery business for himself. His many friends wish him every success.

S. H. Matthews, grocer, of Guelph, is holidaying at Tara, Owen Sound and Collingwood.

T. S. Ford, of the firm of T. S. Ford & Co., general merchants, of Mitchell, Ont., has taken an extended pleasure and business trip to the Old Country. His name has appeared frequently in the English papers in connection with the bowling tournament at Bisley Camp.

I. Hord, of the firm of Isaac Hord & Co., general merchants, Mitchell, Ont., has recently returned from an extended pleasure trip to Palestine.

W. R. Cole, grocers, of Mitchell, Ont., reports business good for this season of the year.

Couch & Schneider, general merchants, Mitchell, Ont., report business as good in all branches. The firm has already purchased extensively for the Fall trade.

INQUIRIES AND ANSWERS.

A firm in London, Eng., inquires through the London office of The Canadian Grocer for the services of a young man experienced in the canned goods trade. They do not, however, give any information as to salary they will pay. The firm in question is anxious to push Canadian goods in the British market, and feel that the best way to do it is to secure the services of a Canadian who understands the business. Any one desiring to be placed in communication with the firm in question can do so through the editor of The Canadian Grocer.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of a booklet issued by Sandbach, Parker & Co., Demerara, describing the merits of a new animal food product called "Molasculi." It is claimed for this preparation that it is the pure product of the sugar cane and contains no foreign substance.

We have Added Another Oven

—of huge size, made necessary on account of our enlarged biscuit business.

PERFECTION CREAM SODAS

have made and are making us a host of new friends, and we have helped the biscuit department of many a grocer by the fine goods we have delivered.

If you become a customer of ours you will improve your business.

Order a trial lot.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

OF GREAT INTEREST TO CANADA.

NOT long ago The Grocer published a short interview with a gentleman from Jamaica. It appears that he did not at the time care to tell the full details of his mission. He was here with a view to promoting a permanent exclusive West Indian exhibition of the food products and manufactures of the Dominion of Canada and the United Kingdom. The Board of Trade reading rooms, not only in Montreal, but in different parts of the Dominion, have been well stocked by G. E. Burke, commercial agent for Canada in Jamaica, with circulars, on one side of which is a blank sheet of application for space in this exhibition. Among the patrons of the exhibition are His Excellency Sir Augustus A. L. Hemming, G.C.M.G., Governor of Jamaica; the Department of Trade and Commerce, and the Department of Agriculture, Ottawa.

This movement should prove an eye opener for Canada. For instance, United States supplied $4,000,000 worth of exports to Jamaica during the past year. Is there any reason why Canada should have exported less than one-sixth of that amount of goods? There is not a farm product or a manufactured article in the list of American exports that could not have been supplied by the Dominion. This exhibition will afford an opportunity for traders and consumers to inspect throughout the year such articles as would suit that market. Arrangements have been made by Pickford and Black, of Halifax, for the free shipment of all samples, shipments and exhibits, addressed "Anglo-Canadian Commercial Museum," Kingston, Jamaica, with the name of the exhibitor attached. It is contemplated now that the first Canadian section will be opened by Sept. 1. Of course, there is a charge for space, namely, $2 per square foot, with a minimum of $20 per year. Any Canadian board of trade will be able to supply further information on this subject.

ENGLISH TEA DUTY.

At the debate on the finance bill in the English House of Commons during the last week of June, it was decided that the new duty of 8d per lb. should remain in force at least until July 1, 1905.

J. L. Sequin, general merchant, St. Simon, has assigned, meeting to appoint curator on the 19th inst.

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

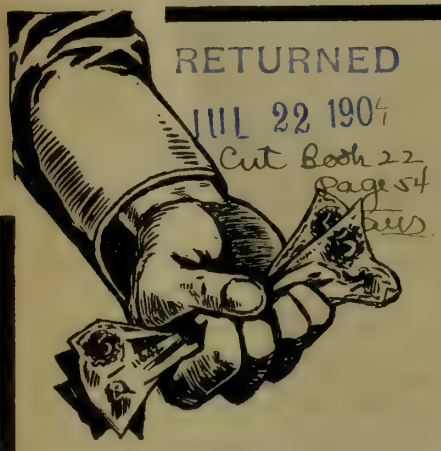
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal



Results Tell the Story

Every one is looking for a result of some kind or other. To the grocer his goods must yield him a profit large enough to cover expenses and a little more, or the result is failure. The consumers buying goods have one chief end in view—to get the best value they can for their money. They get it and the result is satisfaction. Our brands yield a good profit to the grocer and the greatest satisfaction to his customers—the result is SUCCESS.

THE OZO CO., Limited

JAMS
JELLIES
MARMALADES

Montreal

VINEGARS
PICKLES
SAUCES

The Best Jelly Pewder Made

GEL-O

Send for free sample.

THE CANADIAN GELATINE CO.

528-530 Front St. W.,

TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Attention!

KLAUS'S, the best of all Swiss milk chocolates for eating and drinking.

KLAUS'S marvelous rich powdered Swiss milk; latest creation of the present; most economical food for household purposes.

Galactina Swiss Infants' Food, prepared by Fabrique de Farine Lacte Suisse: Galactina: Berne (Switzerland).

BEAR BRAND, Condensed Swiss Milk, highly recommended by members of the medical profession, absolutely safe and free from infectious germs. His Britannic Majesty's Government have placed large contracts for the Bernese Alps Milk Company's unsweetened condensed milk.

GLARNISH GREEN CHEESE, manufactured by Gruninger Bros., Naefels (Swi zerland), from purest Alps goat milk. Is therefore highly recommended by medical men as a wholesome stomach breakfast cheese. Should be sold by all grocers.

Agents for the Dominion of Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

Send for Samples and Prices.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

Main 3394.

Domestic Fruits

McWILLIAM Mc. AND E. EVERIST

Foreign Fruits

Toronto Main 645

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.

HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Pineapples Tomatoes

Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.

Give us your orders.
We can fill them to your satisfaction.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Fruit and Vegetable Prospects.

ONTARIO.

ACCORDING to latest reports received from correspondents of The Grocer, the fruit crop in the Niagara belt will be much below that of last year in quantity, while in quality it will be superior. Notwithstanding the severity and length of last Winter there will be a lot of peaches in the Niagara District—probably from a quarter to a half crop. There will be an abundant crop of early peaches, but only about one-third crop of the later free-stone varieties. Crawfords are beginning to drop some and the yield will be smaller than is shown now. Plums, also, suffered from the severe Winter, and will be about a quarter of last year's crop. In some sections there are none at all. The smaller varieties will be plentiful, but the larger ones somewhat scarce. Grapes will be a heavy crop, from three to four tons an acre being expected. Raspberries and currants are good, while blackberries will be light. There will be plenty of early varieties of apples and only a small crop of Winter apples. Pears are very good in sections, but will not average high. In the vicinity of Hamilton, where tomatoes are grown extensively, they have made great progress during the last ten days. The Hamilton and Burlington canning factories have contracted for their tomatoes at 25c a bushel, which is 2½c above the prices of 2 years ago. The crop of peas for canning purposes is good, but corn, like tomatoes, suffered in the early part of the season, and has not yet recovered. Early potatoes are turning out well with good prospects for the late crop. Melons and cucumbers, which are cultivated extensively near Burlington, will, with some dry, hot weather, pay well.

In the Oakville district the fruit prospects are promising. Occasionally in a season of much rain, accompanied with heat, the flavor of fruit is undecided and of a watery quality. Cherries, however, were never better than this year. Raspberries are scarce and blackcups promise a good crop. Plums are an entire failure. Last year's crop was enormous, but one sees no plums to-day except on old trees that did not bear last year. Pears promise a good crop, and growers are giving special attention to a grade of pears for the English market. The apple crop, which figures as a big factor in Halton, does not promise to be large; early apples are plentiful, but Winter varieties are going to be scarce. In Essex the apple crop will not be large, the trees having been blighted. There will only be a medium crop of plums. Outside of the Niagara and Essex Districts plums will be a light yield except for Japan and native varieties. Peaches will be very light in Essex, Kent and Brant Counties.

QUEBEC.

From all parts of the Province of Quebec the most encouraging news has arrived regarding the green fruit prospects. This includes small fruits, such as raspberries, gooseberries, currants, etc., which are, one might say, already on the market. However, the details are most interesting. From Bagot, Beauce, Berthier, Bonaventure and Brome Counties the reports for apples and cherries and plums and fruits in general were all stamped good. In Chateauguay County, which is not far from Montreal, and which borders New York State and the river on one side, it is reported that apples are good but plums and cherries are not good; then, around about Howick, a little place within the county, apples are said to be good but other fruits poor. Wild fruits are reported plentiful. Compton, one of the best agricultural counties in the Eastern Townships, reports that apples are a large yield,—strawberries and raspberries, currants, and all small fruits are looking well. Similar news comes from Drummond County, and in Huntingdon, also very near Montreal, apples are reported good and other fruits fair. All over Megantic County, fruit is looking fine and the prospects for an abundant yield are very bright. In Montcalm County crops generally are only medium and drought has hindered vegetation, and in some cases affected fruit of all kinds. Nicolet, Rimouski and Laval all are teeming with fruit. There is an average crop of currants and berries in Shefford County, and apples are good. Sherbrooke and Stanstead Counties are two of the fruit leaders, and apples will be the largest crop for years. Even away off in the roughest section of Wright County reports for wild fruits are glowing and apples are said to be medium. In fact Quebec is

going to surpass her usual fruit record, and the prolific outlook is now of such a positive character that everyone is glad. Fruit men in Montreal are looking forward to a great season.

NOVA SCOTIA.

In Nova Scotia potatoes are light, and vegetables suffering from drouth in the locality of Kentville. Apples do not as a rule suffer from drouth, but quantities are already beginning to fall. Plums, pears and peaches are a light crop. Cherries are abundant and ripening well. In Wolfville District potatoes promise well. In the three counties there are now in sight about 600,000 barrels of apples, as against 500,000 for last year. Plums will be a small crop, about 50 per cent. of the average, owing to the ravages of black knot, and the comparative failure of the Burbank Peaches will fall far below the average, while pears will be a very small crop, about 25 per cent. The prospects for a good apple crop in the Annapolis Valley were never brighter. The fruit has set very well, and with an average Summer should produce an excellent quality of fruit. Small fruits, cherries, etc., seem very plentiful. Roots and vegetables generally are from a week to ten days in advance of last year, and will likely prove an average crop.

Latest reports from Nova Scotia on the condition of the growing fruit crops say that previous estimates will in all probability have to be reduced by from 10 to 20 per cent. within the next few weeks. The section of Kentville has not been so dry in years as it is at the present time, owing to the extreme heat and lack of rain during the past few weeks.

BRITISH COLUMBIA.

In British Columbia the prospects are for a good to full crop of apples, pears, and small fruits.

CALIFORNIA
PEACHES PEARS PLUMS
Sole Toronto distributing agents for California fruit distributors. We are handling at present **one car per day.** We carry no old stale goods. **Fresh every day,** which alone means dollars to you. **Prices set each day according to market conditions.**
Prompt Dispatch of Orders
WHITE & CO., Toronto,
Headquarters for BANANAS, WATERMELONS, VEGETABLES of all kinds, ORANGES, LEMONS, TOMATOES. A large list to choose from. Send for Price List.

W. B. Stringer. J. J. McCabe. PERSONAL. Phone Office, Main 520.
Personal selection of Fruit is the satisfactory way. You can't come to town yourself—your BUSINESS needs you. But you can have us pick out your Fruit—we'll please you in quality and save you money.
W. B. STRINGER & CO.,
Toronto. FRUIT BROKERS. 61 Front St. East.

Arriving Almost Daily- Fancy Ripe BANANAS PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.
Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.
Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

New Commercial Agent.

MR. W. A. MACKINNON, chief of the Fruit Division, Department of Agriculture, Ottawa, has been appointed commercial agent for the Dominion Government, at Bristol, Eng. At present Mr. MacKinnon is visiting various points in Ontario in order to consult with Canadian exporters before sailing for England on August 13. He will be succeeded in Ottawa by Mr. A. McNeill.

Mr. MacKinnon's promotion has been rapid, but quite in keeping with his career as a student. He took the first Blake scholarship in his collegiate course, and graduated from Toronto University with honors in political science and modern languages. He was called to the Bar in 1901, after a number of years' experience in fruit farming and the hardware business.

He was first employed in Government work to supervise the trial shipments of tender fruits to Great Britain in 1899. The next year he had charge of the Canadian Food Products at the Paris Exposition. His success in these undertakings marked him as the proper person to administer the Fruit Marks Act, and from this duty he was made chief of the fruit division in 1901.

He has won the highest praise from all quarters in this work, which has extended quite beyond the mere inspection of packages, and has become an instrument of horticultural education, recognized and appreciated by the fruit growers and shippers of the whole Dominion.

Mr. MacKinnon's appointment to an important commercial agency in Great Britain is a fitting tribute to the industry, skill and intelligence that has marked his career at every stage.

Packing of Fruit Pulp for Export.

Fruit pulp, in order to meet the requirements of the British jam manufacturer, should be packed in gallon tins, six in a case. The most useful jams are raspberries, strawberries and plums, in 1, 2, 4, 7 and 14 lb. jars (net weight of fruit). Raspberries are the fruit of which there is shortest supply and an ever-increasing demand; sometimes mixed with red currants or a similar fruit with a tart flavor, probably something in the nature of cranberries would do equally well.

In these days of Changing Cereals

it is wise for the grocer to develop a trade for a cereal that lasts.

Swiss Food

is a cereal that has been sold for 10 years with absolute satisfaction and that has before it, so far as human judgment can foresee,

twice ten years

and more, of favor

We suppose that there s not a single grocer in the country but what has lost money and muddled up his trade to some extent by being called upon to handle the score of package cereals that have come and gone, and continue to come year after year.

Swiss Food

stands out a conspicuous example of the food that endures. If you do not now handle SWISS FOOD—try it.

P. McINTOSH & SON,

MILLERS and MANUFACTURERS, **TORONTO.**

Shredded Wheat

...AND...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Hires' Root Beer

stands for health; it is a tonic as well as an appetizer during the hot weather.
Sales should certainl follow now.—it's hot enough for the Best Summer Drink—HIRES' ROOT BEER

Your jobber carries it in stock; if not, we do. Write us direct.

W. P. Downey,

AGENT,

26 St. Peter Street, Montreal

FLOUR AND CEREAL FOODS

Grain Situation.

THE crop situation in Ontario continues practically unchanged from last week. Frequent downpours have been general; but it is not thought, however, that the growing crops, except hay, have been injured to any extent. Isolated cases of rust in wheat are reported, notably in North York, but the damage from this source will be small except in the event of continued damp weather. Barley is unusually strong and advanced for this time of year. In some cases it has suffered from the heavy rains. The oat crop in appearance and luxuriance leaves nothing to be desired, and an interesting feature is the probable return to the growing of peas. The Fall wheat crop of Ontario is now estimated at from one-half to three-quarters of the average, while prospects point to a bumper crop of Spring grain. Promising reports continue to be received from Quebec and the Maritime Provinces, which bid fair to be blessed with one of the most satisfactory yields of recent years.

Reports from Manitoba and the Northwest indicate that general rains have fallen throughout the northwestern portions of Manitoba and the Territories, in many sections of which rain was badly needed. In eastern Manitoba no rain is needed. In the majority of cases crops are showing a fine average and are in splendid condition. The grain in the higher lands and early grain showing the best growth, while crops on low lying lands or late-sown fields are rather backward. Crops are beginning to head out in the majority of districts.

The only drawback in the present crop situation in the United States is the continued excess of moisture reported throughout practically the entire western country. Enough has already fallen in Texas to guarantee the cotton and corn crops, but heavy damage is reported to have been done to Winter wheat in Kansas, Oklahoma and Nebraska, not only in quality but also in yield. While stories of southwestern wheat damage are claimed to be exaggerated, a serious reduction in the ultimate yield is apparently certain. All the moisture that is needed for Spring wheat is reported in the northwest, and warm, dry weather is reported just as necessary there as in the southwest. Corn is doing well but needs hot, forcing weather, heretofore conspicuously lacking. On the Pacific Coast the yield of Winter sown grain has proved disappointing, particularly in the San Joaquin and Sacramento Valleys and in southern California. Some coast districts are in better shape. Dry weather has reduced the yield of wheat in Oregon and Washington.

Broomhall's foreign crop summary of last week says: "United Kingdom weather forcing; harvest may begin last week in July. France harvesting progressing rapidly; great producing sections of north still reporting favorably. Germany recent weather favorable in some portions yet many eastern districts report poor condition. Hungary, now certain that yield of wheat will be deficient; Rumania, harvest now general; crop yielding somewhat better than anticipated; heavy rain of short duration benefited corn. Bulgaria reports still favorable. Russia wheat very irregular; additional dispatches bring poor reports; cables from Crimean agent (Broomhall's) report extremely hot weather interfering with field work; stocks of wheat exhausted. (The Crimea is a large wheat producer.) India, further desirable rains have fallen. Portugal wheat yield will be very light; substantial imports required; corn promises excellent yield. (Average wheat crop ten years 8,400,000 bushels; average imports, 3,700,000 bushels. Latest report of corn 20,225,000 bushels for 1899.) Spain, extensive damage from hail storms.

The recent rise of 6 to 7c per bushel in the price of wheat in Chicago is due chiefly to the bad harvesting weather in the southwestern and southern states, particularly in Kansas. Latest reports from that state say that storms and floods have caused a loss of fully 25,000,000 bushels. Other disturbing factors are losses by rust and sprouting. These reports are supported by the smallest visible and invisible supplies of grain in five years in the United States and Canada, namely, 59,429,000 bushels on July 1, as well as by advices from Russia to the effect that the shortage in that section verges close upon famine. There is certainly nothing to point to lower prices for wheat in the near future. Corn and oats are lower on reports directly contrary to those affecting wheat.

World's wheat shipments:

	July 18, 1904.	July 20, 1903.
Canada and U. S.	1,412,498	3,652,784
Argentina	808,000	
Australia	192,000	
Danube	256,000	168,000
India	1,984,000	1,376,000
Russia	1,760,000	2,320,000
Totals	6,412,498	8,994,784

Wheat at Fort William:

	July 15, 1904.	July 8, 1904.
Receipts	484,494	636,484
Shipments	621,472	507,072
In store	1,582,921	1,719,899

Wheat at Port Arthur:

	July 16, 1903.	July 9, 1904.
Receipts	90,714	92,673
Shipments	111,854	251,582
In store	575,449	596,589

North American visible supply:

	July 18, 1904.	July 20, 1903.
Wheat	12,719,000	13,067,000
Corn	6,084,000	7,067,000
Oats	3,886,000	4,491,000
Rye	780,000	
Barley	1,236,000	

Wheat decreased 809,000 bushels during the past week; corn decreased 90,000, and oats decreased 551,000. Last year wheat decreased 1,244,000.

Grain on Passage:

	Wheat & Flour. Bush.	Corn Bush.
To the U. K.	25,440,000	8,480,000
To the Continent	13,920,000	5,360,000
Total	39,360,000	13,840,000
Last week	41,760,000	17,760,000
This w'k. last y'r	29,840,000	16,000,000
Same week, 1902	28,080,000	15,680,000

The total amount of wheat in sight to-day, consisting of the amount on passage, and the visible supply in Canada and the United States, is 52,079,000 bushels, against 55,288,000 last week, 42,907,000 last year, and 46,495,000 in 1902. The total amount of corn in sight is 19,924,000, against 19,774,000 last week, 23,618,000 last year, and 23,618,000 in 1902.

New Duty on Corn.

The following variation of the two-shilling duty on corn entering Great Britain has been recommended by Sir

Alfred Hickman: It is to impose a duty on all foreign importations of grain except on maize, of two shillings a quarter, admitting colonial grain free, and to give a bounty to colonial importations of one shilling and a bounty to home-grown grain except oats of two shillings a quarter. This leaves a balance of £1,273,000, which, used as a bonus of five per cent. on colonial importations of meal, would leave £525,000 for meat bounties. The natural increase of colonial importations and the home agricultural returns issued show a pitiful tale of English untilled acres. The imports of colonial wheat from Canada show an increase of 112,000 tons; India, 410,000 tons.

U. S. Millers Want Manitoba Wheat.

THE millers and grain trade of the United States are interested in framing a bill for the next session of Congress which will permit the payment of "drawback" on Canadian wheat exported in the form of flour. The situation is as follows:

Within recent years conditions have arisen in the American export flour trade that make it desirable, and in fact necessary, for millers to furnish certain grades of flour manufactured wholly or in part from the hard wheat produced in the western district of Canada. The demand for this quality of flour is being supplied either through the product of Canadian mills or of foreign mills which purchase the Canadian wheat. In either case the result is to diminish the sales of American flour abroad as well as in the domestic market, the latter because Liverpool practically fixes the price of wheat for the world, and when the price of American wheat and flour abroad is depressed it reacts upon the domestic market.

Many of the American mills are favorably situated, in so far as location and facilities for transportation are concerned, for grinding Canadian wheat, which they would undoubtedly do, converting it into flour for the export trade, were it not for the customs' duty on imported wheat. The present customs drawback law was intended to provide for such conditions, by allowing a refund of the duties paid on imported materials used in the manufacture of exported articles, but owing to the difficulty of tracing the imported wheat or flour manufactured from it, so as to keep it separate from domestic wheat and flour and "identify" the flour, as required under the present drawback regulations, it has not been found practicable for American millers to take advantage of the drawback law.

The enactment of the drawback provision would enable American millers to import Canadian wheat, paying the customs' duties thereon, and on the exportation of flour made from it to secure a refund of the duties paid, even though they might not be able to positively identify the imported wheat as having entered into any particular lot of flour exported.

To meet the competition of Canadian millers in foreign markets the only course open to American millers under present circumstances, says the New York Journal of Commerce, is to establish branch mills in Canada. The enactment of such a bill as the one contemplated would make it possible for American millers to take advantage of the drawback law and use Canadian wheat in the manufacture of flour for export trade, avoiding the necessity for developing the Canadian industry.

The proposed legislation is merely an administrative measure and does not involve any change in the present tariff schedule. The existing customs drawback law, which was intended to give a refund of the duties paid on all imported materials used in the manufacture of exported articles, was first enacted as part of the McKinley Tariff Act of 1890. It was re-enacted as part of the Wilson tariff of 1894, and again in the Tariff Act of 1897. The purpose of the amendment is simply to make effective the declared intent of the present law, which is defeated, in so far as many important industries are concerned, because of manufacturing conditions which make it difficult or impossible to identify the imported materials.

Canadian Flour in Bermuda.

The Maritime Merchant contains an interview with Mr. W. T. James, the largest importer of Canadian flour at Bermuda, in which he says: "Canadian trade with Bermuda is steadily increasing, and although dissatisfaction with the quality of Canadian goods is sometimes expressed, yet on the whole the connection is being more firmly established."

Importations, he said, have not fallen off, and he is still drawing the bulk of his flour supplies from Canada. Other merchants who formerly purchased wholly in New York have, during the last year or two, begun to handle Canadian flour on a large scale.

Mr. James thinks that the future for Canadian products in Bermuda is bright, but he also says that some Canadian exporters are very careless in making shipments. Bad packages, careless marking, and sometimes indifference to orders at the moment they arrive, all stand in the way of conducting an export trade with success to all concerned.

We Expected

that the sales of ORANGE MEAT would be a little slow att h beginning. We knew that we would have hard work to make it popular. The public had been asked to lend its favor to a good many so-called breakfast "foods."

Orange Meat

had to suffer because of the poor stuff that some misguided makers put out. But ORANGE MEAT has

Made Wonderful Headway

from the beginning. To-day its sales are surprisingly large.

Merit, Advertising, Profits, Premiums and Push : : :

have made it a good thing for the grocery trade.

ORDER FROM YOUR WHOLESALER.

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.

Flett's

Pickle Competition

is keen — numbers of inferior brands are on the market to-day. The wise dealer doesn't waste time pushing poor articles, or articles which, owing to their quality, must have a short life. He sells **FLETT'S PICKLES**. Once sold to a customer the repeat order follows easily.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

BATGER'S

Lemon Squash and a Glass of Ice Water

Makes

A Delicious Summer Beverage

YOUR CUSTOMERS KNOW THIS

Order Now

FROM YOUR WHOLESALER

You will Want It

AGENTS:
ROSE & LAFLAMME
MONTREAL

D. RATTRAY & SONS

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

General Commission Merchants

Dried Fruits, Foreign Sugars, Rice, Pickled Fish, Fish Oils, etc., etc., etc.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

British Tobacco Statistics.

IN May, 1904, British imports of stemmed tobacco fell to 1,610,669 pounds, of which the United States supplied 1,476,457 pounds, while the imports of unstemmed tobacco increased to 3,864,821 pounds, the United States supplying 2,296,879 pounds. These fluctuations are attributed to the increased duty on stemmed tobacco of three pence per pound.

The story for the five months ending May 31st is practically the same. For this period in 1902 the total importation of stemmed tobacco was 18,371,837 pounds; in 1903 it was 17,743,110 pounds; in 1904, it was 15,633,922 pounds. The importation of unstemmed tobacco for the first five months of 1903 was 9,304,206 pounds; in 1903 it was 11,155,521 pounds; in 1904 it rose to 18,469,539 pounds. So that while the importation of stemmed tobacco decreased from 18,371,837 pounds in 1902 to 15,633,922 pounds in 1904, that of unstemmed tobacco increased from 9,304,206 pounds to 18,469,539 pounds, the importation of stemmed tobacco falling off about sixteen per cent., while that of unstemmed tobacco increased almost one hundred per cent. In the five months of 1902 the total importation of unmanufactured tobacco was 27,676,043 pounds, of which 18,371,837 pounds was stemmed tobacco and only 9,304,206 pounds was unstemmed; in 1903, the total importation was 28,898,631 pounds of which the stemmed tobacco was 17,743,110 pounds and the unstemmed 11,115,521 pounds; but in 1904 out of a total importation of 34,103,461 pounds, 18,469,539 pounds was unstemmed tobacco and only 15,633,922 pounds was stemmed, the importation of unstemmed tobacco for the first time exceeding that of the stemmed tobacco and the latter decreasing, although the total importation in 1904 exceeded that of 1903 by 5,205,830 pounds and that of 1902 by 6,427,418 pounds.

Apparently the prices realized for tobacco in 1904 are not as good as the prices for the preceding two years. Although the importation for May, 1904, is 5,474,490 pounds as compared with ,874,843 pounds for 1902, the value for May, 1904, is given as £151;796 against £179,836 for 1902. For the five months the value of the 28,898,631 pounds is given as £900,704, while in 1904 the 34,103,461 pounds is valued at £1,062,748. In 1902 the 18,371,837 pounds of stemmed tobacco was valued at £573,704 and the 9,304,206 pounds of unstemmed tobacco at £352,212, so that the unstemmed tobacco was more valuable pound for pound than the stemmed tobacco, but in 1904 the 15,633,922 pounds of stemmed tobacco was valued at £489,011, while the 18,469,539 pounds of unstemmed tobacco was valued at only £564,737.

The importation of cigars shows a considerable decrease from 184,785 pounds, valued at £16,309 in May, 1902, to 204,309 pounds valued at £124,926 in 1903, to 151,070 pounds, valued at £93,517 in 1904. For the five months in 1902 the total importation of cigars was 1,268,279 pounds, valued at £730,913. In 1903 there was a decrease to a total of 1,042,772 pounds, valued at £622,363. In 1904 there was a further decrease to a total of 888,930 pounds, valued at £581,801.

The importations of cigarettes from all countries show a considerable decrease from 1903, both for the month and for the five months.

——

Tobacco in Siam.

ALTHOUGH it is said that the article is not very well known on the markets of Europe, says the Western Tobacco Journal, Siamese tobacco is extremely popular in Siam, and is produced in every province of the kingdom. In Bangkok alone there are about a hundred tobacco factories, all in working order. The great bulk of the consumers are Siamese, and most of the cigarettes are made to suit their taste. The typical buree is as thick as an ordinary walking stick and as long as a very long manila. The buree is the only indispensable portion of Siamese attire, and many a time and oft have we seen children promenading the streets clothed in nothing save wreaths of tobacco smoke. In Siam smoking before the king is not prohibited, and Siamese children of any age may smoke in the presence of their parents. In so far as the great tobacco question goes, Siam would be

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Your Money Back

That's the sort of talk a grocer likes.

We will send any reliable grocer 1000 cigars, assorted as he may specify, on usual terms.

We will buy back at invoice price any unsold stock at the end of 3 months.

No danger in dealing with us.

We have helped many a grocer to make more money.

Pebble—for a 5-center

Pharaoh—for a 10-center

are well known and well liked. Send in your order for an assorted 1000.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

Listen!

T&B T&B T&B T&B T&B T&B T&B T&B T&B

Wherever you go you will hear a good word proclaimed for **T & B** Smoking.

Grocers find the 10-cent size right.

Geo. E. Tuckett & Son Co., Limited,
HAMILTON.

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
67 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

The Grocers' Favorite

The RONTO 5c. Cigar.

A TRADE BUILDER

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Mail Orders

The growth in the number of orders received daily for

McAlpin's Tobaccos

is eminently satisfactory. We are making a superior class of Tobaccos—smoking and chewing, plug and fine cut. That's one reason. **Another** reason is that the grocery trade find our Tobaccos to be distinctly more profitable than the makes of others.

We would welcome from you an order by mail, or an enquiry for samples and prices.

SMOKING :—Tonka, Solid Comfort, Pinchin's Hand Made.

CHEWING :—British Navy, King's Navy, Beaver, Apricot.

McAlpin Consumers Tobacco Co., Limited
Toronto

without doubt an ideal country for the average school boy. The sister of a Siamese boy never complains of "those horrid cigars"—because she smokes them herself.

In speaking of the manufacture of cigars in Siam there is no reason for using the word "factory." The business is carried on in quite a family way, generally in the largest room in the proprietor's house, by from twelve to fifty women and young girls. A woman can generally make 1,000 cigarettes a day, and for this she gets fifteen ticals per month. Some turn out as many as 1,800 a day and are paid accordingly, but it is not often they can do so much, as they become intoxicated by handling the strong tobacco, mixed as it is sometimes with opium, etc. Before being used in cigarettes the "weed" is carefully chopped, and a little pile is placed on a large leaf before each worker.

Paper is never used in these cigarettes, being considered unhealthy by the Siamese, and its place is taken by a thin, dried film stripped off young areca nut leaves, or by a dried banana leaf or a dried tobacco leaf. The buree is made in exactly the same way in which one makes the cigarette. For some reason or other it is difficult to keep the Siamese buree alight for any length of time, and every smoker has always two boxes of matches with him —one in his hand and one in his clothes, and the quantity of matches which the Siamese use in this way is very great. It is marvelous, indeed, what good tobacco one sometimes finds in these Siamese burees, considering what little care is taken of the plant, and it is clear that the soil of Siam must be fairly well suited for growing tobacco.

After the Tobacco Monopoly.

The Dominion Government have decided to get after certain tobacco companies, who are alleged to have been trying to kill competition in Canada by refusing to sell to Canadian retailers unless they handled their goods exclusively. With the object of putting an end to such an unjust system the following amendments to the Inland Revenue Act are proposed: "Any license authorized by this Act may be cancelled in any case where a person, who, being a manufacturer of any class of goods subject to a duty of excise, either directly or indirectly (a) makes a sale of any such goods to a person who sells or intends to sell goods of that class in connection with his own business, subject to the condition that the purchaser shall not sell or deal in goods of a like kind produced by or obtained or to be obtained from any other manufacturer or dealer, or (b) makes such sale upon terms that would in their application deprive the purchaser of any profit upon the sale of such goods, if they should so sell or deal, or (c) consigns any such goods to another person for sale upon commission upon such terms that the consignee can profit by such sale only if he does not sell or deal in goods of a like manner manufactured by or obtained or to be obtained from any other manufacturer or dealer."

London, Ont., Inland Revenue Returns.

According to the statement of the year's returns issued by the collector of the London Division of the Inland Revenue Department, the total number of cigars manufactured in the division, almost wholly in London, was 33,138,565, as against 32,935,010 last year. The increase noted is not the whole increase, however. It will be remembered that during the fiscal year just closed a strike occurred among the union employes of the several factories, as a result of which a considerable quantity of tobacco was made up into cigars in Montreal. Local manufacturers sent their raw material to that city, where it was manufactured, and will count in Montreal's total output. The actual increase in the number of cigars manufactured in London for the twelve months was 203,555, but it is estimated that the increase would have been close upon a million had it not been for the labor trouble. The sales made by London manufacturers are believed to have amounted to an increase of this most gratifying proportion.

Amendment of Cigarette Bill.

The cigarette bill now before the House at Ottawa is now confronted by an amendment introduced by Mr. Gervais, of Montreal, asking that the title of the present bill be altered and every clause in it struch out. Instead of prohibiting the manufacture, importation and sale of cigarettes, as in Tennessee, Oklahoma, etc., it provides that the sale to those under sixteen years of age be forbidden.

The following objections have been raised against the amendment:

(1) Five out of seven provinces in the Dominion have already legislated against the sale to minors, not only of cigarettes, as in Mr. Gervais' bill, but of all forms of tobacco. British Columbia set the age at fifteen, Nova Scotia and Prince Edward Island at sixteen, and New Brunswick and Ontario at eighteen years of age. It is because these enactments have not proved successful that the present bill has been formulated.

(2) In over twenty states of the American Union cigarettes are prohibited to those under stated ages. The general verdict is that the purpose intended is not even inadequately served.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St and McDermott Ave.,) Winnipeg

Tobacco Notes.

The Daly Cigar Co., London, have sold out to W. R. Dyer.

Isaac Blumensteil, of the Helda Cigar Factory, Hamilton, is thoroughly renovating his premises and increasing its capacity.

The American Tobacco Co.'s ad. on the large chimney at Hanlan's point, Toronto, is attracting considerable attention. Sweet Caporal cigarettes certainly cannot be overlooked in visiting the island.

At Sohmer Park, Montreal's great Summer garden, the immense snow shoe advertising "Bobs" plug chewing tobacco, is a novel feature. The snow shoe, the largest ever made, being over 20 feet in length, was made at Indian Lorette, at a cost of $50. It certainly arrests the eye and attention of visitors.

The premium syatem of the American Tobacco Co. is being pushed throughout the larger towns of Quebec. Two employes are visiting the leading grocery and tobacco stores making a display of two or three hundred of the premiums for which Snow Shoe tags may be exchanged. In the larger cities Col. Collins Young, the midget, is on exhibition as an attraction and the drawing card of the exhibit.

FREIGHTS AND CHARTERS

THE strike of the meat packers and butchers of Chicago is affecting that class of freight very strongly just now, and the big railroads are not a little concerned about it. For instance, an embargo is placed, or, at least, was placed (no telling how soon it would be lifted) upon empty meat cars bound for Chicago. This step was taken because the switch lines, which among other lines take over cars from these cars, while the G. T. R. have even more. It would appear from this action that there is little possibility of an immediate settlement of the strike.

Ocean tonnage is quiet now, and the chief charters are the sugar ships which were mentioned last week. The steamer Yanariva has been chartered by MacLean Kennedy Co. to load deals and general cargo for the United Kingdom. She just unloaded a 4-000 ton cargo of sugar and 1,000 puncheons of molasses. The Indianapolis has arrived with a cargo of molasses and sugar. She has been chartered by MacLean Kennedy Co. for general work outwards.

Freight from the west is still low. Engagements have been made for wheat from Fort William to Montreal at 3 1-2 to 3 3-4c per bushel, and by lake and rail at 3 3-4c. The same hopeful position has been maintained regarding ocean freights, and the grain men are getting more pleasant every day. The test of the new Webber elevator in Montreal was interesting. It was simply a contractor's test, and the quantity of grain available for it was only 20,000 bushels. Mr. Webber said things worked well. It requires several days to test, and the results will be noted elsewhere in this issue.

railways and deliver them to meat packing companies, are unable to handle the usual number of cars owing to the strike. The freight returns of the Canadian roads will thus be materially affected. The big Chicago packing houses have their own cars for meat. This embargo compels the G. T. R. and C. P. R. to hold all their cars for meat on a siding until called for. The C. P. R. handle about three hundred of

FOR JULY SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool	7½d.	9d.
London	9d.	9d.
Glasgow	7½ to 9d.	9d.
Avonmouth	1/	1/
Manchester	9d.	....
Hamburg	1/	....
Antwerp	1/	....
Leith	1/4½	....
Dublin	1/6½	1/3
Belfast	1/6	1/4½
Cardiff	1/3	....
Rotterdam	1/3	....

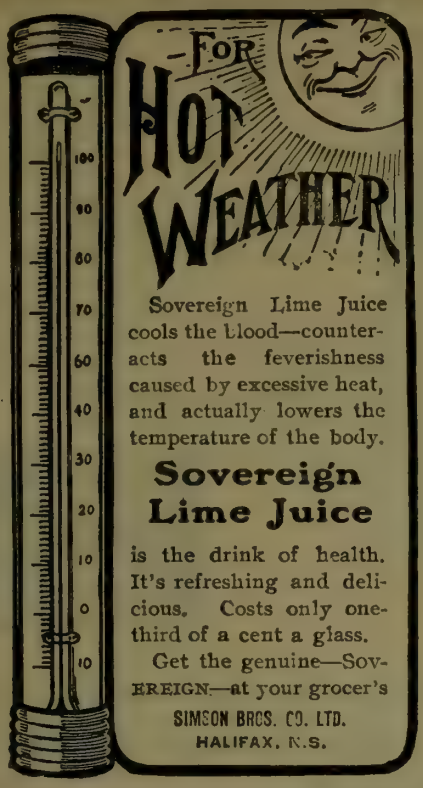
BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	4½c	7c	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c	.....	10/	11/3	....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.. ..	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.. .	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1 /	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.. ..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.



Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—Sovereign—at your grocer's

SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN COFFEE & SPICE CO., TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 21, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
½-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
8 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. ... $2 25

HOME BAKING POWDER CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box ... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

A CLASSIC,

so to speak, among Jams.

—such is : : :

SOUTHWELL'S

One never errs in dealing in Southwell's goods. . .

A good season is NOW.

Price list for the asking.

FRANK MAGOR & CO.,

CANADIAN AGENTS, 403 St. Paul St., MONTREAL.

One way to run a store is to make it as safe for stupid people to shop there as for those who know all about what they're getting. You can always be sure of satisfaction if you sell

and somehow people who're slow to learn are equally slow to take their trade elsewhere.

JOHN DWIGHT & CO.

Manufacturers TORONTO

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake —	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-1bs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-1bs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case.....per doz.,	$ 90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20 0 32 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa —	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20

"Reindeer" Brand

Case (4 doz $5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Your best sellers in the Starch line are always

Edwardsburg "Silver Gloss"

for the laundry

Benson's Prepared Corn

for the kitchen

Not to have these 2 lines is to leave your stock incomplete——

Every Jobber Sells Them

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 1,000 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
30 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz. "	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.1b. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

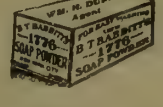
	Per case
"Bee" brand, 8 oz., cases, 120 pkgs. / " " 10 oz., cases, 96 pkgs. / " " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

Two Lines That Lead.

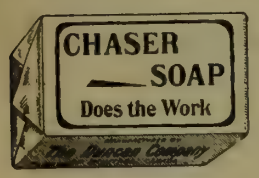
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

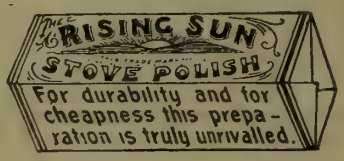
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—
10c. pkges, cases 5 doz., per doz 1 00
less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

SUN
TRADE MARK REGISTERED
STOVE POLISH
MANUFACTURED BY MORSE BROS. CANTON, MASS. U.S.A.
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

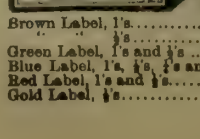
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

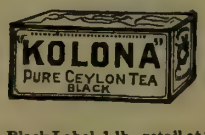
	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at"	0 32½
" AA 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 28½
" XXXX 80-lb. boxes	0 24
" XXXX 30-lb. "	0 25
" XXX 80-lb. "	0 21½
" XXX 30-lb. "	0 22½
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label, "	0 35 at 0 25
Blue Label, "	0 50 at 0 36
Maroon Label, "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

	Color of Label.	1 lbs & ½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. oh'st	A Yellow	45	47	70
" " "	B Red	40	42	60
" No. 1	O Pink	35	37	50
" 2	O Orange	28		40
" 3	O L. Blue	22		30
4	O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 38
" Amber, 8s. and 3s.	0 50
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 13s.	0 85

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	11 55
" " 1	9 35
" " 2	8 25
" " 3	7 15
Pails, No. 1, 2 hoops	1 93
" No. 3,	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 2 doz. 10c.	1 00

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
200 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
JUL 22 1904
Cut Books
Page 55

Full line of Regular Lamps now ready.

Assorted Packages Fancy Lamps

We emphasize our assortments of "KOPP" Lamps.

Write for colored sheets showing full assortment and prices.

GOWANS, KENT & Co.

TORONTO and WINNIPEG.

"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

New Season's prices are right.

Special discount for large quantities.

Quality this year unusually fine.

PEELS

Lemon
Orange
Citron
(Light and Dark)
and Mixed

C. E. COLSON & SON, AGENTS Montreal.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. P. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Travelers' Holiday Number

THE CANADIAN GROCER

July 29 1904

THE MACLEAN PUBLISHING CO.

Montreal *Toronto* *Winnipeg*

"Condor"
Japan and Black Tea, Baking Powder, Mustard, Vinegar.

"Nectar"
Black Tea, in lead packets and fancy tins only.

Coming by every Steamer

Ex. S S. "Empress of India."

25 Hf-chests Japan Tea, Condor X, at 30c.
60 " " " Condor V, " 27½c.
52 Boxes Gunpowder Pinhead . . " 27½c.

I am offering **1,000** packages Japan Tea at **12½**c. lb., to be delivered from now to September 15th.

Ask for Samples—It will Pay You

I make a specialty of high-class goods in **Teas, Coffees, Spices** and **Vinegars.**

E. D. MARCEAU

281-285 ST. PAUL STREET
MONTREAL

"Old Crow"
Baking Powder, Mustard, Vinegar, Black Tea.

"EMD"
Baking Powder, Vinegar, Spices, Coffee.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JULY 29, 1904. NO. 31

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

A HAPPY HIT

This is what we are certain the trade will concede to be the case in our having decided to put up "Alexandra" and "Oswego" hard, sweet biscuits, in half-pound cartons, packed in tin instead of, as hitherto, in bulk. Possibility of breakage will not only be reduced to a minimum, but the cartons will be attractive to your customers as well as convenient for yourself.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

ADOLPHE E. SMYLIE, President | HENRY ROWLEY, Vice-Pres't | H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The "VAMPIRE" Spiral Flycatcher

Clean, Simple, Novel, and Effective.

Clears the House of Flies.

THE "Vampire" Spiral Fly-catcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end, the Spiral is elongated and forms the most effective Flycatcher known. When the Spiral is full, lay on a sheet of newspaper, crumple up and burn.

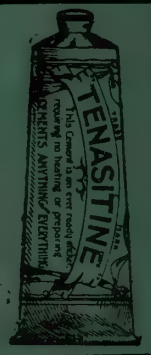
Oh! What a pity!

Is the usual exclamation when a delicate or much-cherished piece of china or glass comes to grief. When this happens you want

"Tenasitine"

which permanently mends china or g as and joins wood, leather, etc., etc. In collapsible tubes.

5 Cents Each



SOLE MAKERS:
KAY BROS., Limited, Stockport, England
SOLE AGENTS:
The LEEMING MILES Co., Limited, Montreal

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CHAS. P. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S. | HAMILTON, ONT. | LONDON, ONT. | MONTREAL, QUE.
OTTAWA, ONT. | QUEBEC, QUE. | ST. JOHN, N.B. | TORONTO, ONT.
VANCOUVER, B.C. | WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

You want the best

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

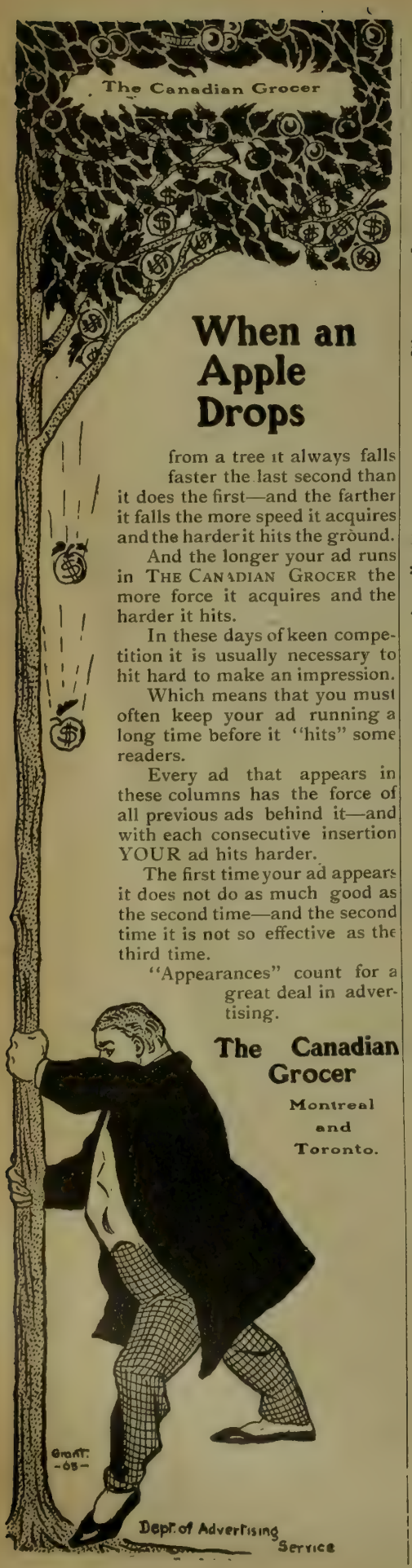
"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. ***You should place your orders now for prompt delivery.*** Ask your wholesaler. ***Insist*** on having the "Griffin" Brands. ***They satisfy.***

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.


The Canadian Grocer
When an Apple Drops
from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.
And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.
In these days of keen competition it is usually necessary to hit hard to make an impression.
Which means that you must often keep your ad running a long time before it "hits" some readers.
Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.
The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.
"Appearances" count for a great deal in advertising.
The Canadian Grocer
Montreal and Toronto.
Dept. of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, - Toronto, Canada
Send us your Business
AGENTS FOR
C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.
Get our Prices for CHEESE, BEANS, etc.
REFERENCES
BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

TAYLOR & PRINGLE CO.,
Limited,
OWEN SOUND,
Manufacturers of
Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.
Our Goods have a reputation.
MADE IN CANADA.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.
SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

ROW'S GUM
in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

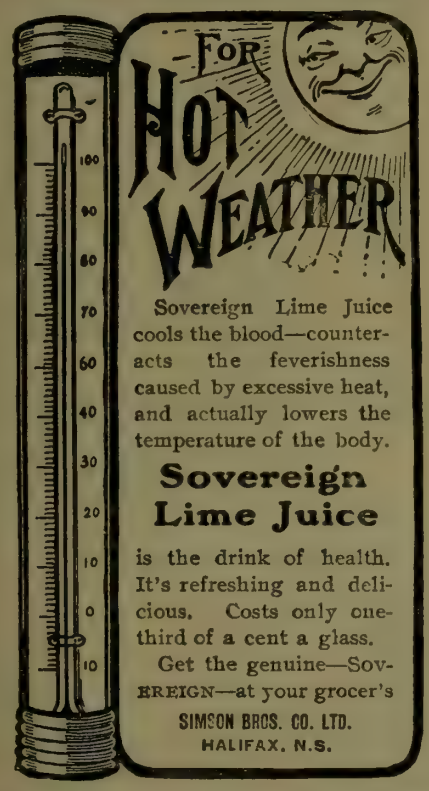
VINEGAR—

The Vinegar Season is with us. It is the business of the wholesaler to stock goods for the busy season. We made our contract for Vinegar months ago when the market was very low, and now it's up to the retailer whose stock is low, to share with us in the profits of our good buying, as can be seen by the following prices:

PROOF STRENGTH	25 CTS. PER GAL.	*Freight prepaid on five bbls.*
CRYSTAL PICKLING	19 " "	
WHITE WINE XXX	16 " "	

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea.



Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—SOVEREIGN—at your grocer's

SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

"Sterling" Brand PICKLES AND CATSUPS ARE WELL KNOWN

You will find many brands of pickles and catsups manufactured for the trade, but the one that will please you and your customers is Lytle's well known "Sterling" brand. They have a pleasing and appetizing flavor. . . .

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

"COW'S HEAD" Brand Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

C. E. COLSON & SON, - Montreal.

The

Japanese Army advances,

the Russians retire

Why?

The Russians drink China and Ceylon Teas while the sturdy Japanese soldier drinks the **healthy** and **invigorating** tea of **JAPAN**;—what is good for the Mikado's soldiers is equally good for the people of Canada.

Strengthen your customers and you will strengthen your trade.

Sell them

JAPAN TEAS

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb and 2-lb Tins. — A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal.

HANDLING PAYING GOODS

Every Retailer should aim to sell goods that will pay him.

PATERSON'S WORCESTER SAUCE sells well and pays you. Better handle it.

ROSE & LAFLAMME
AGENTS, MONTREAL

Ceylon and China at War

THE SMALL AGAINST THE GREAT

For generations China supplied the bulk of the Tea used the world over. Then the little island of Ceylon began Tea-culture. Immediately there was a diversion of favor.

Ceylon Teas

ousted the Chinese article with countless users. There is sufficient similarity in character between the two growths to make the change intelligible, but the marked superiority of Ceylon-grown teas leaves no room for hesitation.

Canadian Tea=drinkers

in common with Britishers, have pronounced emphatically in favor of

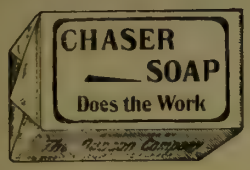
Ceylon=grown Teas

The grocery trade will simplify their tea trade and multiply their profits by throwing the weight of their influence on the side of

Ceylon Teas

They come in Black or Green.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



Say ! Mr. Grocer. You sell Soap ? Send for a copy of our **profit-sharing agreement.** It means dollars in your pocket.

The Duncan Company

P.O. BOX 292. **Montreal**

IF FLIES CARRY DISEASE

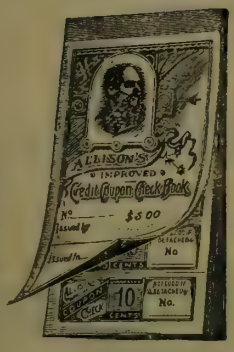
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods ?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods ?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store ?

They Cost Something, Of Course.



But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. **54 Noble St., TORONTO.**

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,

WATERLOO, ONT.

BURLINGTON CANNING CO.,

Burlington, Ont. **Limited,**

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,

PUMPKIN, Baldwins,
CATSUP, Greenings.
PORK and BEANS
In all forms.

The best are the cheapest.
Why not have the best?

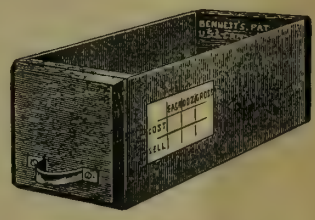
WRITE FOR QUOTATIONS.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory :

Pickering, Ontario

When You Want

SALT

For Any Purpose

Write

Verret, Stewart & Co.

Montreal.

PEOPLE WHO CAN'T STAND MEAT IN THE WARM WEATHER ARE A SPLENDID CONSTITUENCY FOR THE GROCER, WHO SHOULD TAKE THE OPPORTUNITY TO SELL THEM B.B. SKINLESS COD OR "HALIFAX," "ACADIA" AND "BLUENOSE" BRANDS OF PREPARED CODFISH. GROCERS WHO HAVE NOT YET BECOME INTERESTED IN THESE GOODS SHOULD WRITE AT ONCE

TO

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

THE AUER LAMP
GASOLENE
200 CANDLE POWER OF CLEAR, STEADY LIGHT.
The best and cheapest light for STORES, CHURCHES and HOMES.
Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.
Satisfaction Guaranteed. Send for Catalog.
AUER LIGHT CO.——MONTREAL

SPECIAL NOTICE to the TRADE.

SUGAR PEAS.

WE are making a specialty of Sugar Peas packed under the label--very tender Sugar Peas. This line is sold at a price that brings it within the reach of everybody who eats canned peas. For the price it is the finest pea we pack. It is as tender as asparagus tips and the sweetest pea that grows. We imported the seed originally from England, five years ago, and have found it increase so much in favor that we have had to increase the acreage every year until we are packing more of this variety than any pea we pack.

Bloomfield Packing Co.

LIMITED

BLOOMFIELD, ONTARIO.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.

Wood's Primrose Ceylon Tea

Your customers want something just now to make them feel like Sancho Panza's definition of sleep, especially when they can't sleep.

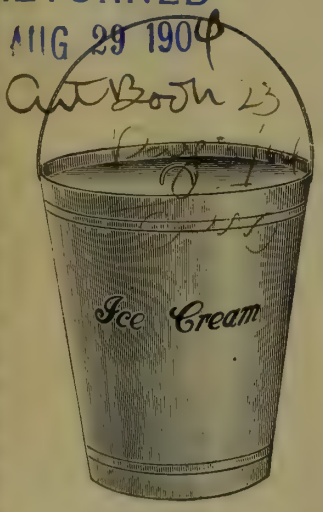
"It covers a man all over, thoughts and all, like a cloak; it is meat for the hungry, drink for the thirsty, . . . and cold for the hot."

Suggest to them when purchasing that a slice of lemon added enhances the cooling and stimulating qualities of the finest and most wholesome of summer drinks.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street MONTREAL

RETURNED AUG 29 1904



The "Don" Paper Pail

We have introduced this new and exceedingly neat and attractive paper pail, in all suitable sizes, for

ICE CREAM
OYSTERS
PICKLES
} and other like purposes

It is infinitely superior in appearance, convenience and real utility to the old square folding pails, and costs no more—made of specially non-absorbent and non-porous board.

SEND FOR PRICES AND PARTICULARS.

UNITED FACTORIES, Limited

Head Office: TORONTO

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.
LONDON BRANCH: 71 Dundas St.

An Evening in the Commercial Room

By Algernon Warren, in "Commercial Traveling."

A TRAVELER had lured a customer into the commercial room, and was mellowing his heart with ale, so that the latter, in benevolent mood, had drunk to the company, and the commercial, following suit, re-echoed his sentiments. It was half-past eight in the evening, and although some men were still engaged with correspondence, there was a general sign of slacking off. Thanks to the introduction of manifold order-books, the traveler can despatch his work more quickly than in former days when he was necessitated to write his orders afresh. Now, by the method employed, the process of taking down an order affords the traveler a duplicate in each case, which he can post off after assuring himself as to its legibility.

Most of the men wore a satisfied look, as if the day's work had not been bad. Probably the exceptionally fine weather accounted for this to some extent. An outsider might perhaps think that a commercial traveler should hail the advent of a wet day with some amount of satisfaction, as being calculated to afford him uninterrupted interviews with his customers. But in reality, the case is almost invariably the reverse. A trader is wont to like to see money coming in at the same time that he is paying it out, or pledging him to payments at a future date; and bad weather and absence of purchasers sometimes lead him to return the civil greeting of the commercial representative with ungracious speech such as, "It seems to be nothing but rain and commercial travelers!" Or, in reply to a polite inquiry as to wanting certain things, "The only thing I am looking for, sir, is business."

In a few minutes the commercial, who had been standing treat, rose and said to his customer, "Well, Mr. ——, if you'll excuse me two minutes I'll send off that little addition to your order, and I'll tell my people to execute the lot promptly. And, look here! I'm just going to write a private line to the manager of the hard goods department and tell him to see to it specially. It's necessary, because we are very much pressed at present, our people tell me. We've been obliged to keep a lot of our hands working overtime for the past three weeks."

Hereupon a fellow traveler, who was passing behind his chair, clapped him on the shoulder and said in a loud whisper, "Old fellow! Just remember the fate of Ananias." Whereupon the other lunged out at him in mock wrath.

The sally evoked a general chuckling. The youngest commercial in the room seemed specially to appreciate it, the more so perhaps because he had not been long enough on the road to have heard the like before. (N. B.—The commercial room is a dreadful place for remarks of the chestnut order.)

He had quite a youthful appearance, and was in fact barely twenty, having only been sent out to travel some three months previously, when his employers were suddenly called upon to supply a gap, owing to an accident sustained by one of their representatives. But, fortunately for him and for them, he had been already tried at town traveling, so that he was not entirely raw, and he had, moreover, before starting on this journey, received some valuable preliminary coaching; for his predecessor on the route was not one of those who say to their successor: "You must find out for yourself; I had to find out for myself; no one helped me." As a matter of fact, no one had helped this senior when a junior and a novice, and he had suffered in consequence, and years rolling by had not hardened him into callousness as to the suffering of others who followed his calling. Consequently, he had spared no pains in helping the youth to steer clear of commercial rocks and breakers. He had bade him be mindful that an appearance of a large stock behind the plate-glass window is not incompatible with the fact that its owner may be thoroughly untrustworthy. He had recounted to him how, at the beginning of his own career, the result of the hard work on the journey had been marred by a big bad debt, owing to his having taken an order from a shifty trader, who, noting his youth, had more than met him halfway, and enticed him into booking it without proper inquiry into the giver's commercial status; the result being that the latter collapsed financially not two months after, to the tune of a shilling in the pound.

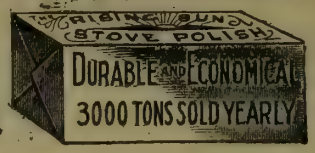
His employers, too, had given him some sound and useful advice. One of them, who had himself had some experience of commercial traveling, had urged upon him the necessity of endeavoring to suit customers' convenience as to time of calling. "A tradesman," said he, "looks upon the traveler as one who solicits a favor from him. I know that there are some who say it's no favor to pay an account when it is properly due. Nor is it. But it is a favor for a customer to sacrifice more time than he can conveniently spare to listen to a traveler who desires to convince him that it is to his interest to purchase from him. It is perfectly true that he may be, and very often is, the better off for having listened to him; but it must be remembered that the traveler has to request the favor of an audience. It is open to the trader not to grant it, and therefore if he does give it, he to that extent obliges the traveler, who in return should prove himself grateful by being as concise as possible, thereby showing no disposition to presume on the courtesy accorded to him."

The young fellow had brains enough to profit by the advice tendered to him, and consequently did not approach buyers in the lamentable state of verdancy and ignorance which is too common amongst young representatives, sometimes owing to the carelessness of their employers in neglecting to put them in the way of proper information about their work, but very often, too, owing in a large measure to their own conceit, which makes them slow to profit by the experience of others, and induces them to pass themselves off as being far better qualified for traveling than they are in reality.

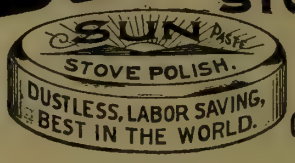
Self-opinionated youngsters of this class are a terrible drag on the wheels of commerce. They commit all sorts of indiscretions, such as telegraphing home the order of a shaky customer, for immediate dispatch. "Diddleums paid account, wants such and such goods urgently," they wire. On the strength of this the order is executed, only for the disgusted firm to learn too late that the so-called payment consists of a one-month's bill accepted by Diddleums, made payable by him at his own premises, and not worth the paper it is drawn upon.

Two young commercials sat talking in a corner. Although assuming an air of

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

privacy they relieved themselves occasionally with remarks which were audible to the whole roomful. "I tell you what it is," said one, "it's all jealousy. Our house has been doing more and more every year, and they know it, and don't like it." Then further whispering ensued, both wearing a look as if discussing matters of the gravest importance, and indicative of immense responsibilities.

A consequential young fellow, who wore that unmistakable "still-got-to-be-chaffed-down" look on his face, rang the bell loudly.

"Boots ! bring me a pair of slippers."

The Boots, who had answered the peal with promptitude, withdrew with equal celerity, and reappeared with the desired articles. The knight of the road did not descend to the weakness of expressing thanks for the service, but recalled him as he was leaving the room with :

"Boots, what is the name of the street where the shops are ?"

Hereupon the expression on the face of nearly every commercial in the room evinced clearly the mental reflection of "What an ass the man must be !"

"I suppose you mean High street, sir."

"Yes, of course, I mean where the principal shops are."

"Well, old man," said a fellow traveler, "You've got to know this place a bit better than you do now, if you think the High street is the only one to do good 'biz' in."

"Oh, I shall get to know it soon. Me and my cousin are going to take this journey betwixt us."

"Indeed ! Well, I hope you will get as many lines as you deserve" (lines signify orders in commercial phraseology), said the other ironically.

"I got one good line out of D—— H——. You know whom I mean; you do with him. But you remember when you met me coming in this evening at six, wasn't I black in the face ?"

"Well, you didn't look particularly joyful."

"No, I was like a devil. I'd called upon a man and got him to promise to come to the hotel and see all my samples laid out in the small room behind this. Well, he came, and I stood drinks —cost me two shillings it did—and after talking for more than an hour he said no; he wouldn't order just now. I was in a rage, I tell you, a regular fume; and, when he had gone, I just lit my pipe and marched out for a walk along the road to try and get over it."

"So you couldn't get him to nibble, eh ? You didn't play him long enough, that's about it. People in this place are not too keen about giving orders offhand, especially when it's a new man that calls. Let's get up a rubber. Will you play, sir ?" he added, turning to the youthful traveler already alluded to.

"Thank you. A customer of mine is going to call for me in a few minutes to take me to his club."

"Oh, the Tradesmen's Club, off the High street ! Ever been there before ?"

"No, but I have heard that the members there are all very good to visitors."

"Yes, they're not a bad sort."

While he was speaking another traveler bustled into the room rather boisterously and addressed a friend who was still writing : "Hello ! Not done yet? I say, old man, I am going to have a day for a spree in the country to-morrow. Will you come too ? It will be just your sort."

"No; I can't. You see my people expect me to work on the Saturday while I'm here, and allow me the day's expenses just like any other day."

So do mine; but (sinking his voice rather lower and putting on a look of mighty cunning) you know how to work the trick, don't you ? Look here ! By the look of those order-sheets, you have done a good lot to-day. Well, do as I am going to do—keep some of them back, date them for to-morrow, and get the Boots to post them for you."

"Don't you think that is a bit rough on your house ?"

"Oh, they're rich enough to stand it, and I'll make it up to them later on. It's half the fun of a trip to feel you're getting your 'exes' paid."

And the holiday-maker did work the trick, with the result that the delay caused through his holding back one of the orders lost a good customer to the firm. Tradesmen nowadays when they give orders want the goods quickly more often than not, and some of them consider that they are unfairly treated if their orders be not despatched on the day on which they are received.

It was now past 9 p. m., which in the commercial room is the orthodox time for lighting up, and pipes and cigars, with accompaniments of whisky and soda, were going freely, while there was a general buzz of conversation. Two travelers, who had not met before for some time, were comparing notes about mutual friends and acquaintances. "I was told," said the younger of the two, "that you told some one that you had been working this ground for over forty years, and were thinking of knocking off altogether."

"That's quite true," rejoined the senior. "I came here on my first journey when I was nineteen, and I shall be sixty-two next month, and if all's well I shall be giving up for good at the end of the year. I've got some house property, which will give me just enough to do, and I think I've stuck to work

HOLIDAY ANNOUNCEMENT

Our Travellers will be off the road 1st to 15th Aug.

Wire, Phone, Mail us your orders and get low prices and quick despatch.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

PHONES 447 488 1258 899 } AT YOUR SERVICE AT OUR EXPENSE

The Original Quick Shippers.

Splendid Snaps— Summer Season

We carry full lines of Canned and Potted Meats suitable for campers, etc. We also have a fine assortment of Sardines and other necessaries such as

Camp Coffee, Lime Juice, etc., etc.

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

The Boys are away Holidaying —Ring us up.

Our Telephone

596

We Pay Charges.

Ask Central to reverse check.

Have Some Plums for You.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers **HAMILTON**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

The Summer Resort Trade is usually an important trade with grocers. Cottagers and campers want reliable goods, which will give satisfaction when they are away from the base of supplies.

MacLaren's Imperial Cheese

and

MacLaren's Roquefort Cheese

are household words throughout the Dominion. They are "delicate necessaries" and "necessary delicacies" in thousands of Canadian homes.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS
51 COLBORNE STREET
TORONTO, ONT.

close enough all these years to have earned a bit of leisure."

"By jove! what a lot of changes you must have seen in your time!" said the other, and then added in a regretful tone, "Well, I wish I were you, that's all. There are too many of us out nowadays. And things get so cut, because a lot of these new firms haven't got much capital, and they must turn it over quickly or they can't go on, so they offer at ridiculous figures and spoil the trade. My people are continually getting worried, and so am I, because men that have done with us for years are always saying that they are quoted lower figures, and asking for reductions. You see, they get these other houses' prices. They don't trust them but they do us; so they want to drive us to take the same prices for our articles that the others quote, because they know our goods will be all right. And what's more, a lot of them want three months' credit from us at the same figures that these men quote for prompt cash payment. It's just sickening! Well, it's no use grumbling, I suppose; only it's very discouraging to do a bigger turnover and have so little to show for it in the way of profits. And what I maintain is, that if there is much more business to be done than there was forty or fifty years ago, the increase is not proportionate to the numbers that are trying to get slices of it."

"Yes, that's true," said the other, "though it is rather hard to get men who have left off traveling themselves to realize it. When I began, I had to cover a lot of my ground with a horse and trap, and was allowed thirty shillings a day for expenses, Sundays and all, as I was often out a month straight on end. But though I back you about the increased competition, I cannot conscientiously say that nearly everything was more comfortable then. What I think made things more rose-colored than they really were, were the big pro-

Our Travellers

will enjoy a two weeks vacation commencing Saturday, July 30th, to August 13th, both days inclusive. During this holiday we invite you to send in your requirements either by mail, telegraph or telephone, at our expense. We can assure you of PROMPT SHIPMENT and LOWEST MARKET PRICES.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

fits we used to get. One man whom I used to meet very often traveled for a paint firm. He used to say that high prices were merely a matter of nerve. But much longer credit had to be given; six months, and then settlement by a four months' bill was quite an ordinary thing, and we made some big bad debts now and then. There was a lot more, too, of paying so much money on account and never settling up to hand till they got hopelessly insolvent. Then, again, there was no home life. It wasn't fair to the wife, when there was one, nor yet to the children, where there was a family."

"Did you miss your trap much when you took to going by rail?"

"Very much in the fine weather, but it was no joke getting soaked for hours in driving rain. I've often driven when it was so cold that I got nearly benumbed and could hardly hold the reins. Suppose we adjourn to the seats in the porch. This room is getting rather stuffy, and it is a fine evening."

The other agreed, but they had some difficulty in finding comfortable resting places, for several travelers were already sitting in the entrance hall and outside the door. Some of them were carrying on an animated but rather heated political discussion. Unfortunately, too many of the "genus commercial" are prone not only to lay down the law about the affairs of the nation, but to take a side with disregard to the feelings of those present who hold contrary views. If they have tendencies to Radicalism, the fact that they may know some of their auditors to be staunch admirers of Mr. Balfour and Lord Salisbury, will not ordinarily deter them from launching out into abuse of those ministers, and if they hold Conservative views, although someone present may have openly avowed an amount of regard for the memory of the G. O. M., that will not keep one of them from vehemently declaring how he "Hated the beast." Moreover, they wax hot, and indulge in flat contradictions, though their anger is usually short-lived; for, deny it who will, commercial travelers are a good-tempered race—which they have need to be, seeing what many of them have to put up with from customers. That numbers of them think they could give the Government no end of wrinkles is undeniable. And so in truth they could—of a commercial kind. They become keen observers, and are quick to detect wherein commercial obstructions lie. Indeed, their power and influence would be far greater were it not that, in their struggles for trade, number one is so very much the first consideration. If Brown sells goods which a railway company will carry at rates that enable him to do a fair business, he is not likely to agitate because that same company may demand higher rates for the class of goods sold by his friend and fellow-traveler, Jones. He will listen to his complaints, and say, "Hard lines, old man! but the railway beggars treat us pretty fairly, so I must speak of them as I find them and don't see my way to help you." He is not, as a rule, long-sighted enough to see that it is to his own interest to assist his friend in this respect.

By this time many who had been elsewhere had returned and were hanging about the hotel entrance for a final smoke and chat before going to bed. Amongst them was the young fellow who had, by his customer's courtesy, been made free of the Tradesmen's Club. He had thoroughly enjoyed his evening there, having been kindly received and hospitably entertained; and, as he showed his appreciation of his reception without presuming on it or giving himself airs, he was asked to come again, as was not another commercial traveler who also came as a visitor, and from the first made himself too aggressively at home there.

One of the senior members, to whom this free-and-easy individual had been introduced, remarked:

"Well, how are they serving you?"

"Oh, very well, thank you! I've done first-rate so far," was the travel-

Upton's

Home-made Jams

AND

Orange Marmalade

MADE FROM FRESH FRUIT AND GRANULATED SUGAR AND GUARANTEED FINEST QUALITY.

er's answer, he being anxious to convey the impression that he was a fine fellow, likely to make headway anywhere.

"Serve them right!" rejoined the other, with grim facetiousness.

This (in his own estimation) heaven-born genius now thought it time to declare himself further. Lolling back in his chair, and sipping the whisky and water which his introducer had provided and paid for, according to the club regulations, he thus commenced to give the members his unsolicited views touching the harbor works of their town.

"Where you made your mistake when you built your pier was in putting it in the place where it is. It ought to have been fifty yards further to the left."

In some places a speaker who propounded his ideas on the strength of a forty-eight hours' stay in the locality would have been remorselessly snubbed Here one of his hearers merely remarked "that it was difficult for a stranger to form a correct opinion about their harbor off-hand."

Others murmured a quiet acquiescence, but the commercial was in no way abashed, and favored the company with some more remarks for their benefit.

He knew it not, but he was effectually barring himself from being asked again to the club; for, although the good manners of those members present restrained them from setting him down in some such a manner as he would have understood—namely, by telling him straight that he was a conceited fellow who knew nothing about what he was talking of—they would certainly be sure to take the first opportunity of censuring the member, who had introduced him, for having brought such a "confounded fool" into their company, and he would probably feel so irritated that he would not only never offer to take the traveler to the club again, but would be strongly disinclined to buy goods of him on the next occasion of his calling for orders; for these things rankle.

After sitting and chatting for another half-hour the younger of the two men who had come out together, said, "Well, good night, old fellow. I may not see you again before you have left the road for good. Don't be too proud to remember old acquaintances, and say a good word for us when you can. You know all that rot that is said and written about commercials being a thirsty, gambling lot. Stick up for the order. You'll be believed when you've retired and people think you haven't got an 'axe of your own to grind.'

"Of course I will," said the other, "and there's one remark which I forgot to make when we were talking about earlier times. I'll make it now. There isn't half that stupid, senseless, practical joking that there was once. It used to be very much in the way to take down a young cub by some rough-and-ready trick. Why, you yourself must remember old Twizzler. He traveled till two or three years after you came on. Well, if there was a thing he hated, it was to see a young fellow doing the grand. Once, I was having breakfast in the same hotel with him and Jenkins; and young Cygnet, who hadn't been traveling more than a month or two, began bragging that he wasn't easily taken in. I saw old Twizzler look across at Jenkins, and wink. In another minute Jenkins feels in his pockets and then jumps up saying 'I'll be back in a minute. I've left something valuable upstairs. Just see that the waiter doesn't walk my egg off while I'm gone.' The moment he shut the door, Twizzler says to young Cygnet, 'I say! suppose you hide his egg in your waistcoat pocket, and sell him.' 'All right,' says Cygnet, and does it. Back comes Jenkins with, 'I say, where's my egg?' Cygnet tries to look knowing. 'Guess you've got it there,' says Jenkins, drives at his waistcoat, and smashes the egg all over him. It was a dirty jest rather, but at the time no one sympathized with Cygnet."

"I daresay not," said the other.

There was now a general ingress for departure to bed—a welcome place to a hard-worked commercial representative. And in these days travelers must work hard or they get out of the running. The majority of them, whatever be their faults and indiscretions, cannot be justly accused of downright laziness. On the contrary, they merit commendation for their industry, and sympathy on account of the constant obstacles and inconveniences they encounter and have to put up with in the course of their daily avocation.

ANNUAL MEETING OF MANUFACTURERS.

Mr. R. J. Younge, general secretary of the Canadian Manufacturers' Association, was in Montreal last week making arrangements for the annual meeting of the association, which is to be held on Sept. 20, 21 and 22. He believed that the meeting would be by far the largest in the history of the association.

PACKING HOUSE STRIKE RESUMED.

The big American meat strike which was apparently settled has broken out again owing to an alleged violation of agreement by the packing-house proprietors. When three thousand cattle butchers reported at the Chicago stockyards on July 22, only half of them were given places. As a direct result none were willing to go to work. They reported the fact to union headquarters and a general order for the renewal of the strike was issued immediately.

Up to the present, attempts to adjust the difficulty have been unsuccessful. On Saturday, July 23rd, the Butchers' Union and allied organizations sent an ultimatum to the packers demanding a settlement of the strike before the morning of July 25th on penalty of a general walk-out of all union employes at work in the stock yards. The Teamsters' Union have refused to sanction the decision of the packing house teamsters to join the strike and have appointed a committee to communicate with the packers in an effort to open peace negotiations.

Bradstreets' comments as follows on the strike: While it will no doubt be claimed that the strike has not lasted long enough to let its full effects be exercised, it is probably safe to say that a general strike of meat butchers has lost considerable of its terrors. So far the chief sufferers by the strike would seem to have been those members of the retail trade who loaded up freely with meat and then advanced prices heavily to take advantage of fancied public necessities. One reflection that comes to mind just now must convey considerable comfort to those who see "trust" machinations in any and all advances in prices, whether due to strikes or other causes. This is that despite the claims that the meat business of the United States was in the control of a "big four" of great packing concerns, controlling absolutely the sale, slaughter and marketing of a great public necessary, there was a very large amount of meat handled by the outside or independent slaughterers, who seem to have been able to keep at work and in a measure supply the markets in a fairly satisfactory manner. This demonstration of strength on the part of the thousand or more slaughtering concerns of the United States should certainly be encouraging to those who view with alarm the tendency to centralization of industry in the hands of a few persons or corporations.

RED ROSE TEA WAREHOUSE

INTERIOR VIEWS, No. 5

RETURNED
JUL 29 1904
Rent Book 21
Page 84

PACKING ROOM ON THIRD FLOOR.

In this room there are seven packing machines, together with electric automatic weighing machines and an electric motor which furnishes power for operating them. The teas feed into the automatic weighers from the hoppers on the floor above, and are weighed in 1 lb., ½ lb., ¼ lb., or ⅛ lb. packages as fast as the operator can handle the packages; the output averaging about 4,000 per day for each machine. Some of the packing machines are run by electric power and press the tea into the packages instead of pounding it as is done with the hand packers. These presses are a new machine not in use by any other firm in Canada and are a very great improvement on the old one, as the pressing does not break the leaf near so much as pounding.

The packages, when completed, are placed in trays holding about 50 lbs. each and are then sent through an iron chute, which has an automatic, self-closing attachment, to the floor below where the packages are labelled.

On this floor there is a lunch room for the convenience of the men and boys employed in the building. It is fitted up with all the necessary conveniences and much appreciated by the workmen; this room is the only place in the building in which smoking is permitted.

The balance of the third floor is used for storing teas.

Next week a description of the labelling room on the second floor will be given.

T. H. ESTABROOKS, TEA IMPORTER AND BLENDER,
Branch Offices: Toronto, Winnipeg. St. John, N. B.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

DAIRYING IN DENMARK.

By P. B. Ball.

AS AN explanation of the premier position occupied by Danish butter in the English market at the present time, the following resume of an interview with one of the largest importers of Danish butter in Great Britain is not without interest:

Uniform Quality a Feature.

In the first place the Danes see to it that the English housewife is able throughout the whole of the year to secure an article of uniform quality and fresh made every week. Denmark has a system of balancing her milk supply. Instead of having all her cows to calve in the spring, she has almost an equal number calving in autumn, which is the source of her additional supply at a period when her competitors (of the summer) are not in a position at present to successfully compete. Her exports to Great Britain are, indeed almost as large in winter as at any other period of the year—a very great advantage.

Government Supervises Dairies.

The first consideration when a factory (for Danish butter is factory-made) has to be erected is to find a plentiful supply of pure spring water. Then a community of farmers arrange to deliver their milk daily, the produce to be divided pro rata. The factories are subjected to surprise visits by officials appointed by the Government, and any irregularity is reported and severely deal with. Also a dairyman can call upon an expert in his district to visit the factory and find out the source of any difficulty which prevents the production of the desired quality.

Surprise examinations are also instituted by the Government, and at any moment a telegram may be received asking for a cask of that day's make to be forwarded for analysis, points being given for quality, texture and dryness. Yearly the sum total of points is published, and gold, silver and bronze medals are awarded for them.

Cleanliness the First Law

Cleanliness is the first law with Danish dairymen. All utensils, and the walls and floors of glazed bricks, are daily cleansed with the aid of a powerful jet of scalding water from the boilers.

Casks Branded to Avoid Deception.

Some people have stated that large quantities of Russian and Finnish butters are shipped from Copenhagen as Danish butter, but this is absolutely untrue. In the first place there is no butter arriving as good or as fresh from those countries as Danish butter, and an expert could not be deceived. It is true that many attempts have been made by unscrupulous merchants to deceive ignorant and inexperienced buyers; but it was suggested that every cask of Danish butter should have a stave bearing a mark of origin from top to bottom, and now almost every dairy uses the special "Lur-brand" on the side of the casks, which is the "hallmark" of Danish butter.

How Prices are Made.

Every week a committee of merchants in Copenhagen decide the price to be paid to the dairies after receiving the reports from the various markets in Great Britain. This price, however, is only nominal, and as much as five shillings per cwt. is paid above the quotation.

Canadian Butter not Uniform.

The Canadians do not pay sufficient attention to the regularity of their butter, not differentiating between the products of the various creameries. Some Canadian butter is quite as good in quality as any Danish. The main difficulty, however, is that if a box of such is discovered in a shipment it is a rare thing to discover another like it even when all the boxes are similarly marked. It is not unusual to find as small a maximum as two boxes in ten which are even in color and quality.

Butter Importations to Great Birtain.

The following figures represent the quantity and value of butter imported by Great Britain for the first five months of 1904 and 1903 respectively:

	Quantity. Cwt.		Value. £	
	1904.	1903.	1904.	1903.
Russia	120,405	113,379	566,182	524,296
Sweden	92,550	89,679	475,616	469,640
Germany	3,230	11,486	16,639	59,956
Denmark	764,542	774,990	4,013,199	4,259,652
Holland	109,767	132,807	540,851	669,536
France	145,856	151,962	788,378	825,203
United States	26,157	25,193	114,622	115,481
Victoria	151,726	17,879	709,689	87,206
New South Wales	116,681	2,123	543,114	10,457
New Zealand	221,596	169,082	1,053,602	844,163
Canada	12,083	7,323	51,069	35,074
Other countries	114,002	103,348	952,181	514,109
Total	1,878,545	1,599,269	9,425,143	8,414,773

Refrigerator Service.

BOTH the Canadian Pacific and Grand Trunk Railways have succeeded in getting their refrigerator service in working order in Ontario and Quebec. The special cars are intended for the export and local delivery trade in cheese and butter. The Federal Government has agreed until September 10th to assume the cost of icing to the extent of $5 on any number of cars up to 50. In this connection the following regulations have been issued:

"All cars supplied are to be properly iced, but it is suggested that a ton of ice per car, or possibly slightly in excess of this, will be all that is necessary to reduce the temperature sufficiently for the safe transportation of cheese; this, however, would depend to some extent upon the distance the car is to be hauled and the condition of the weather.

The full cost of ice supplied, on the basis of $2.50 per ton of 2,000 lbs., as provided for by paragraph 8 of Freight Traffic Manager's Circular No. 33, May 2nd, 1904, must be billed forward to Montreal, on carload shipments for export or for local delivery, unless the shipper may desire to prepay charges if any, in excess of the five dollars per car, provided for herein, in which event the five dollars will be billed forward to collect.

The agent at Montreal will collect any excess over the charge of $5.00 per car, except where the excess has been prepaid, and will receive instructions from the accounting department as to clearance of the charge which the Government assumes.

Should the total icing charges not exceed $5.00, no collection will be made from the consignee.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED.
PORK AND BEEF PACKERS,
TORONTO. ONT.

ROSE BRAND SMOKED BACKS

are the best known on the market. New, sweet cured stock of splendid flavor.

Surplus fat and rind removed, avoiding any loss in cutting. Fresh out of smoke daily, at

Peterborough, Hull and Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

GILLETT'S GOODS ARE STANDARD ARTICLES

IT IS TO THE ADVANTAGE OF EVERY HOUSEKEEPER IN CANADA TO USE THEM . . . . . .

Magic Baking Powder.
Gillett's Perfumed Lye.
Imperial Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Mammoth Blue.
Magic Baking Soda.
Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.
(ESTABLISHED 1852)

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market has been brisk and firm during the week under review. Prices rule at last week's level except in hams which show considerable strength and are up a half cent. There is every evidence that things are shaping for higher prices. The most interesting happening of the week was the shipment of ten cars of long clear bacon to England. It is seldom that any of this leaves this country, but it is probable that the strike in the United States has left its customers without supply and Canada is called upon to fill the demand. The price of bacon has not advanced but present quotations are firmer than last week. Things are dull in fresh meats and will be for a month. Light hogs are scarce and as a result have advanced 65 cents a cwt. We quote the following prices:

Long clear bacon, per lb	$ 0 07½	$0 07¾
Smoked breakfast bacon, per lb	0 12	0 12½
Roll bacon, per lb	0 09	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 50	16 00
Short cut, per bbl	17 00	17 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07	0 07½
" tubs "	0 07½	0 07½
" pails "	0 07½	0 07¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	9 00	10 00
" front quarters	4 50	5 50
" choice carcases	7 50	8 00
" medium	6 50	7 50
" common	6 00	7 00
Mutton	6 00	7 50
Lamb, spring	10 00	11 00
Veal	8 00	9 00
Hogs, light	....	8 25
" heavy	6 50	6 75

Butter—Receipts of butter are falling off considerably on account of poor grass and difficulties of shipping. Dairy prints are coming in much smaller quantities and in poorer quality, but there is still a great deal to be had. On account of decreasing shipments of dairy butter, creamery prints have advanced a cent a pound. There is still a large quantity of dairy tubs offering. Farmers, too, are making less butter on account of the low prices prevailing, and this has a tendency to harden themarket. The following prices rule this week:

	Per lb.	
Creamery prints	0 18	0 19½
" solids, fresh	0 16½	0 17½
Dairy prints	0 13	0 14
" in tubs	0 12	0 14

Cheese—The cheese market is showing little variation from week to week. Conditions are unsatisfactory and have been for a couple of months. The ruling price on the boards was about 7 1-2 cents. Reports from centres for the week ending July 25 are as follows:

Board.	Boxes.		Price.
Ingersoll	400	(no sales)	0 07½
Campbellford	1,645		0 07½
Peterboro'	7,000		0 07 7-16 0 07½
Woodstock	10,330	(325 sold)	0 07 9-16
Stirling	1,060		0 07½
Picton	1,655		0 07 7-16
Brockville	2,220	(no sales)	0 07½
Kingston	1,235	(no sales)	0 07½
Madoc	1,035		0 07 7-16
Tweed	635		0 07½
Vankleek Hill	1,660	(1,200 sold)	0 07½ *0 07½
Winchester	1,390	(no sales)	0 07½
Listowel	2,895	(no sales)	0 07½
Ottawa	1,957	(1,244 sold)	0 07½ *0 07½
Iroquois	908		0 07 7-1
Perth	2,630	(few sold)	0 07½ 0 07 5-16
Napanee	1,385	(1,210 sold)	0 07 5-16
South Finch	1,500	(few sold)	0 07½ *0 07 11-1
Cornwall	2,042		0 07½ *0 07½
Belleville	3,835	(1,730 sold)	0 07½
Alexandria	1,480		0 07½ *0 07½
Lindsay	2,138		0 07½

*Colored Cheeses.

Prices seem to be firmer at the same quotations as last week.

	Per lb.	
Cheese, new	0 08½	0 08¾
" twins	0 08¾	0 09

Montreal.

Provisions—Receipts for provisions of all kinds have been heavy as may be evidenced from the fact that on Monday there arrived 100 barrels of pork, 46 packages of lard and 380 cases of tinned meat. Live hogs came in very freely during the first part of the week but there was a falling off on Tuesday, while the demand from the packers was very good indeed. The market held firm and the steadiness of last week was maintained. Selected lots sold at 5 to 5 1-2c weighed off cars. Fresh killed abattoir stock remained firm and the prices changed not, selling at $7.75 for light weights and $7.50 for heavy per 100 lbs. The season is good for hams and bacon and a fine trade has been done in these lines. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07¾
" " 60-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 53
20-lb. tin pails, each	....	1 43

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09½

Butter—Everything is confused in the butter market. No one seems to be positive just what is being done or what is to be done. However, the situation is that extreme prices have been paid at country points by certain Montreal dealers. Mail advices say that these same folks have offered finest Eastern Townships' creamery at 17 1-2c for August-September shipment. This is fully 1-2 to 3-4c per lb. less than they have paid at country points. So there is a puzzle. To-day farmers realized 17 1-2c on spot for creamery (Quebec). Over 1,100 boxes sold at this price while for the finest Townships the ruling price was 17 3-4c. Some sellers claimed to have reached as high as 18c.

The exports of butter were heavy again last week and showed up well in comparison with those of last year at the same time; for instance, the total exports were 25,806 boxes and of this only 3,163 were through. Last season the shipments for the corresponding period were 17,870 boxes and in 1902, 28,-117.

Cheese—There is a little better feeling in cheese. The price is now 1-8 to 1-4

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

When ordering
Macaroni
be sure to specify
Napoli Macaroni
You will get
—a better article.
—at a less price.
—in a more saleable package.
Order from your wholesaler, and if he can't or won't supply NAPOLI BRAND, send order direct.
NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

Wilson's
Fly Pads
. . (POISON) . .
Sure Death to Flies
Clean, Safe, Effectual.
Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

of a cent in advance of what it was last week and not a pound has been moving at that even. Some considerable quantities of Quebec at 7 3-8 to 7 5-8c on spot were sold and on seconds there was an advance of 1-8c per pound more than they were selling for last week. Ontarios sold at 7 3-4c and Townships were selling at 7 1-4 to 7 5-8s. There were good sales of large quantities on the wharf at 7 1-4 to 7 3-8c. It is still believed that with the shipments nearly 40 per cent. behind what they were last year and with receipts less and country board offerings decreased, the farmers have no inducements to feed, which they were doing last year at this time. Some knowing ones declare that speculators are putting cheese away for future shipment as the ruling prices are extremely low and it certainly would not be a bad speculation.

The exports of cheese for the week ending July 26 were 79,034 boxes and of this 10,635 were through shipment. For last year at the same time 102,048 boxes were exported and for 1902, 138,896 boxes. The total shipments since the opening of navigation to date were 686,718 boxes; for 1903, 950,909; for 1902, 780,178.

If Peacock Mince Meat

was not all we say it is it would not get repeat orders.

Get it from your wholesaler.

The Bates, Peacock Co

HAMILTON, ONT.

1904 Canadian 1904

National Exhibition

Toronto, Ont.

August 29th to September 12th

Largest and finest exhibits of Canadian manufactures, agricultural products, live stock, etc., etc., ever shown. New buildings, improved facilities and greater variety of attractions than ever.

"BLACK WATCH BAND"

The Band of the "Black Watch" (the famous 42nd Royal Highlanders) will attend the Exhibition, by permission of his Gracious Majesty the King and officers of the Regiment, and will play three concerts daily throughout its entire course.

THE RELIEF OF LUCKNOW

The grandest pyro-military display ever seen in Canada will be presented before the Grand Stand each evening with hundreds of performers, brilliant costumes, gorgeous pyrotechnic setting, and assisted by the pipers of the "Black Watch."

SPECIAL ATTRACTIONS

"Dare-Devil Schreyer" in his leap from a bicycle 108 feet into a tank of water; **The Bickett Family,** world-famous aerial acrobats; **Winschermann's Wonderful Trained Bears; Adjie's Troop of Lions,** the most remarkable group of trained animals in the world, and many other acts of equal merit.

Special Railway Rates.
Ask your Station Agent for Particulars.

Remember the Dates,

August 29th to September 12th

W. K. McNAUGHT, President

J. O. ORR, Secretary and Manager

St. John, N.B.

Provisions—The market continues very dull. Pork is low. Beef seems fairly firm, but sale is very small. The continued low price of pure lard and the limited sale is disappointing to the trade. Hams and rolls have a light sale. In fresh meats, beef shows a rather smaller sale. Prices remain unchanged. Lamb has a large demand with prices lower and supply coming to hand freely. Mutton is not wanted. Veal is scarce. Little pork is offered.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 09	0 10½
Mutton "	0 05	0 06
Veal "	0 08	0 09
Lamb, "	0 08	0 09
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 09
" " pails "	0 08½	0 09½
Refined lard, tubs	0 08½	0 09
" " pails	0 08½	0 08

Butter—The supply is large. Regular dealers have little business at this season as the farmer gets in close touch with the retailer and consumer. Prices are low.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—Eggs keep quite firm. It looks as if we would not see the usually very low summer prices.

Eggs, hennery	0 15	0 20
" case stock	0 13	0 14

Cheese—The demand is not large for local consumption. Prices are hardly as firm.

Cheese, per lb	0 09½	0 10½

Winnipeg.

Cured Meats—The market is now firm and our quotations are as follows:

Hams, per lb	0 12½
Picnic hams per lb	0 08½
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Long spice rolls, per lb	0 10½
Long clear rolls, per lb	0 08½
Short spice rolls, per lb	0 10
Dry salt backs, per lb	0 09½

Lard—The market is firm. Our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20 "	1 80
" 10 " in cases	5 50
" 5 " "	5 55
" 3 " "	5 65
" Compound, in 20-lb pails	1 75

The Brine Duty.

The United States Government has rendered a decision in the case that has been before the appraisers as to the proper duty on fish imported into the country in brine. The controversy arose over the fact that the Government collected duty on the brine as well as the fish. The decision was favorable to the fish men. It means a considerable saving as it reduces the duty to be paid from $3 to $2 a barrel.

A Fine New Packing House.

A PROJECT of large proportions has just been launched in Montreal. A new packing company has been organized with a capital of $500,000 and will carry on a meat packing business in that city under the firm name of the Montreal Packing Co. The leading shareholders will be the same as those of the English-Canadian produce house of Lovell and Christmas, Limited. Mr. R. M. Ballantyne and Mr. P. W. McLagan, who are the joint directors of the company in Canada, are responsible for carrying through the organization of the company. A large plant will be at once built at Point St. Charles and the chief energy will be devoted towards the exportation of hams and bacon. Mr. C. W. Bowman of Ingersoll, Ont., will be the new manager of the company.

Provision Notes.

A. McMaster's cheese factory at Ormond, Ont., has been destroyed by fire.

The Wm. Davies Co. have purchased a site in St. Thomas, on which they will immediately erect a modern meat store.

HINTS TO BUYERS.

E. D. Marceau's offers this week should be highly interesting to buyers.

Laporte, Martin & Cie's. hot weather lines are very suitable now.

OFF THE ROAD.

L. Chaput, Fils & Cie., wholesale groeers, Montreal, are arranging for holidays for their travelers. All salesmen will be off the road from the 6th to 15th August, and it goes without saying that the boys will appreciate their breathing spell.

BISCUITS IN CARTONS.

Christie, Brown & Co., Limited, Toronto, are putting up their "Alexandra" and "Oswego" hard sweet biscuits in 1-2 lb. cartons packed in tins. These packages should please the trade as they are not only handy, but will avoid the breakage which sometimes takes place in biscuits when put up in bulk.

—"KOLONA" and "MAY-TECKS" TEAS—

"WHEAT-OS" The IDEAL Breakfast FOOD

WRITE, WIRE OR PHONE US AT OUR EXPENSE FOR YOUR REQUIREMENTS DURING TRAVELERS' HOLIDAYS.

WE GUARANTEE PROMPT SHIPMENT AND LOWEST PRICES.

THE EBY, BLAIN CO., LIMITED
WHOLESALE GROCERS, TORONTO.

"ANCHOR" CANNED GOODS

—"GOLD MEDAL" and "EMPRESS" COFFEES—

Fresh and Cured Fish

Shrimp Fishing.

SHRIMPS are generally caught in from 25 to 30 fathoms of water where the tides are sluggish, but near a strong current, or else in the same depths near the mouths of rivers, evidencing to me they feed after the manner of oysters. They are also migratory; they become uneasy when fished and are constantly shifting their grounds, sometimes but a few rods, and at other times a mile or more. This habit of theirs makes it necessary for the fishermen to constantly study the condition of the tides and weather that he may re-discover them promptly.

The appliance used in taking them is a modification of the beam trawl constructed of iron or of pipes, with runners on the bottom. These "frames" average about sixteen feet in length by three feet in height, the sack or net averaging about fourteen feet.—Pacific Fisherman.

Funny Fish is the Puffer.

The funniest little fellow in salt water is the puffer, or swell fish. Fishermen call him the blow fish.

When he is swimming around at ease, with nothing to alarm him, he looks queer enough, for the skin of his abdomen is all loose and wrinkled, and he has such a funny little tail and such ridiculous little fins and such a big, three-cornered head that he looks entirely absurd. His mouth, instead of being big and gaping, as most fish mouths are, is only a tiny round hole at the end of a pointed, conical snout. Out of this circular mouth protrude his teeth, like those of a rabbit.

He would be about as homely a fish as could be made if it were not for the beautiful orange and yellow and silver coloring that play all over him.

But queer as he looks when he is at ease, it is only when he is frightened or excited that he becomes really funny. If he is hooked, for instance, he comes to the surface grinding those protruding teeth so that the sound can be heard a good many feet away. And then, as soon as the hand touches him, he begins to grunt hoarsely, and with each grunt he swells a bit, till within a few moments he has puffed himself so full of air that he is quite round and firm, like a ball. So thoroughly does he distend himself with air that when the fishermen hurl him at the water with all their force, as they often do, he will bounce just like a rubber ball.

If he is dropped into the water after blowing himself full of air he floats on it as lightly as thistledown, and he will stay that way until he has assured himself that danger has gone by. He does the same when he is pursued by other fish. And, as he floats almost entirely out of water, with only a little bit of his hard, spiny body sunk under the surface, very few fish can hurt him once he is inflated.

Fish Notes.

The Government is contemplating the establishment of a fish hatchery on an extensive scale at some point on Lake Huron or the Georgian Bay, namely, Sarnia, Goderich, Owen Sound, or Collingwood. A representative of the fisheries department will shortly visit these places to decide where it shall be located.

Grocers—If you want to give your Customers the Best Value for their money and thereby build up your Tea trade, give them

Blue Ribbon *Ceylon* Tea

Push the Red Label—40c., worth 50c.

NONE SO GOOD

To every grocery traveller in the Dominion of Canada—

If you are interested and would like to get an *endowment policy FREE,* or at least with small effort, write us particulars.

—Wishing you all a pleasant holiday.

Snowdon, Forbes & Co., - Montreal

THE TRAVELERS AND THEIR HOLIDAYS

HOW THE DRUMMER BOYS ARE SPENDING THEIR VACATIONS.

ON August 1 the grocery travelers enter upon their well-deserved Summer holidays, extending over two weeks. No one place seems to have been singled out as a special favorite this year, and during the next few days our drummer boys will be making themselves scarce over the country, honoring with their presence every place that merits the title of Summer resort. The Grocer has much pleasure in wishing one and all of the fraternity of the gripsack a very happy holiday, and hopes they will not forget for the time being to cast aside entirely the load of care and worry attending the vocation of the traveling man. Many they not be afraid to stow away credentials in grips for the next few weeks, and enjoy life "according to nature" like any other holiday seeker.

The Grocer has attempted to improvise a travelers' directory, extending over the next few weeks, for the special benefit of anxious friends at home, and presents the following list :

From the Eby-Blain Co., Toronto :

F. J. Watson will be found at his Summer cottage, Presqu'Isle, near Brighton, Ont.

J. W. Borsbry will divide his attention between the sights at the Soo and a voyage of discovery in New Ontario.

R. W. Ritchie expects to take part in a geological survey of the Georgian Bay District.

W. T. Wickham will enjoy the balmy breezes of New York City.

T. A. Wilson will listen to the wee small voices of nature at Garret's Rest, Rideau Point.

R. A. Smith will continue his Summer outing at Burlington Beach, Hamilton.

J. A. Milne will go on a fishing excursion up the lakes.

J. A. Montgomery will journey to New York and Coney Island, that Mecca of pleasure seekers.

H. C. Baker will take in the river and lake trip through the Thousand Islands to Montreal and Tadousac.

D. Casey will holiday at Niagara Falls and Crystal Beach, New York.

J. W. Mabee, the coffee king, will renew his youth in Bay City, Mich., incidentally taking in Chicago and the St. Louis Fair.

M. A. Muldrew will disport himself at Roache's Point, Muskoka.

T. S. Grant expects to put in two weeks at Onondagua, New York.

Traveling Men Without Credentials.

J. A. Taylor will enjoy the pellucid waters of Lake Simcoe.

J. P. Thompson will be found at Orchard Beach, Lake Simcoe.

H. A. Ernst will spend the holidays in Muskoka.

W. P. Eby will experiment with fishing tackle on the Georgian Bay.

* * *

Representatives of H. P. Eckardt & Co., Toronto :

F. Anderson will spend the holidays at St. Thomas.

J. W. Charles will take a trip to Toronto.

F. J. Blackburn will rusticate at Forest Hill, Ont.

J. H. Lehman will be found at Ringwood, Ont.

C. E. Kyle will recuperate at the Welland House, St. Catharines.

J. W. Shouldice will inhale the ozone of Honey Harbor.

W. J. Bradley will assist his brother, J. W. Shouldice, in his devotions at Honey Harbor.

F. Menzie will holiday at Niagara Falls.

* * *

Representatives of Lucas, Steele & Bristol, Hamilton :

H. Hickey has left on a trip to the Northwest.

Jas. Price will enjoy the holidays at home, taking care of the baby.

Billy McPherson will be off on his usual fishing tour, but has kept everything very quiet.

Thos. Edwards is going back to his old occupation on the farm to recuperate.

W. T. Harris will put in his time between Port Stanley and Hamilton, studying out how to manipulate some new change sheets recently received.

Nat Irvine will likely be seen a good deal around Hamilton Beach and on the Turbinia. His fishing days are over. He says he has a surfeit of it.

W. T. Orton is still a tender-foot and Hamilton has too great attractions for him to get outside of the city limits. He is held pretty tight there.

G. F. Foote, who is on the north trip,

will probably spend his time around Manitoulin Island.

* * *

Representatives of the E. W. Gillett Co., Toronto :

J. F. Holden, J. W. Powell, and other Ontario representatives of E. W. Gillett Co., will enjoy their usual two weeks' vacation, beginning August 1. The above named gentlemen will put in the two weeks at their homes in Toronto, as they do sufficient traveling during the balance of the year and do not care for any during the vacation period.

* * *

Representatives of Davidson & Hay, Toronto :

W. B. Smith will spend his vacation at his roost sur le mer.

W. Anderson will take an experimental course in farming at his Niagara fruit farm.

A. D. Leslie will join his brother travelers at Roache's Point.

W. T. Bowes will spend his holidays at Lindsay.

C. Shields will take a trip across the lake to Saratoga, N. Y.

F. C. Ramsey will holiday in Muskoka.

Sam Qua will remain in Toronto.

* * *

Representatives of John Sloan & Co., Toronto :

C. F. Sharpe will spend his time at Port Stanley.

W. H. Maxwell will go back to the wild regions of Strawberry Island, Lake Couchiching.

E. G. Williams will spend his vacation at Waterloo, Ont.

E. G. Jones will spend part of the time in Toronto, cutting the lawn, and part visiting in Michigan.

J. H. Devaney will take part in the golf tournament at Old Orchard Beach.

J. Owen will spend his time between Munro Park and the baseball grounds.

J. B. Mayled will seek relaxation among the Thousand Islands.

J. Hayden will visit the World's Fair and Arkansaw.

F. M. Tait will take daily constitutionals on the Oshawa Beach.

C. S. Parsons will join his wife and family at Beaumaris, Muskoka.

H. Brett will take the Montreal and Thousand Islands trip.

* * *

Representatives of Warren Bros. & Co., Toronto :

W. Glover will indulge in sea bathing at Saratoga, to reduce his avoirdupois.

W. B. Dack is away back in the pine woods of Muskoka chasing mosquitos and incidentally picking up a bass or two.

D. J. Warren will be found at Niagara-on-the-Lake, playing tennis and keeping an eye on the fair damsels.

Representatives of F. W. Humphrey, Toronto :

T. Dowswell will spend his holidays fishing and hunting on the Moon River.

T. L. Willis will try his luck at fishing on the Trent River.

J. B. Dingwall will go on a cruising trip to Charlotte, Bay of Quinte, and Brockville.

W. A. Mitchell will take the trip to Mackinac.

W. Corrigan will rusticate at Lucknow, Ont.

W. Totten will be found at Owen Sound.

E. F. Walker has joined a kodak party in Muskoka.

* * *

Representatives of T. B. Escott & Co., London :

W. E. Eardley will likely visit friends in the north.

W. H. Escott will spend his holidays at Port Stanley.

Erle Insley will take a quiet rest at his home in London.

J. C. Bowers is intending a trip up the lakes.

B. L. Moorehouse will spend his holidays at the Soo.

F. Mayhew will spend his holidays in Ridgetown.

* * *

Representatives of the R. & J. H. Simpson Co., Guelph :

W. H. McWatters expects to take in the Mackinac trip.

J. R. McDonald will camp at Muskoka.

E. S. Little will spend his holidays at Puslinch Lake.

A. M. Magee will enjoy the Highlands of Muskoka.

* * *

Representatives of Lind, Kerrigan & Co., London :

R. G. Lind will be found at Springbank, Ont.

W. A. Banghart will rusticate at Kilworth, Ont.

N. M. Ripley will spend his holiday with nature at Komoka, Ont.

F. Kerrigan will take a trip to Pond Mills, Ont.

* * *

Representatives of James Lumbers, Toronto :

J. H. Lumbers will spend the holidays with his family at Beaverton.

A. Dilworth will enjoy the scenery on the Welland Canal.

Condensed Sentiment.

The English custom of abbreviating familiar phrases by using the initial letter of each word is one of the first to arouse the interest, and occasionally the amusement, of Americans.

"R. I. P.," signifying "Rest in peace," is frequently inscribed on monuments; and recently on a very old stone a tourist discovered an epitaph which read something like this :

"Here lieth my beloved wife,
ELIZABETH ANNE,
Born———— Died ——
Let her R I P."

Story of the Green Ticket.

Jenkins had left college, where he had lived rather fast, but now meditated matrimony and settling down. As an old aunt had died and left him a little money, what was more natural than that he should redeem some of his many articles of clothing which he had deposited with his "Uncle Ike" in the days of necessity ?

By sad mishap, however, the obliging relative forgot to remove the tickets, which led to an embarrassing contretemps on his return home.

Full of kindness and pride for her dear boy, his mother, on his return to the parental home, insisted on unpacking his boxes. In doing so she first discovered an overcoat with an ominous looking label upon it.

"What a nuisance !" said Jenkins in answer to her expression of surprise. "They must have forgotten to take off the ticket at the ball at Smith's when I left my overcoat in the ante room."

Mamma was satisfied, but when, shortly afterwards, she found a pair of trousers bearing a similar label, imagine the puzzled surprise with which she exclaimed :

"But surely, my darling, you didn't leave these in the ante room, too ?" — Tit-Bits.

A Birth They Expected.

Little three-year-old William Bryans had long wished for a little baby at his home. One Winter day he said to his mother :

"Mamma, where do babies come from ? Where did Aunt Jennie get little baby Allen ?" His mother explained to him that God sent the babies, and if he so much wanted a little baby he must ask God, so that night he ended his usual prayer with a petition for a tiny little baby.

"It will be here when we wake in the morning, won't it, mamma ?"

"No, William, God won't send it so soon; it is cold, and we would not be ready for it; we will wait until it gets warm and the leaves come out on the trees, and the grass gets green, and the flowers come, then God will send it."

Now of all this conversation the father was ignorant, and what was his consternation when one day in early Spring William was standing by the window and suddenly exclaimed :

"Look, papa, over there the grass is coming up all green; pretty soon God will say, 'It's time for Bryans's baby.' "

HOLIDAYS

For two weeks, commencing Monday, August 1st, our travellers will be withdrawn from the road to enable them to enjoy a well-earned rest. We therefore ask our customers, who we know are in sympathy with this movement, to Telephone or Telegraph their orders at our expense.

PROMPT SERVICE

WARREN BROS. & CO., TORONTO

Our reputation has been made on

Quality of Coffees and Spices

and we don't intend to lose it.

Todhunter, Mitchell & Co., 7 FRONT ST. EAST, Toronto

EVERYBODY WANTS

"FREEDOM"

SCOTCH WHISKY

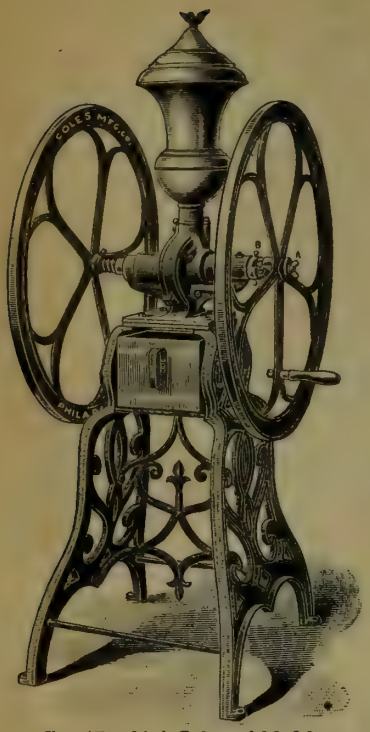
(Thoroughly matured in wood.)

MacLEAY, DUFF & CO.,

GLASGOW, SCOTLAND.

B. O. BELAND,

Agent, - 1684 Notre Dame Street, - MONTREAL.



Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

No. 17. List Price, $40.00.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.

COFFEES

Have you realized that we use only the best Java, Mocha, Bogota and Mexican Maracaibo coffee in our blends?

The cup quality of these goods has secured, and is holding for us, the biggest and most particular trade in Canada—these buyers are making money out of our blends; why shouldn't you?

We import direct from the country of growth.

Our machinery is of the very latest and most improved type and is operated by experienced experts.

Every roast is carefully graded and cleaned and all foreign substances are thrown out.

Carefully packed in attractively labeled air-tight tins, weighing from 25 to 125 lbs.

See our salesmen, or write direct for sample tin of Brazilian, Rio or Santos grades—we will guarantee the quality of these blends or you may return the tin at our expense.

GORMAN, ECKERT & CO.

LIMITED

London, Canada.

Makers of **Grocers' High-Class Specialties.**

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Laporte, Martin & Cie., Montreal.
Old Homestead Canning Co., Picton, Ont.

Cheese Cabinets.
Lucas, Steele & Bristol, Hamilton.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Davidson & Hay, Toronto.
Pacific Selling Co., New York.
Todd, J. H., & Sons, Victoria.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co. Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Beland, B. O., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Snowdon, Forbes & Co., Montreal.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Parke & Parke, Hamilton.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Rattray, D., & Sons, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Reckitt's—Gilmour Bros., Montreal.

Wines, Liquors, etc.
Beland, B. O., Montreal.
Laporte, Martin & Cie, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E. 59
Adamson, J. T., & Co. 59
Allison Coupon Co. 7
American Coffee & Spice Co 69
American Tobacco Co. 67
Auer Light Co 8
Balfour & Co. 13
Bates, Peacock Co 22
Batty & Co 69
Beland, B. O. 27
Bennett Mfg. Co. 7
Black Bros. & Co. 8
Bloomfield Packing Co. 9
Blue Ribbon Tea 24
Bradstreet's ..... inside front cover
Brantford Starch Works 36
Burlington Canning Co. 7
Canada Paper Co. 49
Canadian Press Clipping Bureau ..... inside back cover
Canadian Salt Co 30
Canadian Swiss Trading Co. 57
Canadian Vinegar Co 59
Capstan Manufacturing Co 8
Castle, F. J., Co. 70
Ceylon Tea 6
Chase & Sanborn 30
Christie, Brown & Co. ..outside front cover
Clark, W 49
Coles Manufacturing Co 28
Colson, C. E., & Son ..outside back cover 3
"Commissioner" Tea 7
Cowan Co 57
Cox's Gelatine 7
Cullen, Orlan Clyde 52
Davidson & Hay 15
Dawson Commission Co. 58
Dingle & Stewart 2
Dominion Molasses Co. inside back cover
Dominion Packing Co 19
Downey, W. P 39
Duncan Company 7
Dunn, Wm. H 51
Dutch Chemical Works. inside back cover
Eby, Blain Co 23
Eckardt, H. P., & Co. 41
Edwardsburg Starch Co 71
Empire Tobacco Co. 64
Epps's Cocoa 49
Estabrooks, T. H. 17
Eureka Refrigerator Co 7
Ewing, S. H. & A. S. 70
Ewing, S. H., & Sons 5
Fabien, C. P. 66
Fearman, F. W., Co 19
Finkle & Ackerman 59
Force Food Co. 61
Fortier, J. M 66
Foster Pottery Co 2
Frontenac Cereal Co 62
Gibb, W. A., Co. 58
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd. 20
Gorman, Eckert & Co. 28
Gowans, Kent & Co. outside back cover
Greig, James R ..... outside back cover
Greig, Robt., Co. ..... outside back special cover
Hill, Evans & Co 72
Horrocks, T. J 66
Husband Bros. & Co. 58
Japan Teas 4
Kay Bros ..... inside front cover
Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ..... inside back cover
Kinnear, Thos., & Co. 14
Klotz, E. W. 52
Lake Huron & Manitoba Milling Co. 36
Lambe, W. G. A. 2
Lamont, Corliss & Co. 57
Laporte, Martin & Cie ..... inside back special cover
Lucas, Steele & Bristol ..... outside back special cover 13
Lytle, T. A., Co. 3
Maiden, J. H. 57
Marceau, E. D. inside front special cover
Matthews, Geo. Co 20
Metallic Roofing Co. 52
Millman, W. H., & Sons 2
Mooney Biscuit and Candy Co. 55
Morse Bros. 12
Mott, John P., & Co 54
MacLaren's Imperial Cheese Co 14
McAlpin Consumers Tobacco Co 66
McCann Wm., Milling Co 55
McDougal & Lemon 59
McDougall, D., & Co. 67
McGregor-Harris Co. 40
McLaren's Cooks' Friend Baking Powder ..... inside back cover
McLean, J. A., Produce Co. 20
McWilliam & Everist 58
National Licorice Co ..inside front cover
Napoli Macaroni Co 21
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 52
Oakey, John, & Sons ..inside front cover
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 53
"Ozo" Co. 56
Pacific Selling Co. 67
Page, C. S. 52
Park, Blackwell Co. 19
Parke & Parke 40
Payne, J. Bruce 65
Price, Chambers & Co. 2
Provost & Allard 3
Rattray, D., & Sons 63
Reckitt's Blue and Black Lead 70
Reid, W. B., & Co 66
Rose & Laflamme 5, 63
Row & Co. 2
Rutherford, Marshall & Co 40
Ryan, Wm., Co. 40
"Salada" Tea Co 36
Sheridan, J. H. 52
Simson Bros. Co 3
Snowdon, Forbes & Co. 24
"Sovereign" and "Lynx" Salmon. 8
St. Charles Condensing Co 54
Stewart, A. J., & Co 54
Stringer, W. B. 59
Taylor & Pringle Co. 2
Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todd, J. H., & Sons. 28
Todhunter, Mitchell & Co. 27
Toronto Exhibition 22
Toronto Salt Works. inside back cover
Tuckett, Geo. E., & Son Co. 65
Turner, James, & Co. 13
United Factories 10
Upton, Thos., & Co. 15
Verret, Stewart & Co. 7
Walker, Hugh, & Son 59
Walkerville Match Co. 5
Warren Bros. & Co. 27
Waterloo Broom and Brush Co 7
Watt, J. L., & Scott 54
Wethey, J. H. ..... outside back cover
White & Co. 59
Wilson, Archdale 21
Wilson Commission Co. 2
Wilson, W. H., Co. ..... inside front cover
Wood, Thomas, & Co. 10
Woods, Walter & Co. 21

PUREST AND BEST

Windsor Salt

Prompt Shipment Guaranteed

The Canadian Salt Co., Limited

Windsor, Ont

It is estimated by experts, that **$750,000,000** was spent in advertising in the United States and Canada during the year of 1903; but for all that, the best possible advertising is given you **free,** by **your satisfied customers.**

One way to obtain this advertising is by handling **CHASE & SANBORN'S** surpassing brands of Coffee.

CHASE & SANBORN

The Importers, Montreal

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street, Telephone Main 1255.
TORONTO - - - 10 Front Street East, Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block, Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

New Advertisements.
Lake Huron and Manitoba Milling Company, Goderich.

A HEALTH TO THE TRAVELERS.

THE GROCER has many good friends among the commercial travelers representing the wholesale grocery houses of the Dominion. As a mark of appreciation of past kindnesses received at their hands, this week's issue is gratefully dedicated to them. At the same time the hope is expressed that the future relations of the travelers and their trade organ will be as cordial and friendly as they have been in the past.

The travelers are now about to give up the cares of business and enjoy a well-earned vacation, and certainly the ardors of the past Winter were sufficiently severe to make the present holiday a well-earned one. Possibly no vocation entails the endurance of more inconvenience and weariness than that of the commercial traveler. The change from place to place, the exposure to various climatic conditions, the poor fare, the absence of home comforts, the loss of business, are all very real evils, though the traveler seems to put up with them all with callous indifference. A relief from these cares is certainly welcome and should be accorded ungrudgingly.

THE DOMINION EXHIBITION.

AS an indication of the growing importance of the Canadian west, the Dominion Exhibition, which was opened this week at Winnipeg, is significant. Such an exhibition is never held in a city or province only just coming into existence. It is only possible where a community has reached a high state of development, intellectually and materially. The Winnipeg Exhibition accordingly marks a new phase in the history of western Canada, and a turning point in its career.

That the people of eastern Canada are alive to the importance of the west has been demonstrated by the number of exhibits, as well as by the number of representatives, sent west by eastern firms. A few years ago the managers of such firms would never have countenanced such a step. To-day they are only too anxious to improve their footing in the west.

The exhibition will undoubtedly be of the greatest benefit, not only to exhibitors but to the nation generally. No better way of bringing east and west into sympathetic touch could have been devised. Visitors to the exhibition, seeing the interest taken by the east in their city and country, will appreciate their fellow-Canadians more, and easterners will understand better the magnitude and needs of the west.

DOG FISH UTILITY.

SOME time ago The Grocer went into a full explanation of the dogfish question. In Parliament the other day the subject was exhaustively treated. No one had a word to say in favor of the pest though it sometimes is the case that there is "a soul of goodness in things miscalled evil."

Mr. Prefontaine, for instance, said that the fish were used for food in certain parts of Europe but that on this continent they were considered too coarse to eat. Mr. Ross of Victoria, N. S., was of the opinion that they might be used for canning purposes and the "results" could be sent to China or Japan where the inhabitants were not so sensitive as to what they took for food. Mark the word "results." Perhaps Mr. Ross used the word judicously, for why should not the fish be canned?

The extraction of oil is not exactly profitable because it only sells for 15 cents a gallon, but Mr. Macpherson of British Columbia pointed out that out there the people had not waited upon the Government but had established oil refineries and had made a success of oil extracting, while the offal was used for fertilizing purposes.

If the pest is as bad as is reported from the Atlantic coast then the bounty system is certainly the best possible method of getting rid of it.

The discussion in the House was very interesting, though it would appear as if certain members made rather a joke out of a very vital issue as far as Canadian fisheries are concerned.

THE HIGH PRICE OF LIMES.

QUITE a stir was caused in the green fruit trade of Montreal by the exposure in The Grocer of the extortionate price of limes in that market. Further details were supplied regarding the causes for these fruits being so expensive. For instance, in a case of limes, there are about 60 dozen. A case costs originally $1.50. If imported direct they would cost about $1.67 a case, with freight of course to be added. Barrels of limes cost $3.50 originally, and the average barrel contains about a little over 800 limes. It was in this manner that Mr. Russel-Murray imported his limes from Dominica, and which were sold at the low price of 5c a dozen, and at that price made a handsome profit.

Even fruit that is not imported direct can be sold at a great deal less than 25c a dozen, as may be proven by the following figures: There is a duty of 1c a pound on the arrival of the limes in New York, and an additional levy of 30 per cent. on the value of the package. When these goods are reshipped to Canada another duty of 25c a case has

to be paid, and 55c on barrels (specific). Thus with freight, duty, and all charges included, limes can be laid down in Montreal at $2.45 a case.

These figures were supplied by an importer and he stated that that was exactly what it cost him. Hence it will be seen readily by dividing $2.45 by 60, that it leaves the cost of limes at about four and a fraction of a cent, per dozen. Why then should such a price be asked as $1.25 per hundred? Wholesale fruit men will say that their limes are cultured limes, that they are specially grown, and that they are of fine quality. This all may be true, yet the British commissioner from the West Indies in Montreal, states that the lime is a fruit that grows wild in the tropics, and that it requires little culture, and that there are no such things as cultivated limes, which are sold in Canada under this falsified pretext. This gentleman has no intention of antagonizing the lime trade, but on the other hand is ambitious to broaden the sale of the fruit. If the price could be reduced, a more general consumption would at once set in, and it would be better both for producer and consumer. At any rate the trade has had its eyes opened to the situation, and it is the duty of the fruit men to do something. Enquiry at different groceries during the week elicited the fact, that in several instances limes had been reduced in price.

CALIFORNIA FRUITS.

THE outlook for California fruits this season is a very good one providing there are no drawbacks. Reports from all sections are very favorable. The fire which recently destroyed some 800 tons of raisins will help to reduce carry-over stocks some and clear the market for new fruit. Any old fruit carried over will very largely be used up for wine making.

Prices of new crop to hand are such as to augur good business, in fact, they are so low that the question of profit to packers is a very doubtful one.

The new crop seeded raisins, taking the average all through, will run fully as low, if not lower than old crop seeded. Loose muscatels can be bought for delivery in October and November, 3 crowns at about 6 1-2 to 7c duty and freight paid, though it is highly probable that the present excessively low prices will cease as suddenly as they were made. Apricots are firm and opening prices for jobbers will be equal to about 13 to 15c according to grade. Peaches also are reported as limited, prices ranging from 9 1-2 to 12c, according to grade.

In prunes a considerable number of orders have been placed already and prices will rule about 1-4c below last year's figures. There is little doubt but that many old prunes will be sold as new crop and buyers will have to rely entirely upon the character of the shippers. It will be wise for Canadian buyers to stick to standard brands and well-known responsible shippers.

Over-grading may be expected to be resorted to and 2-crown mixed with 3-crown and 3-crown with 4-crown. Taking the California market on the whole it offers very favorable inducements to the Canadian trade.

In California canned goods, generally speaking, prices are somewhat higher than last year, the advance in peaches being the most striking on account of the scarcity of lemon clings. Orders for canned goods are reported as being about the same as last season.

NECESSITY FOR KEEPING BOOKS.

AN important amendment has been made to the law regarding fraudulent debtors, which has just received the signature of the Governor-General in Council.

It provides for the imposition of a fine of eight hundred dollars and one year's imprisonment on any person who, being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full and has not, for five years next before such inability, kept such books of account as, according to the usual course of any trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, uuless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors.

In other words, the Act shows the necessity of keeping books of account of sufficient clearness of detail to give a proper explanation of the course of any business.

A TITLED BILLHEAD.

Billheads bearing the names of titled men are so rare in Canada as to be a matter of note. In fact there is probably only one man in the Dominion who makes use of such a billhead, and that is Sir William C. Macdonald, of Montreal, the great tobacco manufacturer. In England, on the other hand, firm names are frequently seen bearing the names of men of title. There the conferring of a title is looked upon as an appropriate way of recognizing a man's prowess in business.

CHANGE IN SELLING TERMS.

The retail grocery trade of the Province of Quebec will be interested in proceedings taken by the wholesale grocers of Quebec at the last meeting of the executive of the Dominion Wholesale Grocers' Guild. With the object of rejuvenating trade, and after hearing reports from experts on the subject, as well as the advice of a number of the leading Quebec grocers, the Quebec section of the guild decided unanimously to sell all groceries, wines and liquors, with the exception of teas, on a basis of 30 days' net, or one per cent. 10 days.

It is anticipated that the new arrangement will profit the grocery trade generally. A leading wholesale grocer who attended the executive meeting in Montreal, when questioned by The Grocer, said the whole thing had been brought about by one man, who at the risk of personal sacrifice compelled the majority to fall into line.

It is thought that a similar scheme will be adopted by the wholesale trade of Ontario, it being manifestly an advantage where as high a percentage as 75 of the goods sold is on a basis of 30 days' net.

DEFECTIVE FRUIT JARS AND LAMP CHIMNEYS.

A CORRESPONDENT in the Montreal Herald this week calls attention to a complaint of the quality of fruit jars. He states that a close examination will show that a jar on which the rubber ring is laid will reveal two little ridges, one on each side. These are mould marks, due to badly fitting moulds, or carelessness in making the jar. It is claimed that when the fruit is put in and the top screwed down, there will be a leak at these mould marks. He also claims a defect in the glass tops, stating that a roughness on the top tears the rubber ring.

He also calls attention to poor lamp chimneys, the principal fault being found with the fact that they are not evenly finished, and would not stand if placed on a perfectly smooth table, or counter, and when put on the lamp cause the light to flicker and smoke the chimney, from naturally improper combustion.

In conclusion he writes as follows: "It is a pity that manufacturing concerns that are granted protection, as against imported articles, cannot be compelled to turn out a better quality of goods. Our Government should have the power to admit goods free of duty when it is shown that our manufacturers are taking advantage of the tariff to produce inferior goods."

A representative of The Grocer called upon the John L. Cassidy Co., Limited, and Barnard & Holland, two leading crockery and lamp goods houses in Montreal. Mr. Boyle of the former company stated that the complaint, as far as their house was concerned, was a new one, and added that during the past few years they had not heard of a single fault in connection with the jars handled by them. The same also applied to lamp chimneys. In company with the representative of The Grocer, an examination was made of their stock, and it was found that the jars were as stated, perfect in every respect. Mr. Boyle very appropriately remarked that if there was any complaint their travelers would certainly have heard of it before this.

Canadian manufacturers have every facility and experience in turning out jars equal to those imported. The only reason for complaint on the part of the Herald's correspondent would appear in the fact that possibly he has had passed off on him, either a cheap lot of culled goods, or secured some very old stock.

Mr. Barnard, of Barnard & Holland, stated that they did not make a specialty of handling fruit jars, and also said that from his personal experience he had found no reason to complain of Canadian manufacture.

The writer of the letter, from his concluding paragraph, is evidently a representative of some American, or other foreign concern, undoubtedly imbued, from business reasons, with free trade ideas.

The Grocer would be pleased to have those interested, throughout the country, favor it with their views on this question. If there should be any cause for complaint the attention of the Canadian manufacturers of fruit jars and lamp chimneys will be called to the matter.

The late Mr. D. J. Kelly.

DEMISE OF MR. D. J. KELLY.

As The Grocer was going to press last week a message was received announcing the sudden death of Mr. D. J. Kelly, at Ponoka, Alberta, on July 19. Mr. Kelly was a comparatively young man, being only 35 years of age, and until last July had spent practically his whole life in the grocery trade of Toronto. When a mere youth he entered the firm of T. Kinnear & Co., wholesale grocers, where he served an apprenticeship of five years. In 1890 the present retail grocery firm of Kelly Bros., at 90 Queen street east, was started with Messrs. D. J. and H. D. Kelly as partners. Mr. Kelly continued in business with his brother until last Summer, when, on account of ill health, he was compelled to seek a drier climate. Moving to Alberta he bought and stocked a large ranch. From time to time encouraging messages were received by eastern friends of Mr. Kelly's improving health and prosperity in business, and on this account the news of his death came as all the greater shock.

Mr. Kelly was president of the Toronto Retail Grocers' Association in 1901, the year in which the association voted down trading stamps and secured early closing, but before and since, up to the time of his removal from Toronto, he was considered one of the most active and influential members of the association. Mr. Kelly was also past master of Orient Masonic Lodge, Toronto, a member of McKinley Orange Lodge, and prominent in A. O. U. W. circles. He took active interest in athletics, having served on the racing board of the C. W. A. for years. He was also a member of the Atheneum and Ramblers' Clubs.

The funeral was held from the residence of his brother, 44 St. James avenue, Toronto, on Tuesday, July 26th, to Mount Pleasant cemetery.

IMPORTANT VISITORS COMING.

At the annual convention of the Canadian Manufacturers' Association, to be held in September next in Montreal, many distinguished visitors will attend. Among these will be the Hon. A. B. Morine, and Sir Robt. Bond, of Newfoundland. It has been officially stated that the mission of these visitors will be to discuss with the business men of Canada the question of confederation with the Dominion. For years the officials of the association have watched the development of trade between Canada and Newfoundland. In all their workings they had in view a still higher purpose, namely, the rounding out of confederation by bringing Newfoundland into the Dominion. It is firmly believed that the time now is opportune for bringing in Britain's oldest colony. Much enthusiasm has been created in commercial circles by the announcement of these facts, and the final outcome of the conference will be waited for anxiously all over Canada.

Another feature of the convention will be the visit of Hon. R. H. McCarthy, Comptroller of Customs of Trinidad, who has been specially invited. His visit will create a better trade understanding between Canada and the West Indies, and it is hoped it will result in the formation and passing of a reciprocity treaty between Canada and the islands. Following this consummation, so much to be wished, it is likely that a modern steamship service will be immediately inaugurated between Canada and the Indies, and it is said that the Elder-Dempster Co. will be only too willing to talk over the matter with the Canadian representatives.

Annual Outing of Toronto Retail Grocers.

NIAGARA FALLS AND BUFFALO, WEDNESDAY, JULY 27, 1904.

AT the outset The Grocer wishes to congratulate the Toronto Retail Grocers' Association on the huge success of their annual Summer excursion to Niagara Falls and Buffalo, on Wednesday of this week, without a doubt the most enjoyable excursion that has gone out of Toronto this season. The retail grocers have now held eighteen of these outings, each seemingly eclipsing the one before it. That of Wednesday, July 27, 1904, however, must be considered in a class by itself, according to the verdict of over 750 holiday seekers, grocers and their friends, who were enthusiastic and even demonstrative, which is saying a great deal for a sedate Canadian grocer, over the jolly time provided for them by the

F. W. Johnston, President, Toronto Retail Grocers' Association.

Toronto association. Much credit is due to the committee for the admirable way in which they handled the big crowd. The stalwart form of President Johnston was to be seen everywhere and all the time, except for a brief period after Buffalo was reached, strange to say, looking after the comfort of his guests. It was like a big at home instead of an excursion, where every one seemed to know everyone else. Some one on the boat was heard to say, "Why that big man shows quite as much interest in the crowd as if he were the mother of a brood of chickens." Secretary Nettlefield ably assisted the "big man" in his arduous task, and it is in no small measure due to the indefatigable efforts of this "duo" that the day went with such eclat.

The excursion committee was composed as follows :

F. W. Johnston, president.
H. Kelly, vice-president.
J. T. Schoales, treasurer.
E. B. Nettlefield, secretary.
R. B. Snow, D. Bell, B. Panter,
R. W. Davies, F. Thorne,
R. VanLoon, T. Clark.

The excursion left Yonge street at 7.30 a .m., by the Niagara Navigation Co.'s boat Chippewa, arriving at Niagara-on-the-Lake at about 10 o'clock, after a delightful sail across the lake. By the time this stage was reached the party had become gay and resplendent with badges of all kinds and colors, prominent among them "Grocer" souvenir badges of white silk embossed in blue. The latter were in particular demand among the ladies—because they were so artistic, as many of the fair damsels remarked. That every grocer wore one goes without saying, but the small boy, by fair means or foul, succeeded in obtaining whole strings of them, which he proudly pinned on his diminutive form wherever a pin would stick.

At Niagara-on-the-Lake the party separated, about 250 taking the Gorge route to the Falls, while full 500 boarded the Special Michigan Central train for Buffalo. For the benefit of special friends of the grocers it may be remarked that this train was a whopper, consisting of 10 cars, every one filled to its utmost capacity. By the time Buffalo was reached the pangs of hunger were beginning to gnaw pretty badly, and no one lost a moment in making Statler's restaurant in the big Ellicott square building, Main street. Here a delightful table d' hote dinner was expeditiously served to 500 Canadian appetites.

About 2 o'clock the crowd was again "rounded up." It may be mentioned that a number of the grocers were missing at first, and that they were located only after diligent search. The event of the day was a tally-ho ride through Delaware avenue, North street, and the other principal residential sections, the park and Forest Lawn Cemeteries. At special points of interest the drivers stopped and allowed the sight-seers to dismount and inspect critically to their heart's content. One is inclined to wonder how other visitors to Buffalo on Wednesday made out, since there isn't the slightest doubt but that the grocers took up the majority of available conveyances.

Buffalonians evidently appreciated the grocers' visit. At any rate the evening dailies had leaders on "An Interesting Event," welcoming the retail grocers of Toronto to their city, and hoping they might be sufficiently well impressed to come again soon. They were not far wrong, either, when they said the Toronto grocers numbered ten big trainloads. About every other man on Main street for blocks around the Ellicott square building Wednesday wore a grocer's badge. When asked their opinion of Buffalo, the grocers were unanimous in their praise of the big city. They were gracious, however, as only grocers know how to be, and refrained from instituting comparisons, although they

H. D. Kelly, Vice-President, Toronto Retail Grocers' Association.

knew they might have, and not unfairly either.

The coach drive terminated at about 5.30 p. m., giving the excursionists time to catch the 6.30 train, which connected at 8.30 with the Chicora at Niagara-on-the-Lake. En route a goodly number of stragglers were picked up. From all appearances the grocers must have pretty well populated the whole Niagara and Buffalo District for the day. A sail of two and a half hours brought the Toronto retail grocers to the Yonge street wharf at about 11 o'clock. Tired enough every mother's son of them was to be sure, but tired because they had crammed into one day what pleasure

seekers usually are content to do in two. Not a complaint or grumble was heard the whole day through, and what better evidence could there be that everybody had a good time? Of course it would be a libel on the Toronto grocers to presume that a kicker could be found among them, and even if there had happened to be on Wednesday he would have been converted within ten minutes after leaving Toronto. The Toronto retail grocers are all right, and the best thing of all is that hundreds of Toronto citizens who were ignorant before, now have experimental knowledge of the fact.

Among the travelers present were the following :

From T. Lytle & Co. — T. Stirling, Sam Richardson.

Doyle Fish Co.—Billie Anderson.

Canada Brokerage Co.—J. Wilson.

J. Schoales, Treasurer, Toronto Retail Grocers' Association.

From Comfort Soap Works — Herb Moore.

Pure Gold Mfg. Co.—Crowley and Gordon.

Eby-Blain Co.—Muldrew, Joe Taylor, Sam Grant, and Dan Casey.

H. P. Eckardt & Co.—W. T. Coote and F. Blackburn.

From United Factories—W. Smythe.

From Blue Ribbon Tea Co.—McNichol.

From Edwardsburg Starch Co.—Graham.

From P. McIntosh & Son—J. F. Howitt.

From Lever Bros.—Raymond.

From Dalton Bros—G. J. Manning, E. P. Nettlefield.

From D. Gunn Bros & Co.—Ben Cope.

From Davidson & Hay — Charlie Shields and Sam Qua.

From McWilliam & Everist—S. McGiffin.

From Dawson Commission Co.—H. W Dawson.

From Clemes Bros.—Ted Oake.

From Canada Biscuit Co.—W. Booth and H. Scully.

From Todhunter & Mitchell—Crom Wilson and Parkes.

From MacLaren's Imperial Cheese — Wright.

From J. J. Fee—Fee.

From J. Taylor & Co.—Alex. Hutchinson.

From Chas. Wilson—J. Wilson.

From John Sloan & Co.—Harry Brett.

From Perkins, Ince & Co.—F. Hayes.

From James Lumbers—Lumbers.

From T. Kinnear & Co.—Stokes.

From F. W. Humphrey—W. Totton.

From Nicholson & Brock—Denton.

From F. F. Dalley Co.—Jones.

From Douglas & Ratcliffe—Sewell.

From McBride Bros—McBride.

From Ogilvie Milling Co.—McLaren.

From McArthur & Ewing—McArthur.

From Taylor, Scott & Co.—Chas. E. Rupert.

From J. J. McLaughlin—Alfred King, R. S. Kirkland, J. Wainwright, R. Dawes, J. Wright and W. R. Cameron.

From Robinson Mfg. Co.—E. Robinson.

From Rutherford & Marshall—D. Murphy.

From White & Co.—J. R. Manser.

From Fleischmann's Yeast — Jno. Thompson, Jno. Powers, Wm. Priestman, and Geo. Burt.

From Warren Bros.—E. Richardson and B. J. Warren.

From Toronto Salt Works — George Cliffe.

From Cowan Co.—J. A. McLean.

Representatives were also present from Husband Bros., Gowans, Kent & Co.; Howland & Elliott; E. W. Gillett, and Willard & Co., the Cowan Co., and J. A. McLean.

* * *

Picnic Notes.

T. Stirling, of T. A. Lytle & Co., found it convenient and necessary to leave the party at Niagara-on-the-Lake.

* * *

Billie Anderson, of the Doyle Fish Co., went broke in Buffalo and had to borrow a "buck."

* * *

The presence of Robert Snow was especially appreciated by all who went as far as Buffalo.

* * *

VanLoon smuggled a box of the toughest stogies you ever saw.

* * *

H. W. Dawson has recovered from his recent illness, and took his first outing after convalescence with the Toronto retail grocers.

* * *

W. H. Millman went on the excursion by mistake and wasn't sorry.

* * *

Mr. Keller, ye host of ye tally-hos, was resplendent with a "Canadian Grocer" badge.

* * *

The crowd was so big that the M. C. R. station at Niagara-on-the-Lake was cleaned out of tickets. President Johnston tided over the difficulty with his usual consummate skill and diplomacy.

* * *

Dan Whetstone did some good vaudeville stunts on the evening boat for the entertainment of the crowd.

* * *

Crowley, Wilson and Thorne decided that Buffalo was too slow, and did the Fort Erie races.

* * *

Frank Johnston and Dave Bell led the tally-ho procession in a victoria.

* * *

The Buffalo Express took special photographs of the crowd on the Niagare waterfront.

E. P. Nettlefield, Secretary, Toronto Retail Grocers' Association.

Small boy on the home boat—"The whole bunch is sick."

* * *

During the thunder storm — "Lead Kindly Light."

* * *

Upon arriving at the Toronto wharf—"We Won't go Home till Morning," and "For They are Jolly Good Fellows."

TRAVELERS' HOLIDAYS.

According to a leading Ontario wholesale grocer the travelers' holidays, which run as usual during the first two weeks of August are a boon to all concerned. He trusts that all conerned will look at it in the same way. An odd house here and there intend sending out men; if such be the case, it is to be hoped that they will receive the same treatment that some of these fellows had meted out to them last year.

Mr. H. P. Eckardt of H. P. Eckardt & Co., Toronto, is spending his holidays at Sans-Souci Hotel, Georgian Bay.

What do the Readers of this Journal Think

of a firm who issue a challenge, ***name the judges and conditions*** and have the matter decided against them, ***then pay over $500 00 and all expenses without dispute,*** and after all this *SAY IN AN ADVERTISEMENT* that they were the winners. This is the exact position taken by the Blue Ribbon Tea Co.

The following letter we received from the judges ***chosen by the Blue Ribbon Tea Co.*** themselves. It speaks for itself :

> ***"We hereby certify that the sales within the Dominion of Canada during the calendar year of 1903 of 'SALADA' Ceylon Tea exceeded those of the Blue Ribbon to the extent of 419,141 lbs.***
>
> ***"CLARKSON & CROSS."***

Does the Blue Ribbon Tea Co. hold in contempt the intelligence of the readers of THE GROCER? **We do not.**

"SALADA" Toronto, Montreal, New York Baltimore, Chicago, San Francisco, etc.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

DRUM UP YOUR STARCH TRADE

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it. Sell them

Lily White Gloss Starch

in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White Drum Package is the latest.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 28.

Groceries.

LITTLE occasion has been given the big houses for complaint this season regarding dullness. From all the big markets east and west the news comes that Montreal houses are selling immense quantities of goods. Distant orders are numerous and things are looking well. Sugar has again absorbed full interest in commercial circles and advanced another five cents. This takes effect in Ontario, Quebec and the Northwest while in the Maritime Provinces an advance of ten cents has been made. Sugar is certainly getting stronger, too, and with the fruit season at its height and the excellent demand for sugar of all kinds generally the chances are that sugar will tend to rise further. There is a scarcity of Carolina rice on spot and sago is also scarce and dear. Cloves have held the high rate of 20 to 22c and as the next year's stock is not available until January the statisucal position of cloves is strong. Canary seed is strong at 5 and 5 1-2c and the Turkish supplies being limited, there may be some interest later. Sago is selling at 4 1-2 to 5c. Molasses is rigidly strong and at 28c has held good demand for the week. All kinds of Barbadoes molasses is very firm. In canned goods the same firmness has been maintained and tomatoes and corn have not relaxed any on their attitude of some time ago. The receipts of green fruits have been excessive and the big dealers are doing a fine business. Raspberries have come in so freely that a drop in the price has taken place and 10 and 11 cents are the prices. In vegetables considerable activity has been noted and green peas have dropped in price from 50 to 25c for a 12 qt. bushel basket. Green cabbages are selling at 70c a dozen head, being a drop of five cents. Green house water cress is selling for 30c, an advance of five cents. Home grown cauliflowers have brought as high as $2 a dozen. Fish of all kinds are scarce and the trade at this time is dull owing to the change of seasons being at hand. Gaspe salmon is still firm at its old price, 17c, and halibut is somewhat easier. Country produce of all kinds has sold well. Eggs are keeping strong and the prices keep up well for the time of year: quality has improved in some of the eggs arriving lately. Collections are good

SUGAR.

Still another advance of five cents has greeted the public in refined sugar. This makes granulated sell at the remarkable price of $4 50. However, those who have been watching the markets are in no manner surprised at the fluctuations, as they have been long since anticipated. In fact it is thought that before this week is out an advance of another five cents may be recorded The weather generally is seasonable for a large consumption of sugar and the fine fruit crop will simply accentuate this situation. We quote:

Granulated, bbls.	$4 50
" ½-bbls	4 65
" bags	4 40
Paris lump, boxes and bbls.	5 00
" ½-boxes and ½-bbls.	5 00
Extra ground, bbls.	4 85
" " 50-lb. boxes	5 05
" " 25-lb. boxes	5 15
Powdered, bbls	4 65
" 50-lb. boxes	4 85
Phoenix	4 40
Bright coffee	4 25
" yellow	4 20
No. 3 yellow	4 20
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 80
Raw Trinidad	3 30
Trinidad crystals	3 40

SYRUPS AND MOLASSES.

With Barbadoes molasses a cent higher, and that being the high price of 29c, molasses a cent higher than last week and that being the high price of 29c, things look very well for molasses dealers everywhere in the east. The strong position is no longer doubted and the big dealers, who were unprepared for the advance, do not feel pleased with the condition of the market. No corner has been held. It has been just a natural outcome of a peculiar occurrence which was quoted in The Grocer last week. It was that the English and Madeira markets, which heretofore took scarcely anything from the Islands, have stepped in this season and purchased over 6,000 puncheons. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

There is still a confirmed feeling in the coffee market that we shall see much higher prices in the Fall. The bears are reporting that a very large visible supply is the best argument possible for them and that the statements about damaged crops are all premature and that we shall have a very large crop similar to that of 1900 when similar forebodings were current regarding the then growing crop. The bullish feeling is on the other hand pretty well backed up. They claim that the crop indications are anything but favorable and the stocks in the country of production are about exhausted. Here are the best points from both sides as furnished by an authority like Frederick J. West:

Bull Points—For the last three years trees have been weakened or destroyed by too much rain, frost or drouth.

Owing to low prices obtained, many plantations have been neglected, being unprofitable. Many imported laborers have left Brazil owing to inability to secure payment of wages; for the same reason.

Recent caples from reliable Santos houses state harvesting of present crop impeded by wet weather; that the growing crop is damaged by severe frosts; that the quality of the new crop will be below the average as to size of bean, and inferior roasters.

For the first time in several years, the maximum estimates for the crop of 1904-1905 are below consumption. On and after July 1st, the world's visible supply is expected to show substantial decrease each month. The quality of the present very large visible supply is largely poor roasters and of grades above 3's, which are hardly practicable from the roasters' point of view.

The present low price of 7 1-4c for Rio 7s as compared with previous years and with record high price of 21c. The wide public interest in the article as an investment or for speculation; the confidence which financial interests have in the article as collateral security, and the comparatively small stocks held by distributors in the interior, they having taken but small supplies since February 1st. Small stocks carried by retailers, and their ability to absorb a large quantity of the article. The large demand which appears when Santos 3s reach 8 1-4c.

Europe is buying freely at prices above our market.

Bear Points—December options are 250 points above same date 1903. Rio 7s are 7 1-4c as compared with 5 3-4c same date last year. Largest visible supply in the history of the coffee trade.

Recent cables relative to harvesting the present, and prospects of the growing crop, premature; too early to secure reliable information.

The most powerful interests in the coffee trade are opposed to an advance at the present moment, and believe a considerable advance would be unfortunate for the trade at the moment. This is not the season of the year for a considerable advance.

The present buying is principally by interests outside of the coffee trade. The cables of crop damaged by wet weather and frosts are similar to cables received

relative to the growing crop in 1900; this crop yielded 15,500,000 bags of Brazils. The bears say that frost in May and June is good for the growing crop and does no harm to the crop being harvested. We quote:

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

A better tone is prevailing in tea at the Colombo auctions, and a more general demand. The quality however, in many cases, is disappointing, being somewhat inferior in appearance, but in spite of this, prices are well maintained. There is more activity in greens, chiefly due to the smaller quantity offered, and probably on account of the anticipated shortage, this season, owing to several large estates being reverted to blacks.

The Calcutta market is without much alteration; common kinds, though showing a tendency to an easiness, maintained previous rates.

There have been a few parcels of new Japan teas sold locally the past week on actual samples, but outside of this the market remains about the same.

Japans	Fine	0 26	0 28
	Medium	0 20	0 24
	Good common		0 19
	Common		0 17
Ceylon	Broken Pekoe	0 25	0 38
	Pekoes	0 17	0 20
	Pekoe Souchongs	0 15	0 20
Indian	Pekoe Souchongs	0 15	0 18
Ceylon greens	Young Hysons	0 16	0 18
	Hysons	0 14½	0 15
	Gunpowders	0 13½	0 14
China greens	Pingsuey gunpowders	0 12	0 12½
Congous	Kaisows		0 12
	Pakling boxes	0 12	0 14

CANNED GOODS

The condition at present of all kinds of canned goods is strong and interesting. New pack stock of peas, blueberries and small fruits is coming in freely and the demand is better than it was last year at this time. Tomatoes and corn are the strongest two of the old stock and corn is remarkably scarce. Canned meats have strengthened a little and there is a good demand for all kinds of tasty productions. Canned fish are attracting a good deal of attention with salmon as the leader. Holders of old stock salmon are lucky, for good prices can be obtained for it any day. The run on fresh fruits of all kinds has affected the fruit in preserves, etc., but not so much as in former years. California canned fruit is in excellent demand and is selling freely. We quote:

Fraser River salmon		5 75
Skeena "		5 65
River Inlet and Lowe Inlet salmon		5 35
Spring sockeye		5 00
Cohoes		4 00
Humpbacks		2 75
Tomatoes		1 05
Corn		1 20
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 47½
Lawtonberries, 2s		1 57½
Raspberries, black		1 42½
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47½
Cherries, red pitted, 2s		2 30
Baked beans, 3s		1 03½
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sookeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES.	Per doz.
2's Asparagus Tips	$2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40
FRUITS.	
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " heavy syrup	1 30
2½s " " "	1 57½
3's " " "	1 85
Gals. " standard	2 95
2's " Lombard, light syrup	1 05
2's " heavy syrup	1 35
2½s " " "	1 62½
3's " " "	1 90
Gals. " standard	3 15
2's " Green Gage, light syrup	1 15
2's " heavy syrup	1 47½
2½s " " "	1 72½
3's " " "	2 00
Gals. " standard	3 45
2's " Egg, heavy syrup	1 52½
2½s " "	1 80
3's " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " standard	5 00
Gals. " solid pack	8 00
2's " black, heavy syrup	1 35
2's " preserved	1 50
Gals. " standard	4 75
2's Rhubarb, preserved	1 15
3's "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " 1904 pack	1 60
2's " preserved	1 75
Gals " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

Business in these is reported as quiet. Encouraging reports re currants continue to come in from Greece and everything points to a satisfactory crop. Valencias are in good demand with prices firm. All dried fruits are in good demand. Evaporated apples are firm at 7c. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb		0 07
Layers "	0 07¼	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Everything is reported lively in the green fruit business. Plenty of arrivals and good demand are the two requisites for good trade. Raspberries have been piling up in immense quantities and hence they have dropped away down to 10 and 11c. Tennessee tomatoes have dropped from a dollar down to 80c and are in good demand. Limes have dropped from $1.25 per 100 to $1, and this was explained by abundance of supplies. Jersey tomatoes are away down to $1.25 per crate and they were quoted only last week at $2.25 to $2.50. Bartlett pears are down to $3 and new potatoes are selling freely at $3.50 per bbl. We quote:

Cocoanuts, per bag of 100		3 50
Canadian apples, in bbls		6 00
Apples, new Tennessee, half bushel baskets		1 10
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	1 25	2 50
Bananas, red, per bunch	1 50	205
New Messina lemons 300's		2 75
" " " 360's		2 50
Tennesee tomatoes, 4 baskets in crate		0 80
Peanuts, Bon Tons		0 12
" Sun brand		0 11½
" Diamond G brand		0 09½
" Coon brand		0 08
New Brazils		0 13½
New potatoes, per bbl		3 50
Limes (100)		1 25
California cherries, per 10-lb. box		2 25
California peaches, per crate		1 50
California apricots, per crate		2 25
California plums, per crate	1 75	2 25
Canadian cherries	1 25	1 50
Cantaloupes, California, per crate		6 50
Gooseberries, per basket		0 75
Mediterranean sweets, per box	4 00	4 50
California late valencias, per box	4 00	4 25
Messina lemons, new, 300's, per box		3 00
" " 360's, per box	2 25	2 50
Sorrento lemons, new, 300's, per box	3 00	3 50
Verdelli lemons, 300's, per box	3 50	4 00
Jersey tomatoes, per bushel		1 25
Watermelons	0 25	0 40
Raspberries, Canadian	0 10	0 12
California Bartlett pears, per box		3 00
" " per half box		2 00

Vegetables.

The vegetable crop of all kinds in the Province of Quebec is excellent and the big markets are a scene of activity every other day. Green peas are coming in freely now and are by no means so dear

Why don't you make your customers buy

Hires' Root Beer?

—It is a ready seller and a
—profit-maker, and customer-gainer.

It has made friends with the consumer wherever sold—
For sale by all up-to-date jobbers—
Write for particulars to

W. P. Downey, Agent, 26 St. Peter Street, Montreal

as they were. Cabbages are selling cheaper than they were and the quotation now is 70c for a dozen heads. Cauliflowers are in good demand and are bringing the very good price of $1.50 to $2.00 per dozen. We quote:

Egyptian onions, per sack	....	1 75
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb	....	0 75
Mint, per doz. bunches	....	0 20
Parsley, "	....	0 20
Sage, per doz	....	0 15
Savory, per doz	....	0 15
Carrots, new, per doz	0 25	0 30
Beets, new, per doz	....	0 25
Egg plant	0 15	0 20
Rhubarb, outdoor, per doz	....	0 20
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 30
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Asparagus, outdoor, per doz	1 00	1 50
Florida new potatoes, per bbl	3 75	4 00
Green peas, per bush., 12 quart basket	....	0 25
" cabbage, per doz	....	0 70
" beans, per bush	0 75	1 00
Waxed beans, per bush	....	1 00
Cauliflowers, small, home grown, per doz	1 50	2 00
Green peppers, per basket	....	0 75
Canadian new potatoes, per bush	1 25	1 50
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 50	0 60

Fish.

This is the time of the year when all kinds of fish are scarce and, as it is what they call between seasons, no one is surprised. Demand has been fairly good for the popular varieties and the Gaspe salmon has held its price of 17c all the week; halibut has dropped a cent owing to the abundant supplies while dore and some other kindred fish have stiffened a little owing to the shortage. We quote:

Haddies	....	0 07½
Smoked herring, per box	....	0 18
Fresh haddock, per lb.	....	0 04½
Pike, " round and dressed	....	0 07
Halibut, fresh, per lb.	....	0 12
Gaspe salmon, fresh per lb	....	0 17
Fresh steak cod	....	0 05
Lake trout, per lb	....	0 08
Whitefish	....	0 08
Dore	....	0 09
Fresh mackerel	....	0 10
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl	....	4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 2 gr en cod bbls. 200	....	5 00
Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates 12 5-lb. boxes	....	0 05
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb. (new)	....	5 00
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Standard bulk oysters, per gal	....	1 50
Selects	....	1 75

Country Produce.

EGGS.

A good solid price is still well maintained for eggs. Consumption has been slightly curtailed by the warm weather but the prices are still strong. The demand seems to be for small lots and keeps about steady. Straight gathered stock sold at 15 to 15 1-2c, candled at 17c and the seconds keep at 12 to 12 1-2c per dozen.

BEANS.

The bean market continues slow. In a jobbing way, choice primes were sold at $1.35 to $1.40 a bushel, while car lots of choice primes were quoted at $1.30, and primes at $1.25 per bushel.

HONEY.

The consumption of honey is always very small at this time of the year, and the market remains unchanged. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

No change has taken place in maple products. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

POTATOES.

The old stock is still selling at about 60c a bag and new stock is bringing from $1.50 to $3 while barrels are selling at $3.50.

Flour and Feed.

FLOUR.

Considerable interest is still being taken in flour, but the prices refuse to change to suit either the western or eastern millers. Flour, nevertheless, is interesting as a jump is expected any minute. We quote:

Manitoba spring wheat patents	....	4 90
" strong bakers'	....	4 60
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Feed is featureless and quiet. We quote:

Ontario bran, in bulk	....	19 00
" shorts	....	21 00
Manitoba bran, in bags	19 00	20 00
" shorts	....	21 00
Mouillie	26 00	28 00

OATMEAL.

The prices in oatmeal remain unchanged. We quote:

Fine oatmeal, bags	....	2 06
Standard oatmeal, bags	....	2 90
Granulated " "	....	2 90
Rolled oats, bags	....	2 55
" bbls	....	5 30

ONTARIO MARKETS.

Groceries.

Toronto, July 28, 1904.

WHOLESALE grocers claim that July trade has been quite up to the average, and a seasonable demand is reported in all lines, particularly in sugar and canned goods. It is expected that during the next two weeks there will be more or less of a lull as the travelers will be off on their annual fortnightly outing. Sugar is the feature of the week, a rise of 5c per hundred lbs. having taken place since last report. Howell and Arbuckle advanced prices, and owing to the strong statistical position of sugar at the present time the Canadian refined market advanced in sympathy. Canned goods remain firm and active; new pack peas have already been delivered on the market. Coffees and syrups and molasses remain quiet, as well as tea, in the latter of which Ceylons, Indians, and Japans are showing good quality. Spices exhibit a firmer tendency. Foreign dried fruits are brightening; new crop California seeded raisins show a decline since the opening prices of last week. Sales of peanuts are reported to have been considerably above the average during the week under review.

CANNED GOODS.

Canned goods continue to lead along with sugar in the grocery trade. Business for the week is reported to be surprisingly good, particularly in canned fish and vegetables. New pack canned vegetables are gradually making their way on the market, new canned peas having been delivered during the week. The canned meat trade is also a big

Faultless

for flavor and quality.
The natural flavor is wonderfully well retained in

McGregor's Preserved Pineapple

Packed in glass. No tin goods approach McGregor's.
Every grocer can secure a steady trade on this fine line.

1 lb. glass jars, $1.70 per dozen
Pint jars, 2.25 " "
Quart jars, 3.75 " "

Order a 2-dozen Case.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

For Your Information

Parke's Catsup Flavor is a concentrated extract of spices. A 25c. bottle will flavor and keep from souring catsup made from a bushel of tomatoes.

If you are up-to-date and put it in stock you will find that when the season is on it will sell rapidly. It affords a good margin, gives such complete satisfaction that those who purchase will send many more customers to you for it.

The price is $2.00 a dozen. On receipt of order for three dozen we will allow express charges and furnish advertising display.

Trade supplied by Lyman, Knox & Clarkson, Wholesale Druggists, Toronto, by all wholesale grocers in Hamilton, and by the manufacturers, Parke & Parke, Hamilton.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

item at this season of the year. The official reports on chemical analyses of canned fruits, jams and jellies ought to be a warning to the Canadian manufacturer, since nearly 75 per cent. of samples collected indiscriminately on the Canadian market were found to contain adulteratives. Our quotations are as follows :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92½
½-lb. flats, 5 cases and over	....	1 17½
½-lb. flats, less than 5 cases	....	1 20
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	.	4 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ¼s, "	....	1 00

SUGAR

The market continues very firm and in local refined we have to record an advance of 5c per cwt. all round, which came into effect at noon on Monday, the 25th inst. This has greatly stimulated the demand and there has been considerable new business done in addition to heavy withdrawals under existing contracts. The advance locally was in sympathy with conditions in New York, inst. On Monday Arbuckle advanced his continued shadings on Saturday, 23rd inst. On Monday Arbuckle advanced his price 5c per cwt. to full list quotations, putting all refiners on the same basis, viz., $4.90 net for standard granulated in barrels. Canadian refined sugars are now firm on basis of $4.50 for Redpath and St. Lawrence, and $4.10 for Acadia and Berlin granulated, all basis f. o. b. Montreal. Yellows are firm at list price of $3.90, f. o. b. Montreal.

In raws the tendency has been towards higher prices, with refiners buyers of centrifugals on basis 2 5/8 c. f. New York for 95 test. Holders, however, are firmer in their ideas and are sellers at 2 19-32 c. f. for 91 test, with some even asking 2 5/8 for 94 test,—all for shipment from Cuba.

The spot market remains quiet with sellers at 1c duty paid for basis 96, and refiners buyers at 1-16 less, leaving the market, as last advised, with basis 96 at the nominal price of 3.94 duty paid.

Europe, after an advance to 9s 9d basis f. o. b. Hamburg, July and August shipment, is quoted fractionally easier at the close and the price remains nominally at 9s 8½d as last advised. With beets held at ⅛ above spot parity for centrifugal sugars, American refiners are for the present withdrawn from European markets. Shipments of recent American purchases are now on the way and we hear of no further freight engagements.

The market in Cuba holds firm and receipts at shipping ports according to latest advices were only 4,000 tons with total stock in the island 122,000 tons as against 295,047 tons this time last year. There are still 5 central factories grinding.

Receipts at U. S. Atlantic ports for the week ending July 20 were light, say only 20,380 tons, with meltings at full former figure of 40,000 tons, thus reducing stocks to 186,380 tons against 325,285 tons this time last year. The combined stock of United States and Cuba is 308,380 tons, against 620,332 tons last year, a decrease of 311,952 tons.

Total stocks of Europe and America at latest uneven dates were 2,110,380 tons against 2,535,741 tons last year, a decrease of 425,361 tons. It will be observed that this deficiency is increasing heavily week by week, which is only natural during this period of large consumption and almost no production.

European advices report the weather unfavorable for growing crops with an unusual drought, especially in Germany, where the waters of the rivers are said to be at the lowest level for many years. Reports from France indicate a poor stand of beets, said by some to be owing to cool nights and by others to the short-sighted policy of the farmers, who have been economizing in fertilizers.

We quote domestic refined, Toronto basis, in less than car lots, as follows:

Paris lumps, in 50-lb. boxes	....	5 23
" in 100-lb. "	....	5 13
St. Lawrence granulated	....	4 58
Redpath's granulated	....	4 58
Acadia granulated	....	4 48
Berlin granulated	....	4 48
Domestic beet, granulated, 1902 (off grade)	....	4 28
Phoenix	....	4 48
Bright coffee	....	4 38
Bright yellow	....	4 33
No. 3 yellow	....	4 28½
No. 2 "	....	4 08
No. 1 "	....	3 98

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Trade in syrup and molasses is dull this week and there is nothing of interest to record. Prices continue unchanged. We quote the following:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

watermelons. The California fruit market is active, a large number of weekly car shipments being received regularly. This market will last until about September. California Bartlett pears are cheaper, also blueberries. The raspberry season is almost on the wane, and another ten days is likely to see the end of it. The crop is about an average one but prices have so far ruled higher than usual. Stocks are arriving from Clarkson, Oakville, and Burlington, and show good quality. Blackberries are on the market for the first time this week. Our quotations are as follows:

California late valencies, per box		4 25
Messina lemons, new, 300's, per box		3 00
" " 360's, per box	2 25	2 50
Verdelli lemons, 300's, per box		4 25
Florida pineapples, per crate	4 00	4 50
Bananas, large bunches	1 75	2 25
Banana's, 8's, per bunch	1 25	1 50
Bananas, red, per bunch	1 50	2 00
Apples, new Baltimore, bushel baskets	1 00	1 20
Canadian cherries, per basket	1 00	1 50
Limes, per box		1 25
Jersey tomatoes, per bushel	2 25	2 50
Watermelons	0 25	0 40
Cantaloupes, Baltimore, per crate		2 00
Gooseberries, per basket	0 50	0 65
California peaches, per crate (4 baskets)	1 00	1 25
" plums	1 50	1 75
Raspberries, Delaware, per box		0 10
California Bartlett pears, per box	2 25	2 75
" per half box		1 50
Blueberries, per basket	1 00	1 10
Red currants per basket		0 75
Black currants, "	1 00	1 10
Blackberries, per box	0 08	0 09

Vegetables.

During the week everything has become scarce. Trade is brisk and there is a good demand for everything, especially cauliflower. The demand for old potatoes, asparagus and imported cucumbers is over. Added to our list is something new, "vegetable marrow." Our quotations are as follows:

Egyptian onions, per sack	2 25	2 50
Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 15
Parsley, "		0 20
Sage, per doz.		0 15
Savoury, per doz		0 15
Carrots, new, per doz.		0 20
Beets, new, per doz.		0 20
Rhubarb, per doz.		0 20
Green onions, per doz.	0 15	0 30
Green house water cress, per doz.		0 25
Green cucumbers, per basket		0 5
Green peas per peck	0 25	0 50
" " per bush.	1 00	1 25
" cabbage, per case		1 25
" cabbage, per doz		0 35
" beans, per basket	0 50	0 60
Waxed beans, per bush	0 60	0 90
Cauliflowers, per doz.	0 50	1 50
Green peppers, per basket		0 75
Canadian new potatoes, per bush		1 00
Michgan celery, per doz.		0 50
Canadian celery, per doz.	0 40	0 50
Vegetable marrow, per doz.		1 00

Fish.

During the week under review the trade in fish has been better. Prices remain the same with the exception of halibut and lake herring. Our quotations are as follows:

Halibut, "	0 14
Sea salmon, "	0 18
Whitefish, fresh caught, per lb.	0 09
Haddock " per lb.	0 06
Cod, steak " "	0 08
Perch " "	0 06
Trout, lake, per lb.	0 08
Herring, lake, per lb	0 06
Pike, per lb	0 05

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market continues good, the demand is stronger and trade moves briskly along. Oats are firmer. Manitoba Northern No. 1 has advanced 1c, while Nos. 2 and 3 have each advanced 2c; otherwise the prices are unchanged. Our quotations are as follows:

Manitoba wheat, Northern No. 1 "	"	0 99 0 99½
" " " No. 2 "	"	0 97 0 97½
" " " No. 3 "	"	0 94½ 0 95
Red, per bushel, on track Toronto		0 95 0 95½
White " " "		0 95 0 5½
Barley " " "		0 44 0 47
Oats " " "		0 36 0 36½
Peas " " "		0 68 0 69
Buckwheat " " "	Nominal	0 55½
Rye, per bushel, " " "	"	0 63 0 64

FLOUR.

The demand for flour continues to be good. The prices are unchanged, though they are a trifle firmer, which is caused by the high price of wheat. Trade is brisk and the outlook is good. We quote the following:

Manitoba wheat patents, per bbl	4 80 4 90
Strong bakers "	4 50 4 65
Ontario wheat patents "	4 50 4 80
Straight roller "	4 40 4 55

BREAKFAST FOODS.

The prices of breakfast foods remain unchanged. The trade is brisk and the demand is good. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

Trade in hides, tallow, skins and wool has been brisk during the week under review. The demand is steadily growing. Prices remain the same. We quote the following:

HIDES

No. 1 green, per lb.	0 08
" 2 " "	0 07
" 1 " steers, per lb.	0 08½
" 2 " "	0 07½
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 40
Shearlings	0 35

TALLOW.

Rendered Tallow, per lb.	0 04 0 04½

WOOL.

Unwashed wool, per lb.	0 11½ 0 13
Fleece wool, new clip, per lb	0 19 0 20
Pulled wools, super, per lb.	0 19 0 21
" " extra "	0 22 0 23

THE RECENT TEA CONTEST.

Editor CANADIAN GROCER:

Since the investigation made by Messrs. Clarkson & Cross of our books, the books of Messrs. G. F. & J. Galt and the books of the "Blue Ribbon" Tea Co., of Toronto, and the decision given by Messrs. Clarkson & Cross that we sold in Canada in 1903, 419,141 lbs. more "Salada" tea than was sold of "Blue Ribbon" tea, Messrs. G. F. & J. Galt over their own signature have published the following: "Whilst the issue left to the decision of Messrs. Clarkson & Cross was decided against us owing to Messrs. Clarkson & Cross feeling bound by the terms of the submission to exclude large quantities of our teas, etc., etc."

We want to distinctly state that this is not so, that it is an attempt to convey a wrong impression. Messrs. Clarkson & Cross left nothing whatever out of consideration that was involved in the issue of Messrs. Galts' challenge, that Messrs. Galt have not disputed, to Messrs. Clarkson & Cross nor to us, the decision, but the money was paid over without a word, and to now make such an assertion as the above we consider most unsportsmanlike. Messrs. Galt should accept their defeat in the way any firm of gentlemen would accept it, and if they have other challenges to issue, we are prepared to entertain them. If they have not they will gain nothing by making such assertions as the above.

P. C. LARKIN & CO.

Toronto, July 27, 1904.

NEW CATSUP FLAVOR.

Parke & Parke, Hamilton, are putting on the market a new catsup flavor which they have pleasure in recommending to the trade at this season of the year, which is the season par excellence for catsup-making. Parke & Parke claim for their catsup flavor that catsup made with it will not sour, and that the natural flavor of catsup is thereby much enhanced.

WHO WANTS A HALIFAX AGENT?

A business man in Halifax, who is in close touch with the trade, is in a position to look after the interests of a few firms, handling their goods on commission. Address the editor of The Canadian Grocer for further information.

HINTS TO BUYERS.

Buyers of valencia raisins should communicate with H. P. Eckardt & Co.

E. D. Marceau, Montreal, has just received shipment of 88 half chests fine Sun Dried Fannings, beautiful large leaf, which he is offering at 8 1-2c.

H. P. Eckardt & Co. are selling Carlo Niemack's pure olive oil. It is the finest quality.

Porto Rico molasses may be had from H. P. Eckardt & Co.

PERSONAL MENTION.

The Grocer office, Montreal, was favored with a call this week from Mr. A. W. Caldwell, representing Geo. Sparrow & Co., Toronto. Mr. Caldwell was on a business trip to Montreal and Ottawa.

FOR SALE.

FOR SALE—Good grocery bnsiness, including dwelling; a bargain. Address Postmaster, Orc Lake, Ont.

Window and Interior Displays

Timely Hints and Suggestions

Use Your Own Window.

WITH their window space at their disposal to use as they please, the merchant is too apt to place too low an estimate on its value. Perhaps from a sense of its object, he uses some endeavor to fill the space with the goods he is selling, or it may be from the knowledge that his competitors are doing so. He may dress his window simply because it is there and must be filled, or he may have some faith in its selling powers. But whatever his reason, he too often treats it in a half-hearted way, as though it was a disagreeable necessity rather than a valuable opportunity.

A canned goods display, shown by Geo. Hasenflug, Waterloo, Ont.

But if circus is coming to town, or the theatre is engaged for the week, or the church is giving a social, or a lacrosse match is coming off, those who have the advertising of the event to look after are not slow to show how great a value they attach to a couple of square feet of the window space. They know that there is scarcely any method of advertising that is so effective as these few feet they can secure from the local merchants. Almost the first thing they do is to solicit the stores for their permission to post up a few dodgers or bills that tell when and where the event occurs, and a few details in connection with it. They know that there is no spot in town more likely to attract the eyes of the citizens than the show window.

The inconsiderable value placed on the window by the merchant is taken advantage of by these advertising agents, and in most cases they find it of little difficulty to obtain the desired space, providing it is not too large, and the event of such a nature as to interest the merchant himself. The bribe offered is almost always a free ticket in the case of a circus or play, but in local entertainments and games, there is nothing given at all, the agent counting upon the storekeeper's unwillingness to refuse the insertion of such a bill. In fact the poor merchant is in such cases usually held up for a few tickets at the same time.

If the merchant starts to allow this setting up of advertising bills and posters in his window, he will, in some towns, find that he is seldom without one or two defacing his store front. There are many who allow only the insertion of announcements of events of particular local interest, such as a church entertainment or a game, and this is much to be preferred to a promiscuous permission, where a choir concert and a melodrama are advertised side by side. But the only safe method is to forbid the placing of a bill or dodger of any kind. The window belongs to the merchant and is his most useful advertisement, accordingly it should not be sold at any price, nor given away for any cause. By establishing the precedent of refusing all advertising matter the annoyance of petitioners for a small space will soon be stopped.

And one of the most serious objections to this disposal of the window space is the losing of caste which results to any store that allows it. No first-class place of business in any town or city will hesitate to refuse any and every agent that calls, for they are well aware of the "cheap impression" given by a window filled with bills. A customer is going to deal where business is business, and where interest in business is displayed at every turn. He will trade where an effort to obtain his trade is apparent, and where events outside of the business circle of the store are kept outside. A store that retains its window space for the purpose for which it was built, will have far greater prestige among the residents of the town than the one that thinks so little of this space that he is willing to dispose of it to any advertising agent that asks for it.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B. C., July 21, 1904.

THERE is a quietness in the general market conditions here just at present, the cause of which is difficult to assign. The weather has been very warm and, while possibly this may have a little to do with it, general activity should not be lessened on that account to any great degree. The only thing that would really affect the market is the depression in the lumber industry. There is no denying the fact that immediately business is poor in this industry, it is felt generally. Particularly does this affect business when the loggers are not operating. There is a great trade done in supplying the camps tributary to Vancouver, but there is little doing in them this Summer, and the prospect is that the depression will continue.

* * *

Fruits are moving briskly. Local stocks are cleaning up. Cherries are scarce, while raspberries are plentiful at $1.50 to $1.75 a crate. Red and black currants are scarce, and sell from 6 to 8c per lb.

California fruit is arriving in fine condition, owing to the very good refrigerator car service. Watermelons are now well on the market and sell from $30 to $40 per hundred, with the demand good; peaches, $1.25, a slight reduction from last week; plums, $1.50 to $1.75; pears, $2.25 to $2.50, a reduction of 25c; canteloupes, Fresno, $3 per crate, and Cochillas, $5,25 per crate. The scarcity of oranges is causing an advance in price, and valencias are now at $4.

The failure of the local crop of plums is creating a very good demand for the California product, which is now on the market and of excellent quality.

In apricots there is a short crop and heavy demand this season, and consequently the prices are very high, especially in California. In the Wenatchee Valley, in eastern Washington, the crop has been better. The apricots grown there are of very fine quality, large in size and excellent for preserving. Small shipments of these have been received during the past week or two, and the first carload is due here to-day.

* * *

No changes worthy of mention have occurred in general groceries, with the exception of a rise in the price of eggs to 24c. Fresh eggs are worth 30c.

* * *

Dawson advices of the 8th instant show a steady market, now that Summer shipments have reached there. The first peaches are on the market in that distant part, and are selling at $4.50 a box; strawberries, 75c and $1 per box; rhubarb, 25c to 35c per lb.; bananas, $12 a bunch. The fresh apples and onions they have on that market now are all from Tasmania, Australia.

* * *

Mr. R. M. Palmer, freight rates commissioner of the Provincial Government, and Mr. W. J. Brandrith, secretary of the B. C. Fruit Growers' Association, have left for Winnipeg. They have charge of the fruit exhibit from this province, which consists mainly of this season's cherries and strawberries, and which cannot be surpassed in any way by the product of any other country. In fact, the fruit in these lines this year is simply perfect. After the exhibition at Winnipeg, the jars will be sent to London, England, where they will be placed on view in the office of the agent-general.

* * *

Turtle soup and turtle jelly may soon be on the market here, the importations to be made from Japan. A short time ago Richard Chester, of Tanegashima, Kagoshimaken, Japan, was in Vancouver, and was making inquiries here concerning the demand for these products. In a letter written subsequent to his return to Japan, he noted that he was about to establish turtle ponds, and at the time of writing his men were at Tokio. In Great Britain, turtle soup sells for $1.75 for 1½ lb. tins, and $1.25 for 1 lb. tins, while turtle jelly made from parts not suitable for soup, is worth 60c a lb. in bottles.

* * *

There is general dissatisfaction in the interior over the new rates recently levied by the C. P. R., which line has a monopoly of the traffic so far. An idea of the condition of things in Sandon may be imagined by a couple of recent transactions. When the advance was announced it was discovered that the Great Northern increase, not quite so heavy, would not come into effect for a day or two later, and though that railway is not so convenient, the business men of that town immediately ordered several cars of goods from Vancouver, billed out at the old rate. The C. P. R. made a change back to common points as soon as it heard of this action, but was too late, and the result will be that the Great Northern will likely receive most of the merchant trade from Sandon.

Potatoes were scarce there a week or two ago, and they were only obtainable in Enderby or Vernon. Under the new schedule the rate from these towns to Sandon was $15.40 and $16.20 per ton, so high that it startled even those people in the interior mining camps who are accustomed to pretty high figures.

Revelstoke, too, is kicking; in fact most of the towns. The average increase on fourth class freights is 50 per cent., and on sugar alone $4.60 a ton. Evidence in the matter is being prepared for presentation to the railway commission.

* * *

Imports of sugar, raw material for the refinery here, have been made of late. The Kosmos liner Luxor brought in 1,200 tons from Peru, and was followed by the steamer Crusader, 2,774 tons, from Java, the latter arriving this week.

The cargo manifest of the Australia liner showed large lines of Australian products, including another shipment of maize. It was on the liner previous that the maize arrived which was ordered to be sent back because of being infested with the weevil. The consignment was sold before arrival.

While provisions remain unchanged, a general rise in the price of cured meats was being looked for because of the strike among the meat packers in Chicago. Now that a settlement is in sight it is not expected this will take place.

Prices in flour, grain and feed will not likely rule higher than at present. The dry weather may affect the hay crop on the high land, but in swampy places grass will be cut where it is usually impossible in ordinary seasons. Prices of all brands of flour show a slight reduction, which may, perhaps, be accounted for by the good crop prospects in the Territories and Manitoba.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., July 25, 1904.

BUSINESS is quite good. The interest of the week has been in California fruits. Prices have been settled much earlier than usual and are very low. The loose muscatels are lower than for some years, and the seeded are offered at a price lower than ever before.

There is some complaint that payments are not satisfactory. The Maritime Board of Trade will meet next month at Moncton. Our local board has already decided on some of the matters they want taken up. Among them are the following: Government ownership of telegraph lines and cables, provision that the full preference to British goods shall only be allowed when such goods are imported via Canadian ports, provision for the weight of canned goods being stamped on the tins, and a motion to the effect that a united effort be made to induce retail dealers to carry at least enough insurance on stock to cover their liability. This is considered most important. There are many cases now where the wholesale man for protection has a policy made payable to himself for at least the amount of his account.

A number of our wholesale men have applied for incorporation as an importing company, with power to carry on general business. The particular object, it is believed, is the handling of the molasses business.

Prices show little change. Cream of tartar is rather easier. In dry fish the price is very high for the season. Perhaps the continued low price of lard is the next important feature of the market.

Oil.

There is an improved consumptive demand for burning oil. The low price tends to free buying for future delivery. In lubricating oil there is a steady sale at even prices. Paint oils are unchanged but linseeds are very firm. Turpentine, on the other hand, seems easier. Cod oil is being received. Prices are somewhat lower.

Salt.

There is a steady sale for Liverpool coarse salt ex store at firm prices. There is none due to arrive for sometime. Liverpool factory filled has but a fair sale. In Canadian fine there is a good business being done.

Canned Goods.

The association have named some prices, including peas and strawberries, the two important lines, and also a large variety of small fruits. Prices are firmly held at quite full figures. The wholesale trade are largely under agreement to sell canned goods at the association price, having the discount for profit. This, it is expected, while not giving a

large profit, will prevent the price cuttion of previous years. Salmon are very firm at full figures. Domestic sardines, haddies and kippers are all held at full figures.

Green Fruits.

Dealers are very busy. California plums, peaches, and particularly pears, occupy much attention. Some very good apples begin to arrive. Lemons and oranges are rather higher. Bananas are plentiful. Melons have only a fair sale. Nova Scotia cherries are to hand. Berries have kept at full figures. At this season the fruit men are busy with early vegetables, such as cabbage, squash, etc., received from Boston. Georgia peaches have quite a large sale.

Sugar.

While there has been no further advance, the market is very firm. There are still a few importers outside the guild and quite a little foreign sugar continues to be received.

Molasses.

There are continued receipts of Porto Rico molasses. There is quite a full stock held and full prices are still asked. In Barbadoes the supply is rather short. It is selling well below Porto Rico and there is a steady demand.

Fish.

Dry cod fish are very scarce and high—much higher than usual at this season. Pollock show a light sale but full figures are asked. Few herring have yet been received. Prices are high. So far there is limited inquiry for alewives, of which quite a large stock is held. Fresh salmon season is about over. Halibut are very scarce.

Flour, Feed and Meal.

In flour, while the market is firm there is no change. Feed is quite freely offered. Cornmeal is hardly as firm. Oatmeal seems in a strong position; the high prices have held better than the trade expected. Beans are rather lower and dull. Barley is scarce and shippers have found difficulty to get barrels. Split and blue peas have but a light sale.

Dried Fruits.

The early naming of prices on California fruits, particularly raisins, was a great surprise to the trade, as for some years prices have not been named till late, in fact too late. The great surprise, perhaps, was the low price named on seeded raisins, the lowest in the history of this line. When the low price on old fruit were quoted a short time ago and the trade found they could buy freshly seeded stock for later shipment quite a few were sold. But the price quoted on new choice seeded is a half-cent lower than the price then named. The price is at least two and a half cents below last year. Loose raisins, while quoted low, have been quoted lower, but not for several years. Prunes are still quoted at extremely low prices. Spot business in dried fruit is light. Evaporated apples are scarce and high. Some shipments of French peanuts have been received. The quality is quite satisfactory.

NOVA SCOTIA MARKETS.

Halifax, July 25, 1904.

BUSINESS has been rather quiet of late. All are rejoicing that the strike at Sydney has terminated and that the usual conditions will shortly be restored throughout Cape Breton. The Nova Scotia Government crop report just published indicates a shortage in the hay crop owing to drought, but copious rains have since fallen and the general belief is that the crop will not fall far below the average. The apple crop promises to be very good indeed. The fisheries are yielding good returns, and people along the shores will have plenty of money next Fall and Winter. The outlook is not at all discouraging.

* * *

The Maritime Wholesale Grocers' Guild met in Halifax last week, and officers for the current year were elected as follows :

President, Henry G. Bauld, Halifax ; 1st vice-president, Chas. H. Peters, St. John; 2nd vice-president, W. H. Aitken, Charlottetown; secretary, A. C. Pyke, Halifax.

The president was empowered to make an assessment on the provincial guilds in the proportion of 40 per cent. to New Brunswick, 40 per cent. to Nova Scotia, and 20 per cent. to Prince Edward Island. A resolution was passed asking the local banks to cash at par all bank agency cheques presented for deposit by their customers.

It was also decided that all orders for sugar taken after the close of navigation for shipment by water to closed ports at the opening of navigation, shall hereafter be invoiced at the prices ruling on the date of shipment.

The secretary was asked to write the Montreal and Quebec Guilds to secure uniformity in the selling of canned goods. All the local wholesale houses have signed the following :

"We, the undersigned wholesale grocers, agree to sell our stock of canned goods in assorted lots of ten cases and upwards, irrespective of brand, at not less than the list prices of the Canadian Canners, Limited, terms 30 days net. When sold on three months' we agree to add not less than 2½c per doz. to the list prices of the Canadian Canners, Limited.

"On orders for less than ten cases we agree to charge not less than 2½c per dozen over the list of the C. C., Limited, when sold at 30 days' net, and not less than 5c per dozen over the list when sold on 3 months. Three months' prices to be subject to a discount of 2 per cent. if paid for within 30 days."

* * *

Prices on canned fruits have been announced. Canned strawberries are 15 to 20c per dozen higher than at last year's opening, and other canned fruits are 10 to 15c higher. Some lines of vegetables have also been priced, but these show little change from last year. Evaporated apples are costing 1¾c more than last month. Molasses is very firm and dealers here think it likely to advance. Some brands of flour are slightly higher than at last report.

* * *

There is some consternation among druggists and others who deal in proprietary articles. The dumping clause affects over 200 articles in the stock of a wholesale drug house, many of which are handled through the country by the grocery trade. A delegation is now in Ottawa to have this class of goods exempted from the dumping clause. Otherwise they will have to retail at a higher price than that printed upon the labels.

——

MANITOBA MARKETS.

Winnipeg, July 23, 1904.

THERE is now quite a noticeable stir on the streets of Winnipeg. The great Dominion Fair is about to open its gates to the public, and the many strangers that are visiting the Chicago of the Northwest will be well rewarded by the numerous and magnificent displays of exhibits which are to be seen within the bounds of this agricultural and industrial exhibition.

Business for the past week has been bright and trade in general is reported by the jobbers as being good and quite up to their expectations.

Sugar—The market is firm and Montreal granulated is quoted at $5.10 in barrels and $5 in sacks; yellows at $4.50; Wallaceburg at $4.95 in barrels and $4.85 in sacks.

Canned Vegetables—The market is firm and prices in all lines are generally well maintained, but the different brands of canned corn are now very scarce and the market quotation is still holding corn at $2.75 a case.

Flour—The market is firm and the flour situation still holds No. 1 patent at $2.45, No. 2 at $2.30, and No. 3 at $1.80.

Rolled Oats—The market is quite firm. 80 lb. sacks are quoted at $2.25; 40 lb. sacks at $2.30; 30 lb. sacks at $2.35; 8 lb. sacks at $2.65, and 6 lb. sacks at $2.85.

Cornmeal—The market is steady and prices firm, quoting cornmeal $1.75 per sack and 90c per ½ sack.

Evaporated and Dried Fruits—The market is very firm, but all kinds of evaporated fruits are scarce, more especially evaporated apricots, while evaporated apples are just about off the market and are now quoted at 7¾c per lb.

Green Fruits—The market is a little easier on some lines. Oranges are quoted at $5 a case; lemons $4.75 a case; bananas $2.75 to $3 a bunch; peaches $1.75 a case; pears $4 a case; plums $2.25 a crate; Washington apples $2.50 a box; watermelons $4 to $5 a doz., according to size; raspberries in pints $2.25 a case of 24 quarts; tomatoes, $2 a crate; blueberries 11c a lb.; cucumbers 65c a doz.; rhubarb 2c a lb.; cabbage 3c a lb.; radishes 45c a doz. bunches, and lettuce 35c a doz. bunches.

Canned Fish—The market is now quoting canned fish as follows : 1904 pack salmon, Fraser River and sockeye, $6.75 to $7 per case; cohoes $5.25 to $5.50 a case; humpbacks $3.75 to $4 a case; finnan haddie $4.50 to $4.60 a case; and the 1904 pack lobster will be on the market in the course of a few weeks, and the market will then quote 1 lb. lobster at $3.65 to $3.75 a doz.; ½ lb. lobster $2.65 to $2.75 a doz.; and ¼ lb. lobster at $2.10 to $2.15 a doz.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

DOES ADVERTISING PAY?

THIS question is being continually asked, both by men who are advertisers and by men who have not yet entered the arena of publicity. Some say "yes" without an instant's hesitation; others will say "no," and some others will answer, "We don't know." Experience has provided the answer for many; others never having ventured,

BREAKFAST BACON—Mild sugar Cured, nice, lean strips, especially selected for Simpson Crawford Co.; 2½ to 4 lbs. each; lb 11½c

CERA-FRUTO—Carton, 5c.; 4 cartons 18c

Beans—White or Red Kidney, Marrow, or hand-picked Navy Beans; 5 lbs., 25c; 10 lbs. 47c

Rice—Extra fancy Carolina whole head, lb., 8c.; 2½ lbs. 25c

California Asparagus—Saratoga brand; large white tender stalks, 2½-lb can, 28c.; doz. .. $3.25

Whole Tomatoes—Compass brand extra selected; small can, 5c.; dozen 55c

Tomatoes—Standard quality; 3-lb. can, 8c.; dozen 90c

Sugar Corn—Minnesota Valley brand, creamy tender corn, 2-lb. can, 12c.; dozen $1.40

PREMIUM HAMS—Swift's finest. These Hams are superior to the ordinary kinds that are offered in other stores. We offer the best without additional expense; 10 to 12-lb. size; lb. .. 12½c

Apricots—Fancy evaporated bright halves, lb., 14c.; 4 lbs. 50c

Potted Meats—Libby's Ham or Tongue, ½-lb. can, 5c.; 6 cans, 25c.; ¼-lb. can, 9c.; 6 cans 50c

Patent Flour—Royal Stuart Premium Patent; barrel in wood, $5.75; ¼-bbl. sack 72c

India Ceylon Teas—Formosa, Oolong, English Breakfast and all our regular 55c. Teas. 3 lbs. in Tea Caddy, $2.00; 1 lb. in Fancy Tea Chest 45c

Mocha and Java Coffee—A popular blend of fine imported coffees; lb., 28c.; 4 lbs., $1.00; 25 lbs., in Coffee Drum $6.50

Fresh Butter—Royal Stuart Extra Quality, the sweetest and freshest butter obtainable, 3 lb pail, 75c.; 5 lb. crock $1.25

have no positive views on the subject.

Does farming pay? Does manufacturing pay? Does merchandising pay? To such questions it will be perceived that there is a double answer—one affirmative, one negative. So is it with the question, does advertising pay? So much depends upon the advertiser; upon his courage, his caution, his sanity, his experience; something depends, too, upon local conditions. The history of advertising abounds with examples of remarkable successes, and likewise of grievous failures.

Advertising is a force in business-building—a subtle force resembling the electric current; in the hands of novices, its employment is fraught with danger; in charge of the trained man, it accomplishes its work surely and safely.

I know of a young man engaged in the wholesale dry goods trade, who three years ago began with $15,000—a bequest from his father's estate. Within this period he has twice been in financial straits, and his known surplus to-day is less than $3,000. I know another young man who began life without a dollar; drove a delivery wagon; served behind a grocery counter; later became a dry goods salesman in a large departmental store; was speedily promoted to an important executive position, and in a year or two was crossing the ocean buying merchandise in the great centres of Britain and Europe. His career was one of steady progress, attended by an ever enlarging income. To-day he has a business, a wholesale business, of his own. Such histories are not rare. The point I make in narrating these contrasted experiences is that it is the man, rather than the business or the opportunity, that makes for success or failure.

So it is with advertising. It pays or does not pay, according to the quality

Ramsay's Biscuits

"One" on New Goods

Rich, crisp, fresh; three in one
Ask your grocery man, dispel all gloom
Made in town; you're not asleep
Save your pence; a big tin full, I
And only a quarter spent it's o'er
You have nature food; not a bore
'S WELL CREAM SODAS.

Old ideas—We don't sell our name, only a big tin, 2 lbs. Ramsay's Empire Cream Sodas for 25c. All grocers.

of the individual who directs it. Blind ignorance of its principles and practice is likely to result in waste and loss. Enlightened knowledge of its nature and preparation, supported by good judgment, will make advertising profitable—how profitable depends upon the conditions governing each individual case.

A bright writer has said in answering this question, "Does advertising pay?": "Good advertising is news; presented at the right time, in the right place, and in a readable way. Much of the advertising of to-day is put in front of us so that we may by chance stumble over it; shoved at us as street hawkers shove gewgaws in front of passers-by; or so muddled with pictures and type and fantastic designs as to give us eye-strain. Fourteen sizes and styles of type are used to make an impression on people who all their lives are accustomed to reading from type of one size and style at a time. Advertising is necessary not only to the merchant, but to the consumer, and it deserves better treatment. It cannot be done with success "in any old way." Advertising should have ginger and dash and spirit. It shouldn't have to be peddled about to find readers. Good advertising pays; but only when it endorses quality and merit."

Notes.

There is given this week an example of a grocery advertisement of a New York department store. The space devoted to this advertisement is small, but as an example of compact yet satisfying grocery advertising, it is to be commended.

The man who prepared the advertisement for Ramsay's Biscuits is ignorant, one is forced to conclude, of the essentials of effective "copy." Rarely does one come across a more labored and senseless example of advertising. It is intended, doubtless, to be clever, but I venture to say that most people will judge it too puerile. Ramsay's Empire Cream Sodas are surely deserving of more sensible and stronger advertising.

Higher Quality is Our Constant Endeavor.

No food can be too pure, no staple of too high a grade, and no article of household consumption too good for our trade. We sell straight from the producer to the consumer. Not a cent extra profits sticks to anything you buy. That is the reason we outstrip all competition. We have the most economical system, working on the largest scale, for distributing to families the choicest eatables and drinkables. If occasionally an odd package escapes us and falls below our high standard, the purchaser will favor us by returning it. Let us rectify it promptly.

Three of our specials this week—NEW POTATOES, CREAMERY BUTTER and CHEESE—are particularly attractive to housekeepers because of their superior quality. Buying them at the low prices is like finding money for the next three days.

A good introduction, in the form of a general statement, is a good feature from time to time in connection with any firm's advertising,—a sort of declaration of policy, of purpose. Such a statement, if not too long, and if well said, does much good in the line of inspiring confidence.

TESTING A WATER CURTAIN.

CHRISTIE, BROWN & Co., Limited, of Toronto, have just completed putting in a water curtain system on the Frederick street side of their large factory. The curtain protects the five storeys of the building. On Thursday of last week a test was made. A large number of business men who were considering the advisability of putting in such a system were present as well as the representatives of the leading fire insurance companies. The first test was made direct from the city water service by means of a 6-inch hose, and was successful. Each of the five rows of piping threw a good stream. As in case of a big fire the pressure on the water mains would be decreased it was also decided to make a test by having one of the fire engines pump directly into the curtain. This did not prove successful. From the three storeys a good curtain of water was thrown. From the fourth storey pipes scarcely any water was emitted, while from the fifth storey there was none whatever. This was somewhat disappointing to all concerned, but it is expected that with some alterations each range of pipe will be made to work.

It should be explained that while the pressure from the fire engine was five pounds more water than from the water mains direct the diameter of the hose through which the water was forced from the engine was much smaller. Christie, Brown & Co. put in a water curtain system on the south side of their building some time ago.

A GOOD REPORT.

The Duncan Mfg. Co, Montreal, manufacturers of "Chaser Soap," report being very much behind in their orders. The demand in fact has increased to such an extent that they are again compelled to look out for larger premises. This company's profit sharing scheme is an entirely new one and has met with ready acceptance by the trade in the east. They are looking for live representatives in Ontario.

VICTORIA, B. C., MERCHANTS' PICNIC.

On Thursday, July 28th, was held the 3rd annual merchants' picnic, including the grocers, butchers and bakers of Victoria, B. C. The grocers were the first to inaugurate these successful and now much looked for annual outings three years ago. Last year the butchers combined with them, but on this occasion the bakers have decided to fall in line; it is also understood that other trades are looking in the same direction. This necessitated changing the name to merchants' basket picnic.

PERSONAL MENTION.

Mr. A. McNeill, chief of Fruit Division Commissioners' Branch, Ottawa, is in Toronto this week, offering his services to the Ontario Fruit Growers' Association in connection with their annual Fall meeting.

Mr. W. A. MacKinnon, commercial agent of the Dominion Government in England with headquarters at Bristol, is in Toronto this week for the purpose of consulting with the leading exporters in regard to the extension of Canadian trade in England.

Mr. Valentine Deolloqui of St. John, N. B. has been appointed assistant to Mr. Walter C. Gayden, Montreal agent for Red Rose tea.

Mr. Albert N. Reay, manager for the Force Food Co., Toronto, was in Montreal Tuesday on his way back from the Maritime Provinces where he stated that he had been most successful.

Mr. Archie Snowdon of Snowdon, Forbes & Co., Montreal, has just returned from what might be called a rattling trip in the Maritime Provinces.

Mr. D. J. Byrne of the firm of Leonnard Bros. leaves this week on an extended business trip to their eastern fishing grounds. Mr. Byrne will be joined at Newfoundland by one of his partners, Mr. Leonard.

The Montreal offices of The Grocer were favored with a call this week by Mr. T. B. Nicholson, representing the Keystone Mfg. Co., Buffalo. Mr. Nicholson, who is an old Toronto boy and an old grocery traveler, having represented the Eby, Blain Co., Limited, and T. Kinnear & Co., has done remarkably well since leaving for the United States.

Mr. Albert Neuberger representing the Preservaline Mfg. Co., New York, was a visitor to the Montreal trade this week.

Mr. Wm. Lamb, Omemee, passed through Montreal last week on his way to Ste. Anne de Beaupre. While here, he was the guest of Mr. Arthur Bryson of the C. P. R. Mr. Harry Lamb, also of Omemee, was another Ste. Anne excursionist.

BORAX IS FOOD.

OF late years the use of borax as a preservative is increasing somewhat. In dairying countries, particularly, the modern butter-maker uses borax freely in the preservation of dairy products. It is well known that in Denmark borax is used extensively in butter. It is largely on account of the pleasing flavor imparted to butter by the boric acid that the Danish article finds favor in England. In view of the fact that boric acid is beginning to take the place of salt to a considerable extent in the preservation of food, the Department of Agriculture in the United States recently arranged for some tests of its use.

Twelve young men at Washington submitted themselves to the test. As the effect of boric acid is not regarded as dangerous, or of a poisonous nature, the American authorities decided that a practical as well as a positive method of ascertaining the results was to practice on the human system. The twelve young men, for a time would use food preserved with salt, and for a time they would eat the food containing borax in varying quantities. The effects upon their systems were carefully noted by experts. Week after week for six months the experiment was tried under various circumstances, in order that the American Agricultural Department would definitely arrive at the effects of boric acid on the human system.

A full report of the experiment on the twelve young men has been submitted for the department's consideration. The report shows that boric acid taken in food is eliminated from the system almost entirely by the kidneys. It is not stated that the drug is directly injurious to the kidneys, but there are obvious reasons for caution in its use. It was found that the long use of the acid, which rarely produces immediate injurious effects, and is not noticeable to the taste, ends in loss of appetite, bad feeling, fullness of the head and stomach trouble. Habitual users of borated food often lose weight. It was further shown by the analysis that a smaller proportion of borated than of natural food is digested and assimilated by the body.

The report does not condemn the use of borax, but points out the need of greater attention to its excessive use. This applies particularly to meat and dairy products. Meats shipped raw and

not kept too long may be given a coating of the preservative which prevents germs from affecting the meat. But it should not be allowed to go too far below the surface.

It is thus pointed out that the habitual use of the acid is apt to produce an injurious effect. The drug may not affect a healthy person, but for delicate people and children the safest rule is to exclude it. While the human body may endure considerable quantities of boric acid, without harmful effects, its long usage is liable to produce injury to a delicate system.

EFFECT OF WAR ON SUGAR VALUES.

"It is an ill wind that blows nobody good" s an old saying and it seems that even the war in the Far East is not without beneficial blasts. In particular it is doing a good turn for the beet-sugar growers of Europe. Hitherto, about 300,000 Poles have been accustomed to flock into the German beet fields every spring to work, but owing to the war Russia has announced its intention rigidly to enforce the police regulations along the Russian frontier; so this year, at least, these Poles will be compelled to stay at home—perhaps to be sent to Manchuria to fight for the Czar, or otherwise to earn money enough to pay the heavy war taxes. It cannot be thought that the good wind is blowing in the direction of these Poles. No, it is all for the German laborers, whose wages will now go up in a lively fashion owing to the absence of the Poles, and the consequent dearth of hands. It is thought, too, that the scarcity of help will be so great that it will compel beet-growers to reduce their acreage. This again will reduce the yield and enhance prices. So it appears that the Russo-Japanese war may blow good to the German laborer, and, let us not forget, to the British West India sugar producers. For if it reduces the European beet acreage, it will likely mean a better market for the sugar production of the British West Indies.—Exchange.

COMPANIES INCORPORATED.

THE Canadian United Milling Co., Montreal, have been incorporated to carry on a flour, cement and sawmilling business. The share capital is $150,000 and provisional directors are H. J. Pidgeon, Grand Cascapedia, Que.; C. Broudeis, W. A. Weir, E. A. Schmidt, D. Mahaffy and J. B. Vosbourgh, of Montreal, and J. Earle, of Lacuhte, Que.

The firm of Armour, Limited, Toronto, have been incorporated with share capital of $25,000, to carry on a general mercantile and manufacturing business. The provisional directors are J. S. Lovell, W. Bain, R. Gowans, E. W. McNeill and R. Richardson, all of Toronto.

The Hygiene Ice Co., of Ottawa, has been incorporated to manufacture and deal in ice, etc. The share capital of the company is $100,000 and the provisional directors are R. P. Gilmour, E. A. Runions, L. E. Runions, T. Pegg and C. B. Pratt, all of Ottawa.

The Grafton Fruit & Produce Co., Grafton, Ont., with share capital of $25,000 has been incorporated to deal in fruit, vegetables, and farm produce; to manufacture preserved fruit and produce; and to prune and spray trees. The provisional directors are A. T. Cole, R. Z. Rogers, G. R. Hare, M. J. Gillard and R. A. Newman, all of Grafton, Ont.

The Ontario Crude Oil Co. of Toronto, have been incorporated with share capital of $300,000 to carry on mining, milling, reduction, and development operations, more particularly mining, refining and dealing in petroleum oil. The provisional directors are J. W. Stokes, Sarnia; W. D. Earngey, J. Kynoch, A. Mac L. Miller and E. Miller, all of Toronto.

A. H. F. Randolph, Fredericton; J. F. Edgett, Moncton; F. R. Schofield, W. C. Cross and A. Malcolm, all of St. John, are applying for incorporation as the New Brunswick Importing Co., to carry on a general importing and exporting business in flour, molasses, provisions, etc. The share capital is $25,000.

The B. C. Fruit & Commission Co., Vancouver, has been incorporated to take over the commission business of W. J. Wight, carried on under the name of The California Produce Co. The share capital is $5,000.

It Has Paid Us

as manufacturers to strive for excellence in the quality, style and appearance of our Meats. All our facilities and experience are directed to this end.

It Will Pay You . . .

as a dealer to examine our line and to satisfy yourself as regards the Quality and Price of

Clark's Meats.

TRADE MARK
This design a guarantee of quality.

GREY BREAD WRAPPER A SPECIALTY
ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
Toronto LIMITED Montreal

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

CROCKERY DEPARTMENT.

Open Stock Patterns.

"MY experience with open-stock patterns," commented the uptown buyer, as he called the writer's attention to a table heavily laden with these goods, "has taught me that careful judgment in selecting must be exercised. Too many buyers, carried away by the increasing popularity of open-stock lines, choose patterns with little or no consideration of the present or future requirements of their patrons. They seem to think that any thing in open stock will move, and if disappointed they sweepingly denounce the selling proclivities of the patterns in general.

"In ordering an open-stock line the buyer should remember that he is virtually inaugurating an endless chain of china. The moment he or his assistants make a sale, that pattern becomes a permanent adjunct of his display. He must be ever afterwards prepared to replace a missing or damaged piece of that particular set, no matter if it has been dignified by but one order. It can be readily seen, therefore, how easily a buyer might burden himself with a lot of 'dead stock' merely to preserve an open stock pledge with some patrons who had taken kindly to slow-selling lines.

"Do you see that green border pattern over there?" the buyer inquired, pointing out a neat, tasteful design. "Yes, that's it. Well, I thought I had a bad one in that pattern for a long time. Why, it actually lay around this department for several months before any one ordered it. About that time I had begun to feel rather fearful of its future, and was seriously entertaining the idea of taking it away from my open stock assortment. When I at last heard of the woman visitor who had honored it with the initial order I felt rather regretful, for I had been convinced that I would be forced to maintain possession of it for the sole reason of fulfilling our contract with that lone buyer. But after a time some one else condescended to order it, and later others came along, until now it is the best seller among all my open-stock lines.

"That one instance," he explained, "merely illustrates the uncertainty of shoppers' likes and dislikes, and indicates how innocently, too, a buyer might permanently burden himself with an open-stock pattern for the sake of one or a few purchases.

"But the buyer who selects open-stock patterns judiciously," he added "could do nothing more beneficial to the interests of his house than to establish several patterns in his department. The margin of profit on them is considerably larger than on the ordinary dinner service, which is quite deserved by reason of the much greater risk assumed. I have found, too, that the ordinary run of shoppers, when they become fully acquainted with the significance of an open-stock pattern, waste little time in deciding upon one of them. To my mind the popularity of the open-stock pattern is really in its infancy. All that is necessary to nurture its growth is the exercise of discretion on the part of the buyers, who, by ordering patterns that will prove popular, will insure the permanency of their stay upon the display tables."

Non-Crazing Ware.

IT goes without saying that the wide-awake crockery dealer has discontinued filling up his stock principally with a large variety of dinner sets, but instead selects one or more open stock patterns. This enables him at once to supply his patrons with just as few pieces as may be wanted at the time or an entire dinner set.

While some discretion is generally exercised in the selection of a stock pattern, it is, however, frequently based only on price, color and design without regard to quality. This is a fatal mistake. The first recommendation must be the quality of the ware, and not until that is assured should other considerations come into play. The necessity of having the best obtainable ware is quite apparent when one reflects but a moment upon the object of carrying a stock pattern; it is to supply patrons with their immediate wants whether large or small, and at the same time afford them an opportunity of providing them with their future requirements in the same pattern, shape and color, as previously supplied. Now, if the ware originally supplied was not of good quality, no matter how tasty the pattern may have been, the customer will either not come back at all, or come only to make complaints—that ware breaks or chips too easily or, worse than all, is badly crazed. Handling such goods there is but one result, loss of business to the dealer and disappointment to the customer.

There are several good makes of dinnerware in the market and one of the best is Maddock's Royal Vitreous. Of this now celebrated non-crazing ware, E. W. Klotz, the sole agent for Canada, shows a large range of samples at 24 Wellington street west, Toronto.

Fine Crockery Show Rooms.

The intending visitor to the warehouse of the John L. Cassidy Co., Limited, of Montreal, naturally expects the surroundings there to be in keeping with the standing of the house, claimed to be the largest in its line in the metropolis. But despite all this, he will hardly be prepared for anything so imposing as he will actually find. Covering an area three warehouses wide, the showrooms are filled to their utmost capacity with the samples required to represent the enormous stock carried. Elaborately mounted vases shown on mirrors, cut glass arranged on plush, silverware in cases, and table after table of exquisitely decorated china, all go to the making up of a striking exhibition of all that is best in the potters' and glass cutters' arts. Lovers of fine pottery, as well as those in search of special values—to all of whom the house extends its cordial invitation—will be well repaid by a visit.

New China Firm.

The Fleming-Hutton Co., Toronto, have been granted a charter to sell and deal in, as manufacturers' agents and otherwise, earthenware, china, lamps and glassware. The share capital of the company is $25,000 and the provisional directors are T. C. Fleming, Toronto; F. W. Hutton, A. E. Hutton, M. A. Rumsey and S. C. Bartlett, all of St. Mary's, Ont.

Crockery Notes.

G. Hasenflug, grocer, Waterloo, Ont., is having four 12-foot silent salesmen made, for the better display of his stock of china, crockery, etc.

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

For Import only

The "Hamilton," a stock pattern winner. Colors—Green, Turquoise and Dark Blue. Remember, Maddock's is the brand that hasn't crazed for 40 years.

Have the best and avoid work, worry, dead stock, shelf warmers, dissatisfied customers, and losing your temper.

E. W. KLOTZ

SOLE AGENT FOR CANADA 24 Wellington St. West, TORONTO

FANCY CHINA AND GLASS IMPORT SAMPLES NOW FOR SALE

The Winnipeg Fair

is deemed by THE GROCER worthy of a special number. Accordingly,

Next week, August 5th

will appear

The Winnipeg Fair Number
of
The Canadian Grocer

This number will have a special cover, and will contain an illustrated account of the Exhibition. The edition will be considerably enlarged, and will be heavily distributed throughout Western Canada.

Advertisers

wishing to take advantage of this unusual opportunity should send in copy at once. No advance in rates for this issue.

Copy must be in not later than Aug. 3rd.

THE CANADIAN GROCER
MONTREAL TORONTO WINNIPEG

2 brands that will bring you business—

BORDEN'S "Eagle" brand Condensed Milk
AND
BORDEN'S "Peerless" brand Cream

The best and healthiest **"hot-weather"** goods on sale.

WM. H. DUNN
AGENT, MONTREAL

For sale by all jobbers, or

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO. St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

TRY THE SOUTH—It is prosperous and the people and the weather always genial; one of the best grocery stores in one of the best towns in Central Kentucky is offered for sale at the wholesale cost of the stock, with no charge for good will, though continuously and successfully operated since 1869; annual business, $40,000; capital required, $4,000 to $5,000; present owners going into the jobbing trade exclusively. Address J. M. Kelly, Merchandise Broker, Lexington, Ky. (31)

SITUATION VACANT.

CHEESEMAKER—With some experience—or one willing to learn the business; for four months. Apply, at once, to J. W. Fotheringham, Cavanville Factory, Cavanville, Ont. f

SITUATIONS WANTED.

GROCERY CLERK, nine years' experience, desires position in Northwest; best references, Box 158, CANADIAN GROCER, Toronto. (31)

MECHANICS WANTED

FIRST-CLASS BAKER—State wages. Adam Seltzer, Tavistock. f

AGENTS WANTED.

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

FOR SALE.

FOR SALE—150-Barrel flour mill; in good village; near Winnipeg; going concern; in first-class condition. For further particulars, apply T. R. Billett, commission agent, Winnipeg. f

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

IRISH

Consumers prefer Canadian products. If you want to sell communicate with

J. H. Sheridan, 6 D'Olier St., Dublin

(23)

WELL-KNOWN GROCER DEAD.

FULL of years, honors and success, Mr. J. E. Mullin, one of the oldest wholesale grocers in Montreal, passed away last week. The long procession of sorrowing citizens that followed him in funeral procession last Monday morning was a sterling testimony to his record in life. He had been ailing for some time, but his friends thought that his hardy constitution and good care would combine to keep him in comparative good health and strength for some time. At 80 years of age the change came over him quickly and it was just a few days ago that the worst was feared. He passed away peacefully on Friday morning, July 22.

Mr. Mullin came to Montreal from Ireland when a very young man. He was successful in business from the very first. Of late years he gave up groceries, being interested in the cold storage business. He at one time represented St. Lawrence divsion in the City Council and once contested St. Ann's division for parliamentary honors. Mr. Mullin was a bachelor.

AUTOMATIC CHEESE CABINET.

One of the most serviceable grocery accessories recently put on the market is an automatic cheese cabinet which, it is claimed, keeps the cheese clean and fresh and free from flies. It has glass on three sides, and perfect ventilation is afforded by a front drop door. By a special contrivance the cheese is drawn out automatically by simply lowering the drop door. This novelty is for sale by Lucas, Steele & Bristol, Hamilton, who recommend it to the trade as being indispensable at this particular season. They claim that it will save its cost, viz.: $8.75, within a few weeks.

WINNER IN FRUIT GUESSING CONTEST.

The award in White & Co's. fruit guessing contest was made this week, when H. A. Powers, of Picton, was declared the winner, having come the nearest to the correct number of bunches of bananas handled by this Toronto firm during the week of June 4-10. His guess was 6,013, whereas the correct number was 6,071. Over one hundred competed in the contest, and the keenest interest was manifested throughout. White & Co. will give Mr. Powers a free trip to the St. Louis fair.

Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.
We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.
They give a very handsome effect, and enduring, practical satisfaction.
We give estimates if you send measurements and outline of the building.
Think it over.

Metallic Roofing Co., Limited, Wholesale Manufacturers, Toronto, Canada.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Nobody has a bad word for BROCK'S Bird Seed

Put up by
NICHOLSON & BROCK, - TORONTO

Why?

Why should our pack of goods be better than any other company's? That is a fair question and we shall answer it.

We are in the very heart of admittedly the best spot in the whole of Canada for the growing of fruits and vegetables.

Our factory and equipment are the newest and most modern to be found on the continent.

Our work people are skilled, having had many years training in this very work in the home of the canning industry in Canada.

Our head process-man has not his peer in all America. We "paid the price."

The management know the business thoroughly.

Went in for a grade of goods distinctly better than the best hitherto produced. "Where there's a will, there's a way," and they have the will.

Old Homestead Brand of Canned Fruits and Vegetables

are in a class by themselves. Yet they can be had by every grocer who wants them if orders are given early. There is a limit to the pack, of course. Strawberries, Peas, Raspberries have been packed, and the goods are on the market. Order from your wholesaler, and order now. Later on you may have your troubles.

Old Homestead Canning Co.

Picton, Ont.

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

Canada—

there is no
better country

MOTT'S—

there is no
better CHOCOLATE

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Americans

spending their Summer in Canada have been getting

Stewart's Fine Chocolates

At first they wanted American-made Chocolates. Now they invariably ask for Stewart's. The quality is not only as good as the best American-made—a little better some think—but the price is lower, and when quality and price constitute the argument, there is little left to be said. Then again, the package is fully up to the best examples.

All grocers should handle Stewart's Fine Chocolates.

SEND FOR PRICE LIST.

A. J. STEWART, Limited
MAKERS
Toronto.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Correspondence and Trade orders solicited.

Home Office and Address:
St. CHARLES, ILL., U.S A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

Business Changes

ONTARIO.

THE flour mill of H. V. Denne & Co., millers and grain merchants, Newmarket, is advertised for sale.

A. F. Dickson, miller, Atwood, has been burned out.

E. Allen, grocer, Kingston, has sold out to Wm. J. Reid.

J. C. Jones, grocer, Stratford, has sold out to A. H. King.

H. Poile, baker, Chatham, has advertised his business for sale.

Geo. Ross, general merchant, Drumbo, has assigned to A. Robinson.

C. W. Butler, grocer, Ottawa, has assigned; meeting of creditors July 26.

The business of John Hull, miller, Lakefield, has been advertised for sale.

The business of D. M. McDermid, grocer, Limehouse, is advertised for sale.

P. F. Rundle, of P. F. Rundle & Co., cheese and butter dealers, Ingersoll, is dead.

W. A. Cole has been appointed liquidator to the Dominion Supply Co., Ottawa.

W. H. Miller, general merchant. Severn Bridge, has advertised his business for sale.

W. E. Green, dealer in groceries and fruit. Toronto, has sold out to G. Hamilton.

The business of Tudhope Bros., (Geo. H. Tudhope) grocers, Woodstock, is advertised for sale.

A meeting of the creditors of Benson & Co., grocers and dry goods merchants, Watford, is advertised for July 29.

A meeting of the creditors of Williams & Son, manufacturers of pickles, Toronto, who assigned to E. R. C. Clarkson, was announced for July 23.

QUEBEC.

Bissonnette & Giguere, tobacconists, Quebec, have assigned.

The premises of A. J. Aubin, grocer, Montreal, have been closed.

The assets of Boucher & Lesage, grocers, Montreal, are to be sold.

The assets of A. Adelson, grocer, Montreal, are to be sold on the 29th.

W. Gagnon has registered under the style of Adelina Duclos, grocer, Montreal.

The assets of J. Fisher & Co., general merchant, Jonquieres, are advertised to be sold.

H. Lamarre has been appointed curator to J. L. Seguin, general merchant, St. Simon.

Chartrand & Turgeon have been appointed curators to A. Robert, grocer, St. Jerome.

The assets of A. Saucier, wholesale produce merchant, Montreal, are advertised to be sold.

Andrew Laing has registered under the style of the Laing Canning & Preserving Co., Montreal.

Mrs. Samuel Fontaine has registered under the style of N. G. Bedard & Co., grocers, Montreal.

The assets of J. R. Gervais, general merchant, Mount Carmel, were advertised to be sold on July 27.

The assets of L. P. Lelletier, general merchant, Notre Dame Du Lac, were advertised to be sold on July 28.

A. Gauthier, W. Cole and W. Cote have registered under the style of Gauthier, Cote & Freres, general merchants, St. Cyrille.

Philip Le Dain has registered under the style of the Canadian Townships Produce Co., dealers in grocers' supplies, etc., Montreal.

NOVA SCOTIA.

E. D. Smith, general merchant, Lower Shag Harbor, has assigned to G. A. Black.

MANITOBA AND N.W.T.

J. W. Toogood, grocer, Prince Albert, has sold out to C. O. Conner.

A. Simpson, grocer, Snow Flake, has sold out to Wm. Rowbotham.

W. J. Robinson, general merchant, Erwood, has sold out to James L. Marshall.

Revilion Freres, general merchants and furriers, have been succeeded by Revilion Freres.

P. Nelson, grocer, Winnipeg, has taken partnership interest with his brother at Percival.

Wilkie & Co., general merchants, Fort Saskatchewan, have sold out to Kimball & Co.

Cochrane Trading Co., general merchants, Cochrane, have been succeeded by Howard & Chapman.

The Cartwright elevator of McLaughlin & Ellis, grain merchants, Winnipeg, has been destroyed by fire; loss covered by insurance.

BRITISH COLUMBIA.

D. S. Macdonald, general merchant, Northfield, is dead.

M. A. Smith & Co., grocers, Revelstoke, have been succeeded by Hobson & Bell.

C. Bean, of J. E. Rogers & Co., general merchants, Fernie, has sold his interest in the business to J. E. Rogers.

The California Produce Co., wholesale fruit dealers, Victoria, have been succeeded by the B. C. Fruit & Commission Co.

LOWER PRICES IN WOODENWARE.

As a result of the additional protection afforded woodenware of Canadian manufacture by the increase in the duty on the foreign article entering this country, the United Factories of Toronto have been enabled to make a material reduction in woodenware quotations for the benefit of their customers. Here is an instance where increased protection has been in the best interests of the consumer.

WE REMIND YOU

that in addition to

Perfection Cream Sodas

we make an immense variety of

Fancy Biscuits

and

Confectionery

All our goods are made with rigid care and with every regard for quality.

THE Mooney Biscuit & Candy Company, LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

A COMPLIMENTARY BANQUET.

THE banquet to Mr. George E. Drummond, president of the Canadian Manufacturers' Association, given at the Canada Club, Montreal, was a unique affair. There were in attendance politicians of note from both parties. Race, creed, politics and nationality were all set aside and it was a gentlemen's banquet to one of Montreal's first gentlemen and in fact one of Canada's. The notable speeches were not made by ministers, but by business men, and notable among these were the terse utterances of Mr. Drummond himself. Mr. Robert Meighen, president of the Lake of the Woods Milling Co. and R. A. Donald, manager of the Pure Gold Mfg. Co., of Toronto, as well as Messrs. J. J. McGill, H. Cockshutt, R. M. Ballantyne and Robert Munro had some things to say and they all said them like level-headed business men who believed in the future of the Dominion.

EXPORTS OF TEA FROM JAPAN.

Statistics as follows regarding exportations of tea from Japan for the present season to June 15 have been received from C. M. Bernard, Chicago, agent for Bernard & Co., Yokohoma, Japan:

To New York	2,859,173	lbs.
To Chicago	3,104,035	"
To San Francisco	824,240	"
To Canada	372,799	"
Total	7,160,247	"

As against 9,870,393 lbs. to same date last season. This shows a decrease to all points of 2,899,269 lbs., but to Canada there is an increase of 189,123 lbs.

GUELPH BOARD OF TRADE MEETS.

A regular meeting of the Guelph Board of Trade was held on Tuesday, July 19. Among the items considered under the head of business was the report of the manufacturers' committee to the effect that they were in favor of advertising the advantages of Guelph as a manufacturing, business, and residential centre and would suggest the appointment of a committee to wait upon the City Council and ask their co-operation in this important matter. The advertising medium suggested was some largely circulated trade-journal in Canada and the United States respectively. The appointment of a committee was recommended to act either in conjunction with the manufacturers' committee or independently to arrange the details of carrying the above scheme to completion. The various other standing committees reported. The remaining items of particular interest were the annual report of the Stratford Board of Trade, and an address on the local railway situation by J. W. Lyons. The question of running an excursion under the auspices of the board was also introduced and finally handed over to the banqueting committee for further consideration.

OFF FOR SOUTH AFRICA.

The steamer "Monarch" of the Elder Dempster line has sailed for Cape Town, Durban, East London and Port Elizabeth, S. A. She carried a large general cargo, including flour, bagged grain, lumber, frozen meats, canned goods, butter and cheese, also agricultural machinery. For the improvement of stock in the Transvaal some valuable live stock were taken.

RETURNED
JUL 29 1904
MIXED PICKLES
LION BRAND
THE OZO COMPANY LIMITED
MONTREAL, QUE.
PICKLE QUALITY
DEPENDS ON A GREAT MANY OUTSIDE THINGS IT EVEN BEGINS IN THE SEED FROM WHICH THE VEGETABLES ARE GROWN, THE SOIL ALSO MAKES A DIFFERENCE AND THE AMOUNT OF RAIN FALL BUT NO MATTER HOW WELL THEY ARE GROWN THEY MUST HAVE THE MOST EXPERT HANDLING AND WATCHING TO TURN OUT THE DELICIOUS, APPETIZING FLAVOR THE FIRM CRISP WELL CUT CUBES OF EVEN COLOR WHICH HAVE MADE OZO BRANDS KNOWN FROM OCEAN TO OCEAN AS THE ACME OF GOOD GOODS. THE VINEGAR USED IS THE MICHEL LEFEBVRE TRIPLE STRENGTH YOU KNOW THESE COULD BE NO BETTER. IF YOU HAVE BOUGHT THEM BEFORE YOU WILL SEE THAT YOU GET THEM AGAIN, IF YOU HAVE NOT DONT LET THEM SELL YOU ANYTHING ELSE: LOOK AT THE LABEL.
SHALLCROSS & McAULAY. VANCOUVER.
WRITE US FOR CATALOGUE AND QUOTATIONS. NOW.
THE OZO Co LIMITED. MONTREAL.
JOS. CARMAN WINNIPEG.

W. S. CLAWSON & CO.

ST. JOHN, N.B.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Attention!

KLAUS'S, the best of all Swiss milk chocolates for eating and drinking.

KLAUS'S marvelous rich powdered Swiss milk; latest creation of the present; most economical food for household purposes.

Galactina Swiss Infants' Food, prepared by Fabrique de Farine Lacte Suisse: Galactina: Berne (Switzerland).

BEAR BRAND, Condensed Swiss Milk, highly recommended by members of the medical profession, absolutely safe and free from infectious germs. His Britannic Majesty's Government have placed large contracts for the Bernese Alps Milk Company's unsweetened condensed milk.

GLARNISH GREEN CHEESE, manufactured by Grunninger Bros., Naefels (Swizerland), from purest Alps goat milk. Is therefore highly recommended by medical men as a wholesome stomach breakfast cheese. Should be sold by all grocers.

Agents for the Dominion of Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.
Send for Samples and Prices.

"Quality"

is our watchword.

When you offer a package of

San Toy Starch

to your customers you need have no fear of the result—every purchaser of **San Toy** means a satisfied customer. Write for sample and prices.

J. H. MAIDEN, Agent, Montreal.

WE SELL
ONLY THE
VERY BEST
ORANGES
LATE VALENCIAS.
TORONTO, CANADA.

McWILLIAM
Mc. AND E.
EVERIST

'PHONE MAIN 645.

TRY OUR
FANCY
Water Melons
GEORGIA STOCK.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Fruit and Vegetable Prospects.

IN the Niagara District the fruit prospects continue excellent, with the exception of peaches, in the yield of which there will be considerable decrease. Around Port Dalhousie the loss to the peach crop will be comparatively small, while in St. Catharines District the outlook has improved considerable, and authorities on fruit say the crop for 1904 will basket up to a good average.

The crop of cherries has been good and the yield of raspberries, now beginning to be picked, will be large and of good quality. Plums are expected to be a light crop all round. An abundance of Winter apples is expected.

The feature in the Niagara fruit belt, however, is the splendid outlook for grapes. Everywhere the vines give evidence of an exceptional yield. Plums, pears and the many small fruits grown in the Niagara District promise an abundant yield.

In the Leamington fruit district it is estimated that frost destroyed about 75 per cent. of the peach trees. Cherries have been a profitable crop, and apples promise well. The bean crop in Ontario is late this year, but looks particularly well.

All along Lake Erie and north the crop of Fall and Winter apples promise to be large and of excellent quality, while plums and peaches are an entire failure.

There have been no changes in the fruit and vegetable situation in the Provinces of Quebec, Prince Edward Island, Nova Scotia and New Brunswick, since last week's report, and the prospects for apples, small fruits, vegetables and roots continue fair.

In British Columbia prospects are equally good. The famed Kelowna District promises a record fruit crop of all varieties.

How Bananas Reach Montreal—A Trainload of 17 Cars.

Banana Traffic to Montreal.

THE average citizen of Montreal no doubt is under the impression that one or two cars of bananas a day are disposed of throughout the City of Montreal, when as a matter of fact, the quantity used is from six to ten per day.

Speaking literally, 42 cars arrived in Montreal during the week ending July

16th. Two weeks ago the Delaware & Hudson Co. brought in a solid train of 17 cars, which would no doubt be an eye opener to the citizen who does not indulge in this fruit.

The banana trade reaches Montreal through Baltimore, Philadelphia, New York, and Boston, the shipments from New York averaging about 75 per cent.

The principal routes over which this traffic reaches Montreal, are the New York Central, and Delaware & Hudson. Up to two weeks ago the Delaware & Hudson, with its Grand Trunk connection from Rouses' Point, handled the bulk of the business, but it has now gone over to the New York Central, owing to the inability of the Grand Trunk to give the necessary service, that is, early morning delivery.

The terminal facilities for handling this ever growing industry in Montreal are considered very good and fruit merchants appear to be well satisfied, whether delivery is given on Grand Trunk or Canadian Pacific tracks.

Exhibit of Canadian Fruit.

Arrangements are being made for three exhibits of Canadian fruit in London, Eng., to open September 1 and to last for six weeks. This will include 500 cases of fruit and 150 bottles of preserves.

Preliminary arrangements are also being completed for a large display of Canadian fruit at the great Industrial Exhibition, which is to be held in Liege, Belgium, beginning in May, 1905.

Canadian fruit growers are also making a creditable exhibition of fresh fruits at the St. Louis Exposition, large quantities of strawberries, gooseberries, currants and cherries having been already sent forward.

New Way of Selling Bananas.

Within the next few weeks the United Fruit Company, of Boston, Mass., will establish throughout the scope of their distribution the system of selling bananas by weight instead of by the bunch. This will place the method of disposing of the fruit on an entirely different basis. The announcement is a most important one to commission merchants and dealers, but among them there seems to be a feeling of unanimity that the change is a good one. One prominent Boston dealer is of the opinion that the selling of bananas by the pound will prove a satisfactory arrangement, and that after dealers are accustomed to it they will find it much more equitable than the present method. The system is in operation at New Orleans at the present time, the southern division of the company's territory, where it has given perfect satisfaction.

The bunches vary so in size that under the old method there was no way of regulating matters so that some dealer would not have a decidedly better deal than others. For instance, two dealers might bid for first, and when it came to delivery the bunches coming to one man might contain a fifth more fruit than that which fell to the lot of the other party. It is also claimed that as long as the system of selling by bunches is in vogue such uneven apportionment of fruit cannot be avoided.

Result of

Banana Guessing Contest

6071 bunches Bananas handled by us from June 4th to June 10th—an average of 1012 per day—nearest guess 6013—won by

H. A. POWERS, Picton

We certify the above as being correct, having examined the books of Messrs. White & Co., and find that from June 4th to June 10th (both days inclusive), they received and handled 6071 bunches bananas, and that H. A. Powers, Picton, was the first person to guess the nearest to the correct number.

(Signed). W. H. MILLMAN, of W. H. Millman & Sons,
J. P. WHITE, 25 Toronto St., (Yonge St., City.
Notary Public.

WHITE & CO., Toronto

W. B. Stringer.
J. J. McCabe.

==YOU==

Phone Office, Main 520.

undoubtedly see the advantage. We spend our time around the market and must see the best values—it's from these your order is filled. We may have to go to 4 or 5 houses to complete your shipment, but that's what we're here for. When we fill your order you may be sure it's the best deal Toronto market offers that day. Try us.

W. B. STRINGER & CO., FRUIT BROKERS.
Can. Representatives for J. C. Houghton & Co., Liverp'l & London 61 Front St. East, Toronto.

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Apples Dried and Evaporated
Vegetables Green and Desiccated

FINKLE & ACKERMAN
BOWMANVILLE.

Ridge Hall Fruit Farm.

Fancy, smooth Tomatoes and Cucumbers in large supply. Green Corn and Early Peaches ready in a few days. Give us your orders.

E. E. ADAMS, Leamington, Ont.

FLOUR AND CEREAL FOODS

Grain Situation.

ADVICES received from points all over the Dominion are hopeful regarding the coming harvest. In western Ontario the harvest will be late owing to the backwardness of the season, but generally a good average grain yield is expected. In some parts, particularly the south and southwest, from Hamilton to Port Dover, wheat is very poor. Reports on oats are generally satisfactory, while other grain crops are above the average. Owing to the excessive rains of the last few weeks there are continued reports of rust in certain localities. In eastern Ontario grain is on the whole progressing well, and conditions are more favorable than in the west. In Nova Scotia and the east reports show considerable falling off in average returns. Rains, however, have much brightened the prospects for grain, and the crop is estimated at 90 per cent. of a full crop.

Conditions throughout the entire Canadian west have shown marked improvement during the last few days. Parts of the Districts of Saskatchewan, Alberta, Assiniboia, and western Manitoba, were beginning to suffer for want of rain. Abundant showers, however, have relieved the situation. All grain is well headed out except in small areas where sown late. Oats and barley are progressing favorably as well as wheat; they also are in head and give every promise of an excellent crop.

Five weeks of favorable weather from now on is all that is needed to insure one of the heaviest crops of the finest quality ever harvested in the Canadian west. In some localities the heads of grain are fully 4 inches in length, while the straw generally runs from two to three feet in length. Several districts place the estimated yield as high as 40 bushels to the acre. Some barley has already been cut, but it is not expected that harvesting will be general before the middle or end of August.

The increase in the grain acreage of Manitoba and the Canadian west for 1901, as compared with 1903, is not as great as had been expected. It was expected by grain men that there would be a large increase in wheat area in Manitoba, but what increase there has been took place largely in the Territories. The number of acres under crop this year in both Manitoba and the Territories is 5,065,480, or an increase on last year of 394,710 acres, or about 9 per cent. There are 3,120,411 acres under wheat, as against 3,123,663 acres last year, showing an increase of 9½ per cent.; 1,205,960 acres under oats, as against 1,101,333 last year, an increase of 9½ per cent; 392,569 acres under barley, as against 381,135 last year, an increase of 3 per cent., and 16,510 acres under flax, as against 64,639 last year, a decrease of 28 per cent. The above increase of 9½ per cent. in the number of acres of oats is a fair one, and is due to the late Spring in some sections, which caused the sowing of oats in preference to wheat. The decrease in the number of acres under flax is very noticeable, but it is not surprising after last year's failure of the flax crop in the Territories.

In Manitoba alone the number of acres under wheat is 2,366,200, which shows a slight increase over last year, under oats, 551,311 acres; under barley, 280,590 acres, and under flax, 25,602 acres. The figures of crop area for the Territories are, under wheat, 1,051,211 acres; under oats, 654,649 acres; under barley, 111,979, and under flax 20,938 acres. The number of acres under flax last year was 32,431, so this is a decrease of 11,493 acres. The increase in the number of acres under wheat in the Territories is much in advance of the increase in Manitoba.

The crop situation in the United States shows improvement on the whole, though the effects of Winter wheat damage are being realized. A shortage from 1903 is indicated in Nebraska, Kansas and portions of Missouri. In the majority of cases the wet harvest has had a perceptibly bad effect on the quality of the grain. On the Pacific Coast, California grain crops will be smaller than a year ago, but much needed rain has helped Spring wheat in Oregon and Washington, while affecting the quality of Winter wheat now being harvested.

The Trade Bulletin of Chicago estimates tne wheat crop of the United States at 610,000,000 bushels, and claims that reducing supplies to a minimum, the surplus for export may be 142,000,000 bushels. Exports last year were 121,000,000 bushels, and the average for the past fifteen years 170,000,000 bushels. Supplies of flour and wheat in America are about one million seven hundred thousand bushels less than last year, while the amount of wheat in farmers' hands is 6,000,000 bushels less.

Stocks in Europe, Argentina, and afloat are 22,500,000 bushels more. According to the Bulletin, the world's wheat crop for 1904 is 14,000,000 to 15,000,000 bushels less than last year. An increase in Asia, it is declared, will offset the decrease in the United States. The decrease is chiefly in Europe and mainly in Russia, Roumania, Austria-Hungary and Italy

According to a London cablegram the prospective shortage in the world's wheat output this year is becoming serious. The best authorities consider that the United States, Canada, Russia, and the Danube countries will not be able to spare Europe more than 25,000,000 quarters, compared with 36,000,000 in the past season, and as European countries need to import 58,000,000 quarters, it may become a serious question whether our requirements can be easily satisfied. Beerbohm is even more pessimistic than this: he suggests that your exportable surplus of wheat to Europe, and Canada's may not exceed 10,000,000 quarters, and adds that seldom has the outlook been so apparently in favor of a higher cost of breadstuffs than now.

VISIBLE SUPPLY IN CANADA AND UNITED STATES.

	July 25. 1904.	July 27. 1903.	July 28. 1902.
Wheat	12,775,000	12,950,000	21,591,000
Corn	5,778,000	7 311,000	7,468,000
Oats	3,007,000	5,229,000	894,000
Rye	792,000	634,000	10,000
Barley	955,000	363,000	250,000

Wheat decreased 544,000 bushels during the past week; corn decreased 306,000, and oats decreased 879,000. Last year wheat decreased 117,000.

GRAIN ON PASSAGE.

	Wheat & Flour. Bush.	Corn. Bush.
To the U K	25,920,000	8,560,000
To the Continent	13,760,000	5,680,000
Total	39,680,000	14,240,000
Last week	39,360,000	13,840,000
This week last year	26,800,000	16,080,000
Same week, 1902	25,200,000	14,840,000

The total amount of wheat in sight to-day, consisting of the amount on passage, and the visible supply in Canada and the United States, is 51,855,000 bushels, against 52,079,000 last week, 39,750,000 last year, and 46,791,000 in 1902. The total amount of corn in sight is 20,018,000, against 19,924,000 last week, 23,391,000 last year, and 22,380,000 in 1902.

WORLD'S WHEAT SHIPMENTS.

	July 25. 1904.	July 27. 1903.	July 28. 1902.
Canada and U. S	1,281,501	2,781,988	3,981,000
Argentina	1,592,000	896,000	40,000
Australia	80,000	.....	.....
Danube	320,000	320,000	736,000
India	2,616,000	848,000	264,000
Russia	1,616,000	2,072,000	896,000
Totals	7,505,501	6,917,988	5,817,000

WHEAT AT FORT WILLIAM.

	July 22, 1904.	July 15, 1904.	July 24. 1903.
Receipts	442,220	484,494	200,407
Shipments	658,897	621,472	489,362
In store	1,365,794	1,582,921	677,366

WHEAT AT PORT ARTHUR.

	July 23, 1904.	July 16. 1904.	July 20. 1903.
Receipts	44,521	90,714	30,620
Shipments	176,662	111,854	174,071
In store	443,309	575,449	149,330

Given the short supplies present and immediately prospective there is sufficient strength to furnish a strong undertone to the market. In addition come steady reductions in stocks both at home and abroad, and advices of less than earlier anticipated yields of wheat in leading European countries.

Canadian Barley in England.

P. B. MacNamara.

THE quantity of barley imported by Great Britain during the year ending December 31, 1903, as shown by the trade and navigation returns, may prove of interest to Canadian growers and shippers, and may stimulate the former to greater efforts, to furnish a larger share of the demand that exists in this country, than they at present supply. The quantity shipped by Canada is not stated in the report, but is merged with "All Other Countries."

	Cwt.	Bushels.	£	$
Russia	12,117,287	22,618,936	2,870,362	13,969,095
Roumania	3,550,536	6,627,667	877,902	4,272,456
Turkey	4,365,018	8,148,034	1,294,053	6,297,725
United States	2,526,772	4,716,641	818,804	3,984,846
Other countries	3,988,465	7,445,134	1,378,193	6,707,206
Totals	26,548,078	49,556,412	7,239,314	35,231,328

To the above quantity must be added the production of barley in England for the year 1903 from 1,858,000 acres, in order to realize the enormous consumption. There was a falling off in the acreage devoted to barley for 1903, compared with 1902, of 51,000 acres. The principal barley-growing counties are Yorkshire, Lincolnshire and Norfolk. The agricultural returns do not give the number of bushels produced from the acreage devoted to its growth. For stock feeding purposes the largest quantity is used, chiefly that from Russia and Roumania.

ORIGIN OF BEST QUALITY.

For malting purposes, apart from local production, the best quality and that commanding the highest price, comes from Chili and California, the Syrian coast, Smyrna and Morocco, and from Montana a high class of malting barley is shipped, the price of the latter averaging 3s 6d to 4s, or 85 to 97c per bushel. The price of Chili and California barley averages 4s, or 97c per bushel. The price of local malting barley ranges from 3s 3d to 4s, or 79c to 97c per bushel.

MARKET FOR CANADA.

By an analysis of the figures representing the total quantities from different countries, and the value thereof, the average price per bushel is as follows :

	Cents per bushel.
Russia	61
Roumania	67
Turkey	77
United States	84
Other countries	90

From the above figures it is manifest that the Canadian growers of fine malting barley have within their reach a field of great proportions for their product.

MALT.

In my list of inquiries furnished the department for the month of May there is one for malt by a large brewing firm of Manchester. The trade and navigation returns for Great Britain show that there was no malt imported and only a very small quantity exported, both British and Irish, viz.:

Cwt.	Bushels.	£	$
268,916	501,477	173,154	842,683

The shipment of malt by steamship is one requiring the most absolute care as to moisture. It is usually shipped in bags by rail, but if there is the faintest doubt that if shipped in bags by steamships there is a possibility, however remote, of moisture being absorbed, it should be shipped in barrels, which would add but little to the freight charges, and eliminate all chances of moisture under ordinary circumstances.

PRICE VARIES.

The price for malt in England varies as in the case of barley itself. If choice selected barley is malted the highest price is obtainable, ranging from

¶ Children have a hard time in the summer—mainly because they eat the wrong things and too much of them.

¶ "FORCE" with milk or cream is the safe food. And the little ones like it as well as we do.

Sunny Jim

Bright, shining, merry eyes mean more than a happy disposition—they indicate a sunny digestion.

"FORCE" takes sunshine right to the spot!

Not only are the elements of "FORCE" scientifically combined and properly balanced for a perfect food, but the *mechanical* processes of digestion are partly done in advance, so that the digestive organs are spared just that much effort.

"FORCE" is made in Canada.

4s 8d to 5s, or $1.13 to $1.21 per bushel. I visited a small malt house here only using three kilns, and the quantity of barley malted yearly is 112,000 bushels. Some of the large breweries, and there are many such, will use as much as 250,000 to 300,000 bushels of malt yearly. The field for the Canadian exporter of malt is by no means limited, as some of the large brewers do not make the malt used by them, and others use more than their malt houses worked full time can produce.

New Elevator Opened.

LAST week the Steel Storage and Elevator Construction Co., represented by the president and general manager of the company, Mr. F. J. Weber, conducted a large number of distinguished guests through the new elevator at Montreal, which will be formally handed over to the harbor commissioners within a few days.

Mr. Weber and a staff, consisting of Mr. Hill, secretary of the company; Mr. H. R. Wait, chief engineer; Mr. F. S. Weber, assistant engineer, and Mr. Davidson, chief foreman, received the guests on the ground floor of the elevator shortly after one o'clock. Among the invited guests were the Hon. Mr. Prefontaine, Minister of Marine and Fisheries; Hon. Jas. Sutherland, Minister of Public Works; Hon. Louis Brodeur, Minister of Inland Revenue; the harbor commissioners of Montreal. Deputy Ministers of Public Works and Marine and Fisheries, and the acting chief engineer of the Department of Public Works; Hon. F. L. Beique, Hon. J. P. B. Casgrain, Hon. R. Dandurand, Hon. L. O. David, Hon. Sir G. A. Drummond, Hon. L. J. Forget, Hon. Sir W. Hingston, Hon. R. Mackay, Hon. W. Owens, Hon. A. A. Thibaudeau, Hon. J. R. Thibaudeau, Messrs. D. Gallery, M. P.; T. G. Roddick, M. P.; O. Desmarais, M. P.; R. Bickerdike, M. P.; M. Gervais, M. P., and the Hon. J. I. Tarte, M. P. In addition to the above were invited officials of the Montreal Board of Trade, the Chambre de Commerce and the Corn Exchange, the railways, the steamship companies, the proprietors and press representatives, also representatives of the local grain dealers, Mr. Vantelet and Mr. J. O. Metcalfe.

The following friends of Mr. Weber were present from Buffalo: Mr. F. O. Elder, manager of the Great Eastern Grain Elevator; A. Haerette, manager of the Buffalo Electric Elevator; Messrs. W. H. Patterson, Konzelmann, E. H. Dickenson and Peter Will.

After examining the ground floor, where the cars are unloaded and where the electric switch board controlling all the machinery of the building is situated, the party proceeded direct to the top flat, where the garners are situated. They then visited the scale floor beneath, and also the conveyor floor on the next flat, and the distributing floor. Here the gentlemen conducting the party showed the workings of the hoppers.

After inspecting the entire building, including the marine leg, the party returned to the scale floor, where the office is situated. Hon. Mr. Prefontaine, Minister of Marine and Fisheries, and the Hon. Robt. Mackay, president of the Board of Commissioners, simultaneously touched two buttons, which set all the machinery in the building in motion. This comprised the official starting of the elevator.

After the inspection the guests, numbering in all about 150, sat down to luncheon, which was served in the elevator.

Wheat Yield of Nova Scotia.

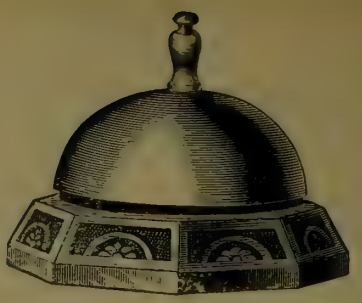
The experimental farms, carried on under the direction of the Dominion Department of Agriculture, give the results of experiments with wheat in the Maritime Provinces and in Manitoba.

Out of 58 varieties tested, both at the experimental farm at Nappan, Nova Scotia, and Brandon, Manitoba, there were 40 in which the maritime farm had the better results, i. e., more yield per acre and heavier grain. Over two-thirds of the varieties were more successful in Nova Scotia than in Manitoba.

Wheat and Flour Exports.

According to Bradstreet the quantity of wheat (including flour as wheat) exported from United States and Canadian ports for the week ending with July 21 was as follows, in bushels:

Week ending	1904	1903
January 7	3,369,323	5,098,951
January 14	2,771,215	4,878,624
January 21	3,538,192	3,538,757
January 28	2,917,602	4,420,065
February 4	2,604,226	3,965,916
February 11	1,746,255	2,856,439
February 18	1,657,510	2,713,792
February 25	2,091,488	2,656,879
March 3	1,643,086	3,491,486
March 10	1,834,632	3,366,796
March 17	2,606,124	2,395,598
March 24	1,801,845	2,401,987
March 31	1,267,430	3,130,974
April 7	1,854,370	2,833,285
April 14	1,213,855	2,977,777
April 21	1,645,128	3,692,643
April 28	1,010,850	3,418,289
May 5	1,192,718	3,201,680
May 12	734,736	4,097,596
May 19	1,225,763	5,293,373
May 26	1,132,157	4,677,678
June 2	1,937,208	4,708,995
June 9	1,482,032	4,191,317
June 16	2,044,251	3,617,415
June 23	1,271,437	3,518,152
June 30	1,127,885	2,996,682
July 7	878,910	2,380,410
July 14	1,412,498	3,652,784
July 21	1,281,501	2,781,988



ATTENTION!

We have surprised the grocery trade with our success. Naturally we didn't receive much encouragement when we put on the market

ORANGE MEAT

—the breakfast food.

"Too many package cereals already" said the wholesalers and retailers. However, we had to sell ORANGE MEAT, or lose a lot of money, and we knew we had something a little better than anything that others were making.

We have by dint of hard work, advertising, premiums, and so on, to say nothing of the excellence of our breakfast food, succeeded in placing

Orange Meat

in the best grocery stores of the Dominion.

It seems to us that we have thoroughly broken down the inevitable prejudice against a new food. Of course here and there there is still a work of persuasion to do.

If you find it wisest to buy Orange Meat, order from your wholesale grocer.

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.

ALVINA SALT

Is especially prepared, DOES NOT CAKE or get hard. Always runs free. Put up in decorated tins, to retail at 10 cents and shews a good profit. The very best value in salt upon the market. Try a case of 5 dozen tins.

WRITE US FOR PARTICULARS.

ROSE & LAFLAMME,
MONTREAL.

GOOD ALL THE YEAR ROUND—BUT ESPECIALLY IN SUMMER

HAVE YOU

BATGER'S

LIME JUICE CORDIAL AND LEMON SQUASH

ON YOUR SHELVES?

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

VALENCIAS

Buy **REIRA** and **MERLE** Brands.

Now booking confidential orders for early shipments.

D. RATTRAY & SONS

General Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

The Plan of Japanese Monopoly.

AFTER the Japanese Government's plan of controlling the manufacture of tobacco for fiscal purposes was made officially known to the public, the tobacco people changed their attitude and expressed their willingness to support it if the terms could be made satisfactory, says Sajiro Tateish, Japanese representative of the tobacco monopoly. The outbreak of the Japan-Russo war hastened the decision of Parliament, and the bill was passed on the 26th of March with slight modifications. The vital point of the discussion was regarding the number of years and the basis of indemnity to the manufacturers who would be bought out. The original bill provided for a tax on the income of each individual manufacturer, but the committee who had charge of the bill reported in favor of taking the amount of sales as a basis, and favored three years' indemnity instead of four on account of the financial condition of the treasury.

The amount provided for indemnity was 9,100,000 yen (about $4,500,000), which will be distributed among all the manufacturers in Japan, but about one-half of it will go to four prominent companies. This is at the rate of 20 per cent. indemnity per annum for three years, based on the amount of sales. If of suitable character, the factories and machinery will be bought by the Government. The administration of the tobacco monopoly by the Government will be patterned chiefly after that of Austria, and the Government expects to manufacture various brands to suit the public taste. The monopoly for the manufacture of cigarettes began the first of June, and for cut tobaco will begin a year later.

—

U. S. Tobacco Acreage.

A REPORT of the acreage and condition of the tobacco crop in the United States has been published by the U. S. Department of Agriculture as follows:—Among those sections producing cigar types Florida and Ohio report an increased acreage. The increase in Florida is due entirely to the larger area planted to shade-grown tobacco, as the sun-grown crop of this state is 10 per cent. less than that of last year. The largest reduction of acreage is reported from New York and Wisconsin, while New England and Pennsylvania report a reduction of less than 10 per cent.

The few counties in Virginia producing sun-cured tobacco report an increase, while all other sections producing chewing, smoking, snuff and export types report a decrease. The preliminary statement of the Bureau indicated a slight increase in the Burley district, which is composed of certain counties in Kentucky, Ohio, West Virginia and Indiana, but later reports since planting was finished show a decrease of 3 per cent. The greatest reduction in acreage has been in South Carolina and in the eastern counties of North Carolina. The dark tobacco sections of Kentucky, Tennessee and Virginia also report a marked reduction.

—

East Indies Tobacco Output.

OFFICIAL statistics for 1902 of the production and export of tobacco from the Dutch East Indies have just been received. Part of the land in Java is held by lease from the natives and other lands by leases from the Government. The statistics give the production for both classes of leased lands and for the lands owned by individuals. For 1902 the production in Java on native leased land of "Bladtabak" and "Krossok" is given as 16,820,987 kilograms (a kilogram equaling 2.204 pounds); on Government leased land as 2,895,346 kilograms; on private lands 4,215 kilograms; on "land ceded by the native princes" as 6,568,985 kilograms; a total of 26,289,533 kilograms. During the same year the production of tobacco in Sumatra was 21,250,689 kilograms. The production in Sumatra in 1902 was much larger than in 1893, when it amounted to only 15,210,315 kilograms, but fell below that of 1899, when it reached 23,958,367 kilograms.

The total exports from Java and Madoura for 1903 are given as 464,144 picols (a picol equaling 135 pounds), of which 462,669 picols went to Holland and 1,475 picols to Germany. In the past ten years the exportation has been exceeded only once—in 1900—when it amounted to 465,009 picols.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A Small-sized Show Case

stocked with PEBBLE 5 cent cigars and PHARAOH 10 cent cigars, and nothing more is needed. The grocer who follows this suggestion has a cigar department quite sufficient for every demand. The monthly income makes a nice "pot boiler."

1000 Cigars, assorted as desired, money back for unsold stock at the end of three months—our standing offer.

Can you name a better or a fairer?

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUE.

"If you want my opinion, gentlemen, I say **T & B**"
—a wise owl, that.

GEO. E. TUCKETT & SON CO., Limited
Hamilton, Ont.

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
67 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

The Grocers' Favorite

The RONTO 5c. Cigar.

A TRADE BUILDER

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Russia Guards the Railway

and Grocers Should Guard Their Profits. In Tobaccos

McALPIN'S

are not only profitable beyond other tobaccos, but they are secure favorites with a huge army of tobacco users all over Canada. These are two reasons why grocers should give McALPIN'S TOBACCOS a preference.

SMOKING

Tonka
Solid Comfort
Pinchin's
Hand Made

CHEWING

British Navy
King's Navy
Beaver
Apricot

McAlpin Consumers Tobacco Co., Limited

TORONTO.

Mexican Tobacco Tax.

In view of the probable improvement of trade relations existing between Canada and Mexico in the near future, the following information in regard to the Mexican tax on tobacco, which went into effect on the first of the month, is not without interest :

All foreign or native manufactured tobacco, such as selected leaf, granulated, long cut or chewing, must be put up in sealed packages and a special internal revenue stamp must be affixed to each package, the value of the stamp being governed by the weight of the package, in accordance with the following scale : 100 grams (1 gram—15.43 grains) or less, net weight, 2c; more than 100 and up to 250 grams, 5c; more than 250 and up to 500 grams, 9c; more than 500 grams, and up to 1 kilogram (2.20 lbs.) 18c. Snuff of native manufacture is taxed double the amount, and if it is not put up in sealed packages its sale will be prohibited.

For all imported tobacco of the classes previously mentioned revenue stamps of the same relative value but printed in a different color are to be used. The revenue stamps required will be of double the value of those required for tobacco of native manufacture. Foreign snuff also must be packed in the manner prescribed for the native article, and pays double the amount in revenue stamps.

Tobacco Dealers at Ottawa.

A deputation of grocers and tobacco dealers called upon the Premier and Minister of Inland Revenue last week and asked that Government legislation which aims at preventing the contracts made by the American Tobacco Co. with its patrons under which the latter agree to handle none but these particular brands of tobacco, cigarettes, etc., be not put into force.

Cigars and How to Smoke Them.

Buy none but new cigars, the newer the better. Old cigars that are dry and brittle are avoided in those countries and among people where smoking is a second nature.

Leave the ash on your cigar until it falls off. A cigar not only burns more evenly while the ash remains, but it lasts longer and tastes better.

If your cigar goes out be sure to blow through it as soon as possible. You will see some dead smoke leave it. That would become stale, and make your cigar stale if left in.

You cannot tell whether a cigar is good or bad unless you light it properly —that is to say thoroughly.

Do not smoke too much, and do not smoke a good cigar while you are out of doors.

If you think smoking is injurious to your health, stop smoking in the early morning. Two-thirds of the people of this country have their stomachs out of order, and no man ailing that way can smoke in the early morning before or after breakfast.—Merchants' Journal.

The After Dinner Smoke in London.

In the "good old days," says the London, England, City Press, when the wine circulated freely after dinner, and every bon viveur could gauge the merits of a glass of port, to have paid homage to the goddess Nicotine would have been almost an act of sacrilege. To-day a cigar is looked upon as the inevitable sequel to a dinner. For a long while the more sedate city guilds resented this departure from precedent, but one by one they have conceded the point, and now the last of the "old guard" has fallen into line. The Goldsmiths' Co. has just granted permission to smoke as soon as the loyal toasts have been honored.

Crop Conditions.

The outlook for the tobacco crop in Essex, Ont., is bad, owing to the wet season and cold weather. Mayor Brault, of Amherstburg, who is an extensive tobacco buyer, says that the crop will not be as large as that of last year if the present weather continues. The rains of the last few days have helped the tobacco crop in the Province of Quebec, but more rain is necessary, as some of the farmers have only been able to put in their seedlings within the last few days.

Tobacco Drinkers.

"Tobacco drinking is not one of the bad habits of to-day," said a snuff manufacturer, "but several hundred years ago it was a pretty prevalent custom. A poet took occasion, in 1643 to attack it. He wrote:

To quaffe, roare, sweare and drink
Tobacco well
Is fit for such as pledge sick healths in
hell.

"John Swan was the name of this poet, and the place where I found his couplet against tobacco drinking was in a book of his, a book which attacked all the vices of the age.

"Till I read Swan's work I was unaware that man had ever drunk tobacco. It seems that they powdered up the herb, those old-timers, mixed a half teaspoonful of it with a whisky glass of hot water, and tossed off this red-brown fluid as you or I would toss off a lemonade.

"The effect of tobacco drinking was like the effect of smoking. It soothed and calmed the nerves, producing a pleasant feeling of contentment. It did not appear to be particularly harmful. Many a tobacco drinker lived to a green old age."

Should be in the mouth of every smoker. What

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St and McDermott Ave.,) Winnipeg

U. S. Industry Changes Hands.

The Commonwealth Tobacco Co. are reported to have bought the property of the Universal Tobacco Co., now dissolved. The Commonwealth Tobacco Co. will continue the manufacture of the former's brands of cigarettes, little cigars and tobacco. The reason for the change as given by the directors is that the Universal Co. was over-capitalized and had suffered by reason of litigation in which it had been involved.

British Tobacco Duties Reduced.

In the course of the debate on the Finance Bill in the House of Commons, London, Eng., on July 18, Austen Chamberlain, the Chancellor of the Exchequer, announced a reduction of the additional taxation on unstripped tobacco from six cents to three cents on stocks held previous to April 20, with the object of preventing hardship to manufacturers with large stocks in bond. The duty on other unstripped tobacco remains at six cents.

Tobacco Notes.

The Cigar Makers' International Convention of the United States will be held in Baltimore on September 12.

FREIGHTS AND CHARTERS

THE tone of the freight market is firm and encouraging. It is firmer than it has been for some time. Space for July shipment is practically out of the market, and only a couple of ports have any to spare. The principal quotations are for August shipment, or even September. Things are looking well for September. The record of charters will show that many boats, both steamers and schooners, are being chartered from New York to Charlottetown and St. John, N. B.

Live stock shipments have been so moved when the strike is declared off. However, it was declared settled and it has again broken out, so that strikes

FOR JULY SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool	7½d.	9d.
London	9d.	9d.
Glasgow	7½ to 9d.	9d.
Avonmouth	1/	1/
Manchester	9d.	....
Hamburg	1/	....
Antwerp	1/	....
Leith	1/4½	....
Dublin	1/6½	1/3
Belfast	1/6	1/4½
Cardiff	1/3	....
Rotterdam	1/3	....

St. Lawrence route being very low, but there are other export markets that are undervaluing Montreal. For instance, a cargo of 120,000 bush. of Manitoba wheat was lost to this route recently, owing to it being "rigged" via Boston at the low freight of 5c per bush. from Fort William to Liverpool. If this form of rate cutting continues some action is likely to be taken by the big Montreal companies.

German ship Louise, 9,000 bbls. of naptha from New York to London, 1s 9d., p. t.; Br. str. Drumgarth, 2,353 tons from Santos to New York, coffee, p. t., July; German brk. Elizabeth, 1,734 tons, from Dalhousie to East Ire-

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	4½c	7c	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.. .	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags...	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica....	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple....	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	.....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1 /	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

strong as to interfere with the shipment of important produce, and the shippers of cattle will find difficulty in getting space. This has a strengthening influence upon freights generally, and the report is among agents that all the way from five to ten shillings extra is being asked for September shipment. When the packers' strike in Chicago is settled things will look better still. But some of the pessimistic men think that the extraordinary firmness will be re-

are not considered over until one party or the other involved is absolutely tired of the game.

Grain generally is being quoted at 10½d to 1s for Liverpool July, and London 10½d to 1s; Glasgow July-August, 9d. Flour to Liverpool per 100 lbs., 5c; London 6c; Glasgow 7c; Bristol 9c; and Manchester 6c. Deals, per standards, are ruling at 30s; London August 32s 6d to 37s 6d; Glasgow 35s, and the others as in the table.

A great deal has been talked about the

land, deals, 38s 9d; Br. schr. Cheslie, 338 tons, from Annapolis, N. S., to the West Indies, p. t.; Br. str. Sandyford, 2,053 tons, from Savannah to U. K., p. t., September; Br. schr. Annie M. Parker, 397 tons, from Philadelphia to St. John, N. B., p. t.; Br. schr. Clayola, 123 tons, from Elizabethtown to St. John, N. B., 90c; Rothesay, from N. Y. to Charlottetown, P. E. I., $1.10; Norwegian str. Stalheim, 1,358 tons, St. John N. B., to West Coast of England, deals, 35s, August; Br. schr. Lotus, 98 tons, N. Y. to St. John, N. B., naval stores, $1.25.

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited
Sauce and Pickle Experts, - London, S.E.

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE
TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN
COFFEE & SPICE CO.,
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 28, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 13, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
½-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48 5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS

OTTAWA, ——— CANADA.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	90
½ " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ⅛s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ⅛s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ⅛s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. .40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. .32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. .33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .35c.

Medallion sweet chocolate —
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. .44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .44c.

Milk chocolate —
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. .35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. .32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. .23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Your best sellers in the Starch line
are always

Edwardsburg "Silver Gloss"

for the laundry

Benson's Prepared Corn

for the kitchen

Not to have these 2 lines is to leave your stock incomplete——

Every
Jobber
Sells
Them

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

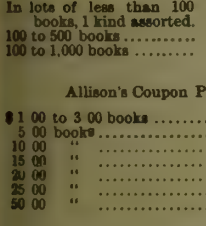
$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans	$	0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
5 doz., at	$ 1 40
" "	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 90

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

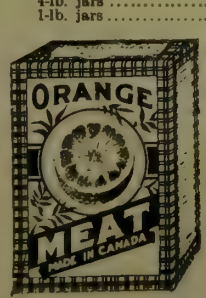
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.
WM. H. DUNN, AGENT.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch —	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

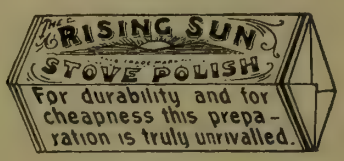
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—
10c. pkgs, cases 5 doz., per doz. 1 00
less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 28½
" XXXX 80-lb. boxes	0 24
" XXXX 30-lb. "	0 25
" XXX 80-lb. "	0 21½
" XXX 30-lb. "	0 22½
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label	0 35 at 0 25
Blue Label	0 50 at 0 36
Maroon Label	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 58
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold ¼ lbs. for per lb.	⅛ lbs. per lb.
Ceylon-India, Ex. ch'ice A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	28		40
" 3 O L. Blue	22		30
" 4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 50
Chewing—Stag, bars, 10½oz.	0 48
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s	0 58
" Fair Play, 8s. and 13s	0 35

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 65
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3,	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 85
Gillett's cream yeast, 3 doz.	1 85
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT
Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. O. STEWART, Halifax.

BASKETS
We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

Assorted Packages Fancy Lamps

We emphasize our assortments of "KOPP" Lamps.

Write for colored sheets showing full assortment and prices.

Full line of Regular Lamps now ready.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

New Season's prices are right.

Special discount for large quantities.

Quality this year unusually fine.

PEELS

Lemon
Orange
Citron
(Light and Dark)
and Mixed

C. E. COLSON & SON, AGENTS Montreal.

THE STANDARD OF QUALITY.

KKOVAH JELLIES, real fruit flavor, all flavors.
" BLANC MANGE POWDERS, all flavors.
" CUSTARD POWDERS.
KKOVAH HEALTH SALTS. A Delightful and Healthful Drink for Summer.

WRITE US FOR PRICES OF

Lemon, Orange and Citron Peel.

JAS. R. GREIG, Agent, MONTREAL.

Hot weather brings sickness, weakened constitutions, dull feelings.

RETURNED JUL 29 1904

Ph. Richard's celebrated Brandy is an indispensable line to recommend to your customers—it is the finest Brandy imported.

"La Veritable" VICHY Water, the true and genuine brand bottled under supervision and authority of the Government. Most pleasant to take AND AN AID TO DIGESTION.

For Camping Parties, Picnics, Excursions, etc., there is nothing so enjoyable as

CARDINAL CHAMPAGNE

To buy it is to like it.

Ask your jobbers for these brands, or write direct to us; it will pay you.

Canned Goods

We are still taking orders for the best brands of Canned Vegetables, Fruits and Salmon. We guarantee you satisfaction as to brands, quality and prices. Try us.

Laporte, Martin & Cie.

Wholesale Grocers and Wholesale Wine and Spirit Merchants . . . .

. . . MONTREAL

RETURNED JUL 29 190

CLOSED

KEEPS cheese clean and fresh, and always in view. No sampling by customers. Made of oak, highly polished. Cheese is drawn out automatically by simply lowering the door.

Just what you need

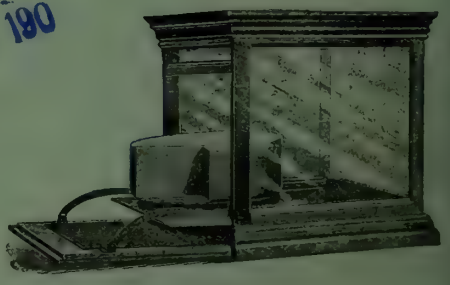
Now is the time—it will save its cost (viz. $8.75) in a few weeks.

NO FLIES

Ventilation in front drop door is perfect.
Three sides are glass.
When ordering goods during travellers' holidays include an

AUTOMATIC CHEESE SAFE

RETURNED JUL 29 190



OPEN

Lucas, Steele & Bristol

HAMILTON, ONT.

For the Roasting, Grinding and Packing of

Coffees, Spices, Cream of Tartar, Cocoanut

there is no finer equipment in Canada than the Spice and Cocoanut Departments of our White Swan Mills.

We import the whole goods, do all the grinding ourselves, and can therefore guarantee every pound of goods sent out.

Then, too, we can sell on closer margin and give better values because neither of these departments are called on to bear the entire cost of our business.

For absolute merit there is nothing better than our **White Swan, Orient** *and* **Phoenix** *brands. They can always be relied upon.*

The Robert Greig Company, Limited

White Swan Mills, Toronto.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, AUGUST 5, 1904. NO. 32.

Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry, and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

"Oswegos" and "Alexandras"

PACKED IN

Half-Pound Cartons

They are just the thing for the picnic trade, and they will sell better than hot cakes. Order at once through our travelers or by mail.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

ADOLPHE E. SMYLIE
President

HENRY ROWLEY
Vice-Pres't

H. W. PETHERBRIDGE
Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St.,
227-237 Plymouth St., } Brooklyn, N.Y.

Illustrated Catalogue on request.

The "Vampire" Spiral Flycatcher

(HAS COME TO STICK!)

Clean, Simple, Novel and Effective

Clears the House of Flies.

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end, the Spiral is elongated and forms the most effective Flycatcher known.

MOST ATTRACTIVE AS A WINDOW DISPLAY.
LARGE PROFIT AND NON-POISONOUS.

Labels in French if Required. Send for a Gross.

SOLE PROPRIETORS:
KAY BROTHERS, Limited, Stockport, England.
SOLE AGENTS:
The LEEMING, MILES Co., Limited, Montreal, Can.

"Let the GOLD DUST twins do your work."

Good-bye Soap!

Welcome GOLD DUST!

Better for clothes, dishes, pots and pans, floors and doors—and yet more economical. GOLD DUST drives dirt before it—makes everything clean and bright—lessens the housewife's cares. With GOLD DUST'S aid wash-day ceases to be "Blue Monday." It makes it possible to have snow white clothes without rubbing them to pieces on the washboard.

THE N. K. FAIRBANK CO., - - Montreal.

You want the best

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. ***You should place your orders now for prompt delivery.*** Ask your wholesaler. ***Insist*** on having the "Griffin" Brands. ***They satisfy.***

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, - Toronto, Canada
Send us your Business
AGENTS FOR
C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.
Get our Prices for CHEESE, BEANS, etc.
REFERENCES
BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

WINNIPEG.

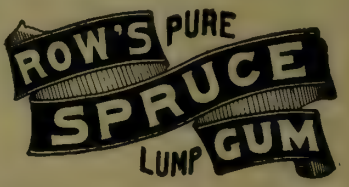
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.
SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

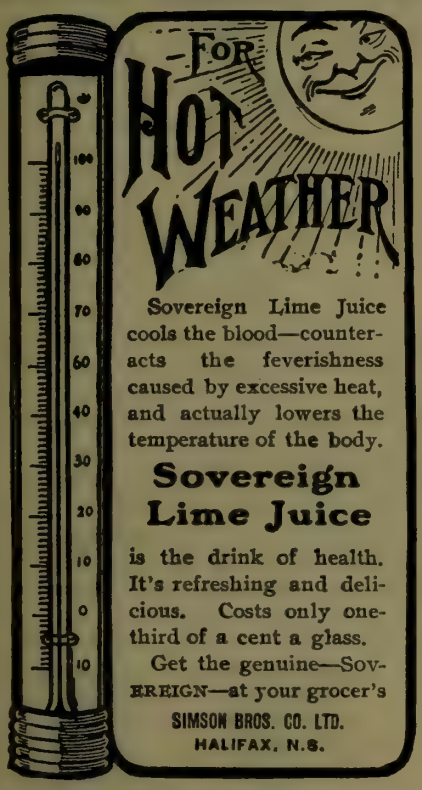
VINEGAR—

The Vinegar Season is with us. It is the business of the wholesaler to stock goods for the busy season. We made our contract for Vinegar months ago when the market was very low, and now it's up to the retailer whose stock is low, to share with us in the profits of our good buying, as can be seen by the following pr ces:

PROOF STRENGTH	25 CTS. PER GAL.	*Freight prepaid on five bbls.*
CRYSTAL PICKLING	19 " "	
WHITE WINE XXX	16 " "	

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea.


FOR
HOT WEATHER
Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.
Sovereign Lime Juice
is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.
Get the genuine—SOVEREIGN—at your grocer's
SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

Holiday or Outing Drinks

—Lime Juice
—Lime Juice Cordial
—Raspberry Vinegar

For the next month almost everybody will be taking some holidays or outing trips. Be sure of one thing: see that your grocer supplies you with T. A. Lytle's Lime Fruit Juice and Lime Juice Cordial. They are the most pleasant and at the same time hygienic drinks to be had.

The T. A. LYTLE COMPANY, Limite

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

"COW'S HEAD" Brand
Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

C. E. COLSON & SON, - Montreal.

—they are already weakening—finding out their mistake

Reports to hand from Ceylon advise that some of the largest estates that had tried the cultivation of *imitation* Japan Teas have gone back to *Blacks*—a wise move—

Grocers of Canada, **JAPAN TEAS** cannot be grown anywhere except in Japan, so don't be misled.

if you are a judge of Teas
you will never buy imitations—

JAPAN TEAS always stand by themselves, and by you—

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER

No. 08712

Height 31 inches; Width 22 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

——Put up in 1-lb and 2-lb Tins. —

A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171

Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

TEA ROSE DRIPS

PAY
YOU
WELL

not only in profit, but in satisfaction. Your customers are always pleased and repeat orders are the order of the day when you sell Tea Rose Drips, the pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

IT IS A FACT
THAT

Paterson's Camp Coffee Essence

is the very best selling essence of coffee on the market. Good value the reason.

ROSE & LAFLAMME,
Agents, Montreal.

Proverbs

Follow the river and you will get to the sea.

The application of this to the tea situation is that the movement in the tea trade leads surely and swiftly to

Ceylon Teas

Of course, a stream that by some upheaval is compelled to find a new channel meets with obstructions which check it here and there, but as to its final issue, there is not and cannot be a doubt.

The grocer does wisely when he moves with the stream.

Ceylon Teas can be had in Black and Green.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,

Baldwins,

PUMPKIN, CATSUP, PORK and BEANS in all forms.

Greenings.

The best are the cheapest.
Why not have the best?

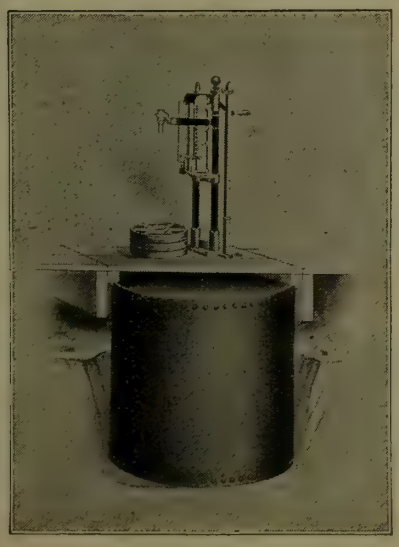
WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

No Oil-Soaked Floor



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space.

Don't the floor about your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

The Bowser

SELF-MEASURING

Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for catalog "B."

S. F. Bowser & Company

Fort Wayne : : Indiana

They Revolt Against Meat

In the *hot* old summer time many people find it advantageous to eat as little meat as possible, and they find a food that is just as strengthening and satisfying while quite as tasty and more easily digested, *in salt cured fish.* The best article to offer this trade, particularly in country districts, is **B.B. SKINLESS COD,** which is put up in 100 lb boxes. For better class trade the thing to sell is **"Halifax," "Acadia"** and **"Bluenose" Brands** of **Prepared Codfish.**

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE OHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.
THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.
Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
AUER LIGHT CO., - MONTREAL,
Sole Makers.

T T T

Our Tea Department is a strong feature of our business. Buyers looking closely to their own interests should ask for our samples, either direct to us or through our travellers. We always guarantee satisfaction and profitable selling teas.

We offer from stock early May Pickings **JAPAN TEAS,** following brands:

H. L.
J. E.
A. D.
J. B. M. A.
Victoria

these in Half chests
25 lb. Tins
10 " "
5 " "
3 " "

also

Princess Louise
Maisonneuve

in Half chests
Boxes, matted, 20 lbs.
" " 5 "

We have arriving about **August 15th,** a large lot of **medium** and **cheap grade** second crop Japan Teas at prices **lower** than you have seen for many years past. We guarantee style, liquor and prices. We want you to write for samples and convince yourselves.

Lipton's Teas

put up in packages—the demand for these teas in new style tins is on the rapid increase, they show superior value to other package teas.

Lipton's Coffees "Special" Brands

in 1 lb., 2 lb., and 3 lb. tins have won high praise from connoisseurs,—they are perfect coffees. Try them.

Laporte, Martin & Cie.

Wholesale Grocers and Wholesale Wine and Spirit Merchants . . . .

. . . MONTREAL

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.

Wood's Primrose Ceylon Tea

Your customers want something just now to make them feel like Sancho Panza's definition of sleep, especially when they can't sleep.

"It covers a man all over, thoughts and all, like a cloak; it is meat for the hungry, drink for the thirsty, . . . and cold for the hot."

Suggest to them when purchasing that a slice of lemon added enhances the cooling and stimulating qualities of the finest and most wholesome of summer drinks.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street MONTREAL

KLEMM'S TUBES

The Summer Drink

1 cent per glass to one and all.

—Put up in the following delicious flavors:

Wild Cherry Orange Lemon
Chocolate Root Beer Strawberry

Packed 100 Tubes in box. Price 70c. per box.

For sale by all Wholesale Grocers and Confectioners.
If you have never seen them write for sample and try them—you'll buy them.

SNOWDON, FORBES & CO., Montreal

A COMMERCIAL KNIGHT

WHEN the news of the King's birthday honors flashed across the continent, on the morning of June 24, one of Canada's most successful business men was given the distinguished honor of Knight Commander of St. Michael and St. George. That man was the Hon. Geo. A. Drummond. In every commercial interest in the Dominion, his influence has been at work for close on half a century. Yet if one were asked what characteristic about him was more prominent than another, the answer would have to be "unostentation." This was very clearly emphasized by the exclamation of hundreds of people, even in Montreal, of "Which Mr. Drummond is that?" To those who knew the man there was only one answer to that question, "Mr. Drummond, president of the Canada Sugar Refinery." Thus the new Knight Commander of St. Michael and St. George in one of his business ventures alone has made commercial history for Canada.

Sir George, the Man.

A glance at the man himself would see a medium-sized, closely-knit, broad-chested man, with a ruddy face, fresh and clear as a boy of twenty, and a head broad and full, stamped with reflectiveness. The portraits of Sir George A. Drummond do not in any way flatter him. for his half century of strenuous life, striving towards higher ends, has not left a trace of worry upon him.

It would be impossible to detail the manifold services which Sir George has rendered to the community, to say nothing of describing their value to the Dominion at large. That peculiar unostentation which has made him so little known anywhere has been described as a certain aloofness of manner, which may have tended to shade the light which usually blazes on conspicuous people. Perhaps this is one of the reasons for the serenity which marks the life, both private and public, of the newly chosen Knight. Neither the world of commerce, the world of politics, nor the world of art has held him entirely for its own, yet he may be said to have trodden every stage with success. His mind may be said to gravitate between the moral and material interests of the age, and rests in neither. In fact, it is amazing to all his friends, how in every walk of important or semi-private life, he has maintained that unfailing reticence which has often prompted the question from disinterested parties: "Who is this Mr. Drummond, and what did he do to obtain such distinction?" To reply to that would require a short history of the House of Commons, a resume of the proceedings of the Senate, an outline of the most important doings of the Montreal Board of Trade, and a chronological statement of all the meetings of the Bank of Montreal for half a century. Of the Bank of

RETURNED
AUG 8 1904

Sir George A. Drummond.

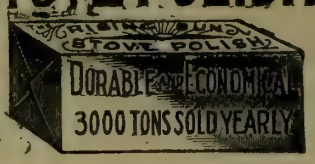
Montreal he is vice-president, yet for years he has taken the position of president, owing to the absence of Lord Strathcona in the Old Country. Perhaps his peculiar quietness on all occasions is caused by his peculiar temperament. It has prevented him from ever needing to be excused for sincere misconceptions, which are just as hurtful as dishonest opportunism. Sir George talks little himself, and being studious of human personality, listens contentedly, even to persons who, he already knows well, are boring him.

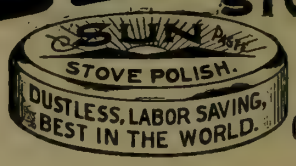
An Unostentatious Man.

Sir George has followed the policy of improving the world without noise, without the blaring of trumpets, either in the press or the pulpit, and has illustrated how good the world would be if each man was as fond of his neighbor as he is of beauty and of power; in short, if we were all as good as we are clever, the machinery of life would wheel more easily on its rounds. If he had accomplished nothing else than the founding of St. Margaret's Home for Incurables, this alone would be a monument of which knighthood would be but a poor reward in comparison.

However, though a many-sided man, he is, above all, a representative of the best type of business men. One who has not only attained a remarkable success, but whose multiplicity of activities have connected him with many branches of commerce, and its handmaid, banking. Since the departure of Lord Strathcona, Sir Geo. A. Drummond has been described as easily the first citizen of Canada. He has received an honor at the hands of the Sovereign, which is shared with many merchant princes of Great Britain, but it would be far too narrow a view of his services to limit the vision of his accomplishments to mere business success. In the larger domain of national life he has been a staunch Imperialist, desiring always the binding together of all parts of the Empire. To give an idea of how extended and strenuous his life work thus far has been, it need only be mentioned that nearly forty years ago he had attained to such a prominent place in the community as to be made a candidate for the House of Commons, for one of the most important constituencies in Canada, Montreal West. It is over a quarter of a century since he was elevated to the Senate. There, he has been a conservative and yet progressive force, always striking the note of sanity and dignity and reticence. While a lucid speaker, he has never been styled as a popular orator. The well-stored mind, coupled with the aesthetic sense and the deeper taste for literature, tend towards the nice, the exact, and the polished utterance. Ben Johnson wrote of one of his contemporaries: "No man ever spake more neatly, more pressly, more weightily, or suffered less emptiness, less idleness, in what he utter-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ed." This might easily be applied to Sir Geo. Drummond. When he speaks anywhere, on the public platform, his words are notable for knowledge, suitable gravity, and a constant sense of weight and dignity.

Sir George, the Citizen.

In the early days of the Montreal Board of Trade, Sir George was a power. As member of the council, as vice-president, and as president, his weight was always felt. In fact, no important movement, in half a century past, which had for its object the welfare of Montreal, could leave the name of Sir Geo. Drummond out of its history. It was just a little over a year ago that the chambers of commerce of the Empire met in Montreal, and Sir Geo. Drummond was instinctively turned to, as a merchant preeminently suited to represent Montreal as one of the delegates to that congress. It was there that he made a most notable speech, in which he struck the note of larger Imperialism.

His Labors for Charity.

His charitable work has been of the most unassuming character. He has been interested in public health, in the prevention of consumption, in improved sanitary conditions, and in arranging a scientific method of carrying on charitable work. He made generous contributions to charitable objects, not only to the Home for Incurables in Montreal, but in active aid to the Victorian Order of Nurses, of which he is a trustee, and of countless private benefactions. Characteristic of the broad-minded culture which he possesses, he has snipped off the frayed edges of life by his love for pastoral scenes, and has solaced himself with the country air, in the breeding of blue-blooded stock. He is an ardent lover of art, possessing one of the best private collections of paintings on this continent, in the gathering of which his exacting, sound and critical judgment has aided much. He has been one of the best and most enthusiastic patrons of the Art Association of Montreal, to which body he has loaned his fine collections again and again. His counsel and support have also been of great value to the associaition. His success as a business man has been most conspicuous, and to commerce he has given the majority of his mental powers. Thus, it is the more gratifying to note that stocks and bonds and sugar refining have not sapped the well-spring of his being, for the things that he prizes most are the love for, and the study of, art, wherein his best pleasures have been found.

Lady Drummond.

A word may be said about Lady Drummond, who in most of the essentials is like minded with her distinguished husband. In many movements, philanthropic, educational, and relating to social sciences, Lady Drummond has taken an earnest and active interest. The Countess of Aberdeen once said about Lady Drummond: "She unites with a most distinguished presence, a great personal charm, gifts of rare eloquence, and power." Better than that, Lady Drummond possesses a sympathetic and charitable nature; she has been a wide reader; she has studied life as she saw it, as well as many of the most complex psychological problems of the time. The Drummond home in Montreal is the scene of many of the most brilliant social and intellectual functions, and some of the most important charitable movements of the time have been initiated within the walls of that attractive mansion.

At a meeting of the council of the Montreal Board of Trade, held June 30, the president made reference to the honors which had fallen to the lot of two prominent members of the board, Sir George A. Drummond and Sir Hugh Montagu Allan, and observed that he was sure every member of the council had been greatly pleased thereat.

The council then embodied the feeling of the members in this connection in the following resolutions:

"That the council of the Montreal Board of Trade welcomes with great satisfaction the announcement that the Hon. George A. Drummond, a past president of this board, has been created a Knight Commander of the most distinguished Order of St. Michael and St. George;

"That Sir George Drummond's record in this city, his home for fifty years, as a leader among commercial men, as a wise director and friend of charitable institutions, as an energetic and capable worker for the improvement of civic conditions, as a generous and discriminating patron of the arts, as the gracious dispenser of generous hospitalities, together with his valuable services as a Senator of the Dominion Parliament, have long marked him out as one specially worthy to be honored by the Sovereign, and that the council rejoices that the King has been pleased, in his wisdom and graciousness, to thus confirm the views and fulfil the wishes of Sir George Drummond's fellow citizens;

"That to Sir George Drummond the council tenders its heartiest congratulations that his many services to the City of Montreal and to the country

HERE IT IS. The "Grocer's Friend"

Order an **Automatic Cheese Safe** to go forward with the order you send us on Monday. All goods shipped same day as order received.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Splendid Snaps— Summer Season

We carry full lines of Canned and Potted Meats suitable for campers, etc. We also have a fine assortment of Sardines and other necessaries such as

Camp Coffee, Lime Juice, etc., etc.

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

The Boys are away Holidaying —Ring us up.

Our Telephone

596

We Pay Charges.

Ask Central to reverse check.

Have Some Plums for You.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

TRAVELLERS' HOLIDAYS

Our travellers are on holidays from August 1st to 15th.
Send us your orders by Letter, Wire or Phone at our expense.
Prompt shipment. Lowest prices.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

CHEESE

It is easier to sell six
dozen of

MacLaren's Imperial Cheese

than one of any other brand.
You only have to urge it once, afterwards it sells itself.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS
51 COLBORNE STREET
TORONTO, ONT.

CHEESE

in general have been recognized by His Majesty with the order of knighthood;

"That the council is very glad that the honor which has been conferred upon Sir George Drummond is shared by a lady so eminently fitted to grace it as is Lady Drummond, whose intellectual qualifications, social and charitable work, and charming personality have won for her a high place in the regard of the citizens of Montreal and indeed of Canadians in general;

"That, in conclusion, the council prays for Sir George and Lady Drummond continued happiness and prosperity, together with health and strength to enable them to fulfil the duties attendant upon their position, the discharge of which in the past has won for them honor from our sovereign and the warm esteem of their fellow citizens."

C. D. C.

IMPORTED HORSES AND CATTLE.

Several of the most prominent breeders of horses and cattle in Canada are at present in England, or have recently returned from the trip, which was undertaken for the sole purpose of procuring stock for show at the Canadian National Exhibition, Toronto, August 29th to September 10th, and for the improvement of their well-known stables. The exhibits of these geneltmen alone would offer an interesting horse show, and when combined with the hundreds of other entries in all classes, will complete the finest display of horses and cattle ever seen in Canada. Among those whose direct and recent importations will be shown, are Robert Beith, M. P., of Bowmanville; Thomas Graham, of Graham Bros., Claremont; J. M. Gardhouse, of the Highfield stables, and William Smith, ex-M. P., of Columbus. Among the cattle breeders, Hon. John Dryden, Minister of Agriculture, and Robert Miller, of Stouffville, will show for the first time their recent purchases in England. All the exhibitors agree to keep their entries on the grounds during the full period of the exhibition.

Our Travellers

will enjoy a two weeks vacation commencing Saturday, July 30th, to August 13th, both days inclusive. During this holiday we invite you to send in your requirements either by mail, telegraph or telephone, at our expense. We can assure you of PROMPT SHIPMENT and LOWEST MARKET PRICES.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Business Changes

ONTARIO.

John Ackland, miller, Delaware, is dead.

Tattle Bros., retail grocers, Toronto, have assigned.

Joseph Baxter, grocer, Stratford, has sold to Wm. Jeffrey.

Mary Orange, (Mrs. John P. Orange), London, is selling out.

Williams & Son, pickle manufacturers, Toronto, have assigned.

The assets of W. G. Butler, grocer, Ottawa, are to be sold.

John Rourke, fruiterer, St. Thomas, has sold to W. J. Dalgliesh.

The Grafton Fruit & Produce Co., Limited, Grafton, have obtained charter.

Beatie Co., grocers, bakers, Stratford, have purchased the store of Joseph Rankin.

The stock of Peter Cameron, general merchant, Dutton, has been sold to —. Panter.

John Bloomfield, general merchant, Mooresville, has sold out to W. H. & G. Bloomfield.

The Eby-Blain Co., of Toronto, Limited, wholesale grocers, Toronto, were partially burned out; fully insured.

A bailiff's sale of the goods of Wm. Flannagan & Co., cigar manufacturers, London, is advertised for the 4th inst.

QUEBEC.

The Albumen Food Co., Montreal, have dissolved.

The Emporium Cigar Co., St. Hyacinthe, have obtained charter.

H. P. Paquette, grocer, Montreal, has been succeeded by J. Breingan.

The assets of Joseph Gagnon, general merchant, Pontbriand, are to be sold on the 3rd inst.

Dion & Frere, grocers, Quebec, are offering to compromise.

The assets of L. F. Pelletier, Notre Dame Du Lac, have been sold.

The assets of J. R. Gervais, general merchant, Mount Carmel, are to be sold.

J. A. Marchaud, general merchant, Fraserville, has obtained an extension.

J. W. Donohue, general and commission merchant, Roberval, has assigned.

A meeting to appoint curator for Bissonnette & Giguere, tobacconists, Quebec, has been called.

A statement of the affairs of J. H. Constantin, general merchant, Nominique, is being prepared.

Pierre Drouin has been appointed curator for Arthur Derome, fish and fruit merchant, Quebec.

Hormisdas Carignan, general merchant, St. Maurice, has assigned; meeting of creditors was held on the 29th ult.

BRITISH COLUMBIA.

A. A. Cuthbert has been appointed administrator to the late W. F. Cuthbert, confectioner, etc., Fernie.

British Columbia Fruit Canning & Coffee Co., Limited, Vancouver, have been succeeded by the Empress Mfg. Co., Limited, who have been incorporated.

MANITOBA AND N.W.T.

J. A. Bradley, grocer and shoe dealer, Hartney, has sold to Perham Bros.

McArthur & Lyons, general merchants, Bradwardine, have sold to Butler & Cascaden.

Mortgagees are in possession of the stock of McLeod & Bailey, general merchants, Elkhorn.

The Padrome Cigar Co., Portage La Prairie, suffered slight loss by fire; loss covered by insurance.

NEW BRUNSWICK.

Moses Schaffer, general merchant, Blackville, has offered to compromise at 40 per cent.

Upton's

Pure Fruit Jams, Jellies and Orange Marmalade

in glass jars are the correct thing for camping or picnic parties.

WESTERN ONTARIO TRAVELERS' PICNIC.

THERE were between ten and eleven thousand people in attendance at the annual picnic of the Western Ontario Travelers' Club, of London, at Port Stanley on Saturday last.

The first train pulled out of the Grand Trunk station at six o'clock in the morning, having on board the fishermen and the early risers, the youths who intended to make a long day of it, and the committeemen who had to look after some details in the arrangements. The next train left at 9.45, and it was one of the big trains of the day, and loaded in every part of every coach.

The special train bearing he travelers, their brass and bagpipe bands and a host of their friends, pulled out promptly at the announced hour of eleven o'clock. The drummers, wearing white duck hats and trousers, marched in a body from their club rooms in the Masonic Temple to the railway station, with bands playing and everybody in a merry mood. The train made only one stop en route, and, after a quick run, the party found themselves at the pretty summer resort, and the day had well begun.

Everybody repaired to the heights to get a look at old Erie; to cool off in the breezes that were blowing landward, and—most important of all—to open hampers and partake of lunch in thorough picnic fashion and with evident picnic appetite. The scene on Fraser Heights was during this time an extremely lively one. The crowd was so large as to occupy almost every available foot of the green sward, beneath the shade of the trees. The ladies were busied with spreading spotless white table linen on the grass, while men and boys were hurrying to and fro, making sure of hot water for tea-making, and upon other messages. Then came the happy moment, when all gathered about and good things began to disappear in regulation order. It was a pleasant operation and soon concluded.

The Sports Programme.

Then there was a general resort to the beach playground. Hampers were safely stowed away, and the picnickers gave themselves over to enjoyment of the events of the long programme of sports and entertainment.

The baseball match was between the Grips and the Trunks, and the men who carry the heavier samples were the men who carried off the victory.

The foot races were all well contested and evoked the keenest interest from the spectators. In addition, there were exhibitions of fencing, slack-rope walking and fancy drills; the greasy pig was caught and, to cap it all, a baby show was held.

The various committees which looked after the picnic were composed as follows:

Finance—J. S. Townsend, chairman; A. T. Edwards, secretary; James Mattinson, W. R. Grant, Wm. Turnbull, A. McPherson.

Sports—George Sippi, chairman; A. H. Brener, secretary; J. A. Jones, Walter Pierson, J. A. Connors, Percy Millman, Herbert Henderson, W. H. Grenfell, A. E. Cowley, A. S. Sippi, Ernie Crouch, Wm. Shosenberg, S. M. Screaton, J. A. Tune, Wm. Ward, Wm. Smith, George Detlor, J. M. Daly, Bert Masuret, J. R. Sproule.

Transportation — J. J. Harkness, chairman; B. S. Murray, secretary; S. F. Lawrason, J. C. Pocock, James Dooley, Ed. B. Chase.

Entertainment—F. S. Fisher, chairman; D. McPherson, secretary; H. W. Lind, L. C. Johnston, J. Angus, H. Turner, H. Lewis, R. A. Green, Thomas Allan, Hugh Rennie, C. H. Firth, D. J. McLeod, John Garvey, Jr., H. Dodson, A. H. Moran, Roland Munro, F. G. Brenton, W. R. Keyes, Jos. Leech, George W. Heard.

Music—C. W. McGuire, chairman; Wm. Wright, secretary; J. McMartin,, F. R. Harris, E. Sehl, W. Hawkshawe, J. M. Ferguson, C. W. Nichols.

Printing—H. E. Putrey, chairman; J. R. McPetrie, secretary; C. A. Wilson, C. E. Mountjoy, J. W. Couse, Hy. Avey, Alf. Gunther, S. Frank Glass, J. K. Spry, J. J. Dyer.

Reception—R. D. Kilgour, chairman; F. Lawson, secretary; C. S. Hyman, Adam Beck, T. H. Carling, S. Munro, John T. Green, T. H. Howden, R. E. Davis.

A More Active Tea Campaign.

Mr. J. Keithley Crowther, manager for the United States and Canada of Sir Thomas Lipton, Limited, spent part of last week in Montreal and Toronto, calling upon the trade in the respective cities.

In conversation with The Canadian Grocer, Mr. Crowther said that his firm had decided upon a more vigorous campaign for the Canadian trade, and that it was his intention to make more frequent visits to Canada than he had done in the past.

"You know," said he, "that when Sir Thomas decides upon a thing he usually carries it out, and he has made up his mind to secure a larger share of the Canadian trade. Sir Thomas will arrive on this continent some time in September for the chief purpose of visiting the World's Fair. It is altogether likely that he will pay a visit to Canada, and I am going to do my best to persuade him to do so."

Mr. Crowther has recently returned from the exhibition at St. Louis, where his firm have three exhibits. Besides having contracts for supplying a number of small hotels and restaurants, the Lipton Co. supply the coffee consumed in the famous Inside Inn. The quantity of coffee required for this hotel alone is nearly a ton a week.

The agents of the Lipton Co. in Canada are Laporte, Martin & Cie., of Montreal, with J. A. Curtis as representative in that city, and George Musson & Son, representatives in Toronto.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of a catalogue issued by the Toledo Computing Scale Co., of Toledo, U. S. A., describing their automatic weighing and money-value measuring machines, and containing a number of illustrations of leading stores throughout the state of California in which the Toledo system is used.

DROWNING ACCIDENT.

Mr. J. J. Duffy, of the wholesale spice and coffee house of Montreal, had the misfortune to lose his 18-year-old son, J. J. Cyprian, on Sunday last, by drowning. The accident occurred during the sudden storm that swept over this district Sunday afternoon, and which was particularly sudden and strong at Isle Perrot, where the young man was summering with his parents. The sympathy of a large number of friends is extended to Mr. Duffy.

GLEANED FROM THE TRAVELERS.

Ross Bros., of Mount Albert, have bought out Mr. Harry Fisher, Cookstown, and took over the business on August 1st.

The Wilson Grocery Co., Gananoque, who recently bought the old-established business of Kenny & Cockrill, have set the pace among the trade in that thriving burg by their artistic ideas in window dressing and display. The result has elicited many ecomiums from residents as well as from numbers of American visitors who are summering in and around Gananoque.

Tattle Bros., grocers, Yonge street, Toronto, have assigned to W. J. McDonald. Liabilities are small.

C. N. Babbitt, of Gagetown, N. B., has moved his grocery store to Sydney street, St. John.

RED ROSE TEA WAREHOUSE

ETURNED
IIG . 6 190

INTERIOR VIEWS NOS. 6 AND 7.

SECTION OF SECOND FLOOR—LABELING.

The packages as they come through the chute from the floor above, are labelled, placed on boards and put in racks to dry. The capacity of these racks is about 200,000 lbs. of package tea.

The labeling is done by girls seated at tables beside an endless belt running from the gumming machine. The labels are gummed by being fed between rollers, and are carried along the belt to the labellers. This machine is also run by electric power. At one end of this room there is a label cupboard having compartments for the different kinds and sizes of labels. A cloak room, etc., is also provided for the use of the girls.

This section of the second floor is on the Mill St. side, near the elevator; three to four men are kept busy packing tea into cases, ready for shipment. The packing order is sent from the office, and as soon as the cases are ready, they are sent by electric elevator to the floor below. At one end of this packing department a considerable quantity of advertising is stored. Many attractive cards, etc., are sent out in the cases, and the fact that they are continually asked for by the merchants shows that they are appreciated.

Next week a description of the shipping room will be given.

SECTION OF SECOND FLOOR—PACKING TEA INTO CASES.

T. H. ESTABROOKS, TEA IMPORTER AND BLENDER,
Branch Offices: Toronto, Winnipeg. St. John, N. B.

The Dominion Packing Company, LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

BEECHNUT BRAND

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED.

PORK AND BEEF PACKERS,

TORONTO. ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

ENGLISH PROVISION IMPORTS.

IMPORTS of butter in Great Britain for the six months ending June 30, 1904, total 2,267,318 cwts., an increase of 317,000 cwts. over imports for the same period last year. The greatest relative increase is from New South Wales, closely followed by Victoria. Canada's share in the increase is from 16,585 to 28,710 cwts.

The gross amount of dead meats, consisting of fresh and chilled beef, fresh mutton, frozen beef and mutton, fresh pork, salt beef and pork, bacon, hams, rabbits, and tinned meats, in 1903, was 8,627,177 cwts., valued at £19,651,837; for the present year the weight is greater, 8,677,461 cwts., and the value considerably less, £18,526,625; this difference in value to a large extent comes from the frozen mutton and beef. Australia shows over 50 per cent. increase in frozen beef; Argentina has increased her export 35 per cent., the United States have exported to the United Kingdom 53,693 cwts. more than last year, while other countries have decreased 35 per cent. Australia, Argentina and other countries have all recorded against them a decrease in frozen mutton. Holland, United States and Belgium show small decreases in fresh pork supplies. Importations of bacon from the United States amounted to 1,502,101 cwts., an increase of 36,058 cwts. over last year; from Denmark to 835,325 cwts., an increase of 80,938 cwts.; from Canada to 295,221 cwts., an increase of 66,813 cwts.; from other countries to 35,026 cwts., a decrease of 20 per cent. The United States have supplied hams to the extent of 518,183 cwts., an increase of 68,894 cwts. Canada has increased her exportations from 69,628 cwts. to 73,092 cwts., while other countries have dwindled down to 1,719 cwts.

Poultry Demonstration.

Mr. Elford, the poultry expert of Ottawa, will superintend the showing of a complete model hennery under the auspices of the Dominion Government at the Canadian National Exhibition, Toronto, August 29th to September 10th. Poultry raising during recent years has become such an important industry, both with exclusive breeders and with general farmers throughout Canada, that the Government wisely decided to demonstrate all that was most modern and most successful in incubation, brooding, caring and feeding. For those who keep poultry, whether for profit or pleasure, the information derived from this exhibit will be extremely valuable.

Stocks of Lard.

Cable advices received by the N. K. Fairbank Co. give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named :—

	1904. Aug. 1.	1904. July 1.	1903. Aug. 1.	1902. Aug. 1.	1901. Aug. 1.	1900. Aug. 1.
Liverpool and Manchester	34,000	30,000	26,000	16,500	18,000	24,000
Other British ports	16,000	15,000	8,500	2,500	6,500	6,000
Hamburg	37,000	12,000	14,000	14,000	13,500	12,500
Bremen	1,000	1,000	1,500	1,000	1,000	3,000
Berlin	1,500	1,500	1,500	1,000	2,000	2,000
Baltic ports	14,000	13,000	12,000	6,500	11,000	6,500
Amsterdam, Rotterdam, Mannheim	3,000	2,000	1,000	3,500	2,000	3,000
Antwerp	3,000	3,000	1,000	1,500	6,000	6,000
French ports	1,500	1,600	900	1,100	2,000	4,000
Italian and Spanish ports	1,000	500	500	1,000	1,000	1,000
Total in Europe	102,000	79,600	66,900	48,600	63,000	68,000
Afloat for Europe	40,000	35,000	40,000	42,000	54,000	42,000
Total in Europe and afloat	142,000	114,000	106,900	90,600	117,000	110,000
Chicago prime steam	137,860	124,284	75,554	46,529	51,116	117,718
Chicago other kinds	33,951	27,008	9,593	11,488	11,076	20,936
East St. Louis	2,050	2,130	1,760	900	8,011	10,200
Kansas City	11,473	14,446	7,891	4,315	14,037	11,933
Omaha	3,997	6,188	5,569	4,171	6,908	5,492
New York	6,705	8,451	7,183	6,555	11,467	8,074
Milwaukee	10,768	8,860	4,542	908	3,365	8,583
Cedar Rapids	....	....	....	3,403	1,579	2,210
South St. Joseph	1,734	2,378	4,497	2,476	4,420	1,263
Total tierces	350,538	308,345	223,488	171,345	229,029	396,409

Early Potato Growing in Ireland.

The early potato growing industry, which was started in Ireland some time ago, seems to have taken well in some districts and to have been very successful. Experiments are being tried at a number of places in the south and southwest of Ireland—chiefly on the coast. From a few small plots in 1901, the area under experiment has gradually increased. Clonakilty, County Cork, was found to be a very suitable district. Though it is said the crop is fully a week later than last year, samples have already been dug in the County Clare, and in other districts the potatoes are earlier than last year. The sales which have taken place have been satisfactory so far.

Proposed Enlargement.

At a meeting of the shareholders of the Peterborough Cold Storage and Provision Co. on July 27, a proposal to enlarge the powers of the company was considered.

The intention is to enlarge the scope of the company to permit it to engage in the manufacture of beet sugar. If the proposed change is made the name of the company will be changed to "The Trent Valley Sugar, Provision and Cold Storage Co.," the capital stock will be increased to $750,000 and the present board of directors enlarged to nine members.

ROSE BRAND SMOKED BACKS

are the best known on the market. New, sweet cured stock of splendid flavor.

Surplus fat and rind removed, avoiding any loss in cutting. Fresh out of smoke daily, at

Peterborough, Hull and Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

—absolute purity

is guaranteed to your customers in

GILLETT'S Cream Tartar

Every time you make a sale of **Gillett's Cream Tartar** you please your customer and make a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The hot weather has stimulated demand for cured meats and an active demand has been met in most of these lines. Long clear is a little firmer, while heavy mess has declined 50 cents per bbl. Lard is a little weaker. We quote:

Long clear bacon, per lb	$0 07½	$0 08
Smoked breakfast bacon, per lb	0 12	0 12½
Roll bacon, per lb	0 09	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 00	17 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 06½	0 07
" tubs "	0 07	0 07½
" pails "	0 07½	0 07¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl		11 00
Beef, hind quarters	9 00	10 00
" front quarters	4 50	5 50
" choice carcases	7 50	8 00
" medium	6 50	7 50
" common	6 00	7 00
Mutton	6 00	7 50
Lamb, spring	10 00	11 00
Veal	8 00	9 00
Hogs, light	8 00	8 25
" heavy	6 50	6 75

Butter—Dealers report a dull market. Offerings are more free than recently, but on the whole the quality has not been up to the mark. There is little alteration in prices as quoted. There is, however, some inferior stuff coming forward, which is not bringing even the lowest prices quoted. We quote:

	Per lb.	
Creamery prints	0 18	0 19
" solids, fresh	0 17	0 17½
Dairy prints	0 13	0 14
" in tubs	0 12	0 14

Cheese—There is not much of interest in the cheese market, which is away below the level of a year ago. The make is about that of last year, but the great difference lies in the fact of large stocks being held at the opening of the season. The board sales on Saturday were as follows:

Belleville—Offered 2,845 white and 190 colored cheese; sales, 2,400 at 7 1-16c, and 150 at 7 1-8c.

Cowansville—Twenty-six creameries offered 1,761 boxes butter, and 31 factories offered 2,150 boxes cheese. Butter sales, 18c to 19c; cheese sale, 7 1-4 to 7 1-2c. Twenty-six boxes of butter and 919 boxes of cheese held over.

Cornwall—2,008 cheese were boarded, 1,014 white and 994 colored. White sold at 7 5-8c; colored at 7 3-8c. Twenty boxes remained unsold.

London—Thirteen factories offered 2,220 boxes; sales, 370 at 7 5-8c, and 70 at 7 1-2c.

Watertown, N. Y.—Large white, 1,275 boxes, at 7 1-4 to 7 1-2c; large colored, 700 boxes, at 7 1-4c; small white, 1,480 boxes, at 7 5-8c; white twins, 2,043 boxes, at 7 5-8c; colored twins, 3,770 boxes, at 7 5-8 to 7 3-4c.

Alexandria—1,075 boxes of white and 407 colored were offered; white sold at 7 5-8c; colored at 7 3-4c. We quote:

	Per lb.	
Cheese, large	0 08½	0 08¾
" twins	0 08¼	0 09

Montreal.

Provisions—The demand for cured hams and bacon during the week has been good and prices steady. Lard is also in better demand and position. Business in barrelled pork has been dull, Canada short mess pork selling at from $24.00 to $25.00. Receipts fairly good and in excess of last week's:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07½
" ½-tierces, per lb		0 07¾
" 60-lb. fancy tubs		0 07¼
Cases, 20 3-lb. tins, per lb		0 08¼
" 12 5-lb. tins "		0 08
" 6 10-lb. tins "		0 07¼
20-lb. wood pails, each		1 53
20-lb. tin pails, each		1 43

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 0
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09¼

Butter—Butter shipments for the past week were 20,562 pkgs, which is very satisfactory. The receipts so far this season exceed those of 1903. Opinions as to prices are decidedly diverse, some looking for still higher figures, while others maintain the limit has been reached. Choicest Townships creamery is bringing 18 to 18 1-4c; Ontarios, 17 1-2c, and finest Quebecs, 18 to 18 1-2c. Dairy quoted at 14 to 14 1-2c.

Cheese—The market is exceedingly quiet both here and abroad. Stocks are large, despite the report of a shorter make this year, and are, in fact, in excess of those of 1903. Finest Quebec is being held at 7 1-2c, Townships at 7 5-8 to 7 3-4c, and 7 7-8 to 8c for Ontarios.

St. John, N.B.

Provisions—While the big strike has not yet affected prices of barreled meats here, the market is rather firmer. Sales are very light at this season. Pure lard has but a limited demand even at the extreme low prices. Hams and rolls are scarce. In fresh meat the demand is for lamb, and prices are well maintained. Beef is somewhat dull and rather lower.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

WILSON'S
FLY PAD
POISON
THE BEST
FLY KILLER

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

When ordering

Macaroni

be sure to specify

Napoli Macaroni

You will get

—a better article.
—at a less price.
—in a more saleable package.

Order from your wholesaler, and if he can't or won't supply NAPOLI BRAND, send order direct.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

The Kind Mother Made
Such is
Peacock Brand
of **Condensed Mince Meat.**

Sell it on that account.

Your wholesaler sells it.

The Bates, Peacock Co.
HAMILTON, ONT.

1904 **Canadian** 1904

National Exhibition

Toronto, Ont.

August 29th to September 12th

Largest and finest exhibits of Canadian manufactures agricultural products, live stock, etc., etc., ever shown. New buildings, improved facilities and greater variety of attractions than ever.

"BLACK WATCH BAND"

The Band of the "Black Watch" (the famous 42nd Royal Highlanders) will attend the Exhibition, by permission of his Gracious Majesty the King and officers of the Regiment, and will play three concerts daily throughout its entire course.

THE RELIEF OF LUCKNOW

The grandest pyro-military display ever seen in Canada will be presented before the Grand Stand each evening with hundreds of performers, brilliant costumes, gorgeous pyrotechnic setting, and assisted by the pipers of the "Black Watch."

SPECIAL ATTRACTIONS

"Dare-Devil Schreyer" in his leap from a bicycle 108 feet into a tank of water; **The Bickett Family,** world-famous aerial acrobats; **Winschermann's Wonderful Trained Bears; Adjie's Troop of Lions,** the most remarkable group of trained animals in the world, and many other acts of equal merit.

Special Railway Rates.
Ask your Station Agent for Particulars.

Remember the Dates,

August 29th to September 12th

President Secretary and Manager

Mutton is not wanted and veal has but little demand. Pork is not in season.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 09	0 10½
Mutton "	0 05	0 06
Veal "	0 08	0 09
Lamb, "	0 08	0 09
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 09
" " pails "	0 08½	0 09½
Refined lard, tubs	0 08½	0 09
" " pails	0 08½	0 08

Butter—Prices are low. Market is well supplied. If quality is the best there is a fair demand.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—Supplies have been more freely received. Sales are backward. At this season considerable care is required in regard to quality.

Eggs, hennery	0 15	0 20
" case stock	0 13	0 14

Cheese—Sale is not large. Later makes are held well above present figures.

Cheese, per lb.	0 09½	0 10½

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20 "	1 80
" 10 " in cases	5 50
" 5 " "	5 55
" 3 " "	5 65
" Compound, in 20-lb pails.	1 75

Cured Meats—The market is now firm. Our quotations are as follows:

Hams, per lb	0 12½
Picnic hams per lb	0 08½
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Long spice rolls, per lb	0 10½
Long clear rolls, per lb	0 08½
Short spice rolls, per lb	0 10
Dry salt backs, per lb	0 09½

Butter—The market is fairly steady and the demand is good for choice quality.

Creamery, per lb., fresh churned		0 20
Dairy, " "	0 16	0 17
Dairy, in tubs " "		0 15

Provision Notes.

The lard refinery of Swift & Co., Chicago, was damaged by fire on July 27 to the extent of $400,000.

PERSONAL MENTION.

Mr. A. F. McDonald, of the firm of McDonald Bros., Colborne, Ont., died on July 22.

Mr. Mackenzie, of the Standard Vinegar Co., Toronto, was a visitor to Montreal this week.

Mr. W. P. Rice, of the Wm. Ryan Co., was among those at the Toronto Grocers' excursion to Buffalo last week.

Mr. Alex. Anderson of the Japan Central Traders' Association, who was laid up for a week or ten days, is out again.

Mr. R. J. Sharpe, representing W. P. Downey, Montreal, reports good sales of Hires' Root Beer in Quebec City and district.

Mr. W. J. Earon, who has been traveling for the Fox Bros. Packing Co., Brantford, for some years, has given up that post and is leaving for Pittsburg.

Mr. Albert N. Reay, Canadian manager of the Force Food Co., has just returned to Toronto after an extensive and very successful trip in the Maritime Provinces. Mr. Reay seems to have taken full advantage of the sea breezes.

Mr. Alfred Irving, west end traveler for the Salada Ceylon Tea Co., again broke his record for the number of orders secured in one day's work, he having sold to 75 grocers on Tuesday last.

Mr. H. McCutcheon, well known in London, Ont., business circles, died on July 25. Mr. McCutcheon was engaged until a short time ago in the grocery trade, and also in the coal and wood business.

Mr. John Fisher, manufacturers' agent, Toronto, left on Wednesday on a trip to Winnipeg and other points in Manitoba and the Northwest. Mr. Fisher goes by way of Sarnia on the Northern Navigation Co's. steamer "Huronic" to Fort William and thence via Canadian Northern to Winnipeg.

Mr. B. Trudel, who has charge of the tea department in L. Chaput, Fils & Cie., Montreal, is taking a vacation at St. Tite. Mr. Trudel's particular object is a rest but, as he is taking along a set of rods and lines, the lively speckled trout in the waters around St. Tite will have to be on their guard.

Mr. F. W. Klemm, manufacturer of Klemm's Tubes, Chicago, is at present in Montreal, canvassing the trade. Mr. Klemm, who is represented in Canada by Snowdon, Forbes & Co., has met with good success in the east, and on his return trip to Chicago will visit the larger western cities, Kingston, Toronto, Hamilton, London, etc.

Mr. J. T. Paul, of the traveling staff of the Edwardsburg Starch Co., was married on Wednesday to Miss Isabel Carter. The happy couple left on the "International Limited" for Detroit, Chicago and St. Louis, and on their return will reside in Toronto.

Mr. Newton A. Hill, of L. Chaput, Fils & Cie., Montreal, has just returned from a three months' trip through Manitoba, the Northwest and British Columbia. To The Grocer Mr. Hill stated that trade on the whole was satisfactory. As to the future, referring specially to crop prospects, Mr. Hill said that providing no unforeseen dangers such as frost or hail strike the country, crops will be good. In some sections there has been a trifle too much rain, but as the country is so large these spot drawbacks will not seriously affect the general result.

"We are too apt in the east on reading reports of hail or frost in the Northwest to imagine the whole country is affected. Why, bless me," said Mr. Hill, "you don't get worried here much when you read of a cyclone in western Ontario, only a few hundred miles off, while a touch of frost in Manitoba is considered here as a serious blow to the crops around Calgary or Edmonton. Western cities and towns are pushing ahead rapidly, noticeably so Winnipeg, Brandon and Calgary, the latter remarkably so." Mr. Hill looks for good Fall trade throughout his territory.

FIRE NOTICE

We regret to advise the trade that our stock and warehouse was damaged by fire on Friday morning last. We have made arrangements for new stocks so that

BUSINESS CONTINUES AS USUAL

Pending repairs we are located in the following

TEMPORARY PREMISES—

Offices—24 Scott St., Phone Main 3803

SAMPLE ROOM and ORDER DEPARTMENT—26 Front St. East, Phone Main 3804

Shipping Department—7 Scott St., Phone Main 3805

We solicit your ORDERS which will have PROMPT ATTENTION.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO.

Fresh and Cured Fish

Fisheries Fights.

"To assert the authority of the Dominion over the fisheries," was the reason given for the despatch of a Government cruiser to the Labrador coast a few days ago. According to an Ottawa despatch "a dispute had arisen between the Federal authority and the Provincial Government of Quebec in regard to the issuance of a fishing license to a Nova Scotia firm. The Dominion cruiser will see to it that the rights of the Dominion are maintained."

The Montreal Star referred editorially to the situation as follows:

"And yet there are people who complain that we have none of the excitements of war in this part of the world! Here is an armed cruiser sent out by the Ottawa Government against the minions of Premier Parent. What could possibly be more exciting for us in Quebec?

"It would not be so nerve racking if we quite knew which side we were on. But as Canadians we cheer for the gallant craft which carries the flag of our country against her perfidious enemies; while as Quebeckers we swing our hats for the noble defenders of the provincial fishing license issued by the bold Government at Quebec. If this province is beaten down by the insolent 'foreigners' from Ottawa, we cannot but fall under the ruins; but if the Dominion is set at naught by the rebellious 'natives' from Quebec, will we not, as Canadians, suffer ineffaceable outrage?"

Canned Salmon.

In a short interview with The Grocer, Watt, Scott & Goodacre stated "It is notorious that each year's pack resembles that of the fourth year previous. On this theory, 1904 should be a short year. On the Fraser River 32 canneries are closed and 18 are running on a much reduced scale. Buyers are taking the attitude, however, that these actual and problematical conditions are more than discounted in the opening prices, which it is thought will prove too high in the event of even a moderately fair run. A 'go slow policy' is likely to obtain until September 1."

Canners Confer.

At the recent conference of American and Canadian canners in Vancouver, B.C., it was decided to establish a police patrol at the boundary to prevent net cutting, the theft of boats, etc. The Americans also agreed to the principle of a weekly closed season, and will urge the Washington Government to make it compulsory south of the boundary line. The hatchery question was discussed, but no action taken, and it was unanimously decided that Canadians and Americans will hereafter refrain from invading each other's territory to buy fish.

Trade and Commerce in the East.

WITHIN the week The Grocer has had the pleasure of an interview with Mr. Alexander MacWillie, of Toronto, who has just completed a trip around the world in the interest of H. J. Heinz Co., Pittsburgh, U. S. Mr. MacWillie was for years in the grocery trade in Toronto, and has always been an admirer of The Grocer, although he says it has grown away from him by leaps and bounds since the early days. For the benefit of readers of The Grocer he has given the following impressions of trade and commerce as they exist to-day in the far east.

Japan as a Nation.

"Westerners are awakening to the fact that Japan is a wonderful nation. She has been making very rapid strides during the last ten or fifteen years, although it is the Russo-Japanese war that has brought her so prominently before the eyes of the civilized world. Speaking about civilization, there is a copper mine in the interior of Japan, probably one of the largest in the world, which has been worked for centuries. Long before the European ever set foot in Japan, the miners enjoyed the advantages of reading, writing and recreation rooms, baths, etc. To-day Japan has lines of steamships whose tonnage exceeds those of the White Star and Cunard lines. The service and accommodation to be had on these Japanese liners, moreover, is equal, and in many cases superior, to that on European boats, and if one wishes to travel in comfort he will not think twice about taking a berth on a Japanese steamship.

"Japan has more newspapers to the square mile than any other country in the world. Her system of government is the admiration of all who come into contact with conditions in Japan. You visit a Japanese school and will almost be deceived into believing you are in an up-to-date Canadian educational institution, except that our discipline does not suffer comparison with theirs. Another thing which immediately strikes the foreigner is the never-failing courtesy and politeness of the Jap. Wherever you go you are greeted with a smile and the Japanese salutation "Ohiho !"

Mr. MacWillie in Japan.

"The two outstanding features of the Jap are his thoroughness and wonderful genius for imitation. He thinks twice where we only think once. He goes into a modern confectionery factory for instance. He not only wishes to have the actual processes explained to the minutest details, but must needs know 'how you do this in first place,' 'how you improve on original methods.' You try to bargain with a Japanese woman for a piece of carving or silk embroidery in process of manufacture. You offer her 35 yen. 'It is not finished and I will not sell,' says she. You offer her 50 yen and may keep on increasing your offer but will not succeed in tempting her. Years ago oculists considered lenses of German manufacture to be without a peer. The Jap found this out, with the result that to-day Japanese lenses have largely taken their place in popular fancy. Columbia River salmon were exported to Japan, and in an incredibly short time a new brand of salmon made its appearance on the Japanese market which, except to experts, was an exact duplicate of the former.

The Jap is Not a Money-Grabber.

"Those in authority in Japan are beginning to see the evil influence of western civilization on their countrymen, and regular weekly letters are being distributed among the merchants of Japan by the Minister of Trade and Commerce, urging upon them the importance of honest trading. Strange to say, the Chinaman has not yet felt the influence of his money-grabbing white brother. A Chinaman goes into the bank at Shanghai for a loan of 40,000 taels. The bankers jot down the amount and John's name and the money is forthcoming without even the signing of a note. Not so the European or Jap ; with him gilt edged security is required. Right here it may be remarked that Canada had better think twice before introducing anti-alien labor laws against Japan and China. The time is coming, if not already here, when Canada will though it is questionable how long he will remain so, thanks to the European trader. Unfortunately it cannot be denied that he is tricky, so tricky that European merchants have found in advisable to transact all their business with Japan through the medium of Chinese agents stationed at Hong Kong. He is not wilfully dishonest; it is merely that he has found the methods adopted by the European trader to pay. You make money, and do so and so; I do the same, and the result is that the European is kept busy watching the Jap, so keen and sharp is the latter in a business deal.

SPECIAL NOTICE to the TRADE.

SUGAR PEAS.

WE are making a specialty of Sugar Peas packed under the label--very tender Sugar Peas. This line is sold at a price that brings it within the reach of everybody who eats canned peas. For the price it is the finest pea we pack. It is as tender as asparagus tips and the sweetest pea that grows. We imported the seed originally from England, five years ago, and have found it increase so much in favor that we have had to increase the acreage every year until we are packing more of this variety than any pea we pack.

Bloomfield Packing Co.

LIMITED

BLOOMFIELD, ONTARIO.

find it in her best interests to court the favor of these countries.

Trade Prospects in the East.

"There appears to be a splendid opening for Canadian trade in both Japan and China, principally in breadstuffs. The possibility of establishing a permanent market for Canadian flour and fish among such an enormous population ought to be sufficient to tempt Canadian exporters to improve their opportunities to the utmost. True there is a good demand for these products in China and Japan at the present time, but the conditions of war are abnormal, and after things begin again to run smoothly, the flour and fish trade of Japan will go to the country that caters to the eastern trade. The trouble with the Canadian flour now going to Japan is that it's too hard. The American product is much better suited to the Japanese trade for this very reason. It might be worth while for the Canadian exporter with an eye to the future to send a demonstrator to Japan to show Japanese bakers wherein the excellence of Canadian flour consists. The Jap appreciates a practical demonstration above all things, and if he is once convinced that he can make advantageous use of a certain article he is sensible enough to follow up the opportunity.

"Japan undoubtedly appreciated the effort made by Canada last year at the Osaka Exposition. It now rests with Canadian exporters to turn to their own advantage the good impression created there. The trouble with Canada so far has been that wherever the export trade has been exploited, as a rule it has been done after a more or less spasmodic fashion. The eastern market will require the closest watching, as Canada has dangerous competitors on the field. One thing is certain, it will never do to leave things in the hands of brokers resident in these countries. They will undoubtedly look after the actual exchange of goods for the moment. In order to become thoroughly established as one of the foreign bidders for the trade of Japan, or any other country, the future has also to be considered and systematic efforts made towards the development of existing conditions. Nothing short of a thorough investigation of trade conditions in Japan and China will suffice. Canada must be in a position to profit from the experience of traders who have been in the field previously.

"The policy adopted so far by Canadian firms of sending a representative to Australia with a half a dozen lines belonging to different manufacturers, may be all right when viewed from the present. The exploitation of a new market, however, with a single commodity is quite sufficient to occupy the entire time and energy of the most capable business man. Canadians make the mistake of expecting big returns too soon. First establish yourself in a market, what matter if things are slow in coming your way, and keep at it until the tide turns in your direction.

The South African Field.

"The most promising field of all is South Africa. Here the Canadian enjoys the advantage of a prejudice in his favor. All that is necessary is to get the people in the way of using Canadian goods. Whenever this has been done Canadian products have won a secure place on the South African market. The attitude towards Canada in South Africa is such that even Canadian mechanics and artisans are paid more than those of any other nationality.

"Up to the present, Canadian manufacturers have been slow to grasp the possibilities of South African trade, valued as it is at $325,000,000 yearly. If they go about it in the right way they have the option of selling all the furniture, meal and flour used in South Africa. A big demand might also be created for Canadian dairy products and canned goods. Already considerable quantities of these have made their appearance in South African markets, where they have met with general acceptation. Let Canadian exporters, however, beware of sending cheap, bargain lots to South Africa, if they do not wish to cripple trade for the present and kill it for the future.

The West Indies.

"The same possibilities, although comparatively limited in extent, exist for building up a Canadian export trade with the West Indies. There is a big market there for Canadian flour and foodstuffs. Canadian flour is sent to Jamaica to-day, and if the agent in charge of it is judicious he is able to effect a ready sale. The head of the Canadian, however, is apparently turned by his success, for he is as likely as not to have advanced the price by the time the West Indian merchant sends in his next order. The result is that future orders are sent to New York. Canadian manufacturers seem to forget that they cannot afford to exhibit such marked signs of independence in trade until after they have introduced their particular commodity and won a secure place for it by successful competition with other bidders in the market. In the West Indies, as elsewhere, Canadian exporters have much to learn. In the initial stages of the Canadian export trade their aim should be to excel all other competitors, and not to stint money or pains until the desired place in the market is forthcoming. A nation anxious to become a trader in foreign markets, and at the same time content to worry along after a hand to mouth fashion, may awaken to the fact ten years hence, if it is not too late, that her methods of trading have all to be undone. Just now it is highly important for Canada to pay the most careful attention to building up her export trade. The stake is a big one—so big that few appreciate the full significance of it. Canada simply cannot afford to be outbid, and the sooner she realizes it the better."

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

White & Co. received their first car of Indiana cantaloupes in 1-2 bushel baskets. The quality is exceptionally nice, fully equal to the home product. Other cars are expected at regular intervals.

California fruit is receiving a good deal of attention from the trade these days. There has been a temporary scarcity of peaches and prices advanced. Plums have been in good supply, also Bartlett pears. Pears this year are even and regular and free from scab and ripen in excellent hard condition. White & Co. report that they are handling about one car per day.

Jas. Rutherford & Co., Montreal, advise the trade to write for samples of any special teas desired. Their large stock is offering at most interesting figures.

McWilliam & Everist, Toronto, have received a shipment of two cars of late valencia oranges.

Dandicolle & Gaudin, French and Tarragon vinegars in fancy bottles are in stock now with Lucas, Steele & Bristol, also C. & B. Malt and Tarragon.

Lucas, Steele & Bristol have another lot of Robertson's Scotch marmalade just to hand in pots and 7 lb. tins.

A car of the Golden brand of late valencia oranges and two cars of watermelons have been received by McWilliam and Everist. They are also handling immense quantities of raspberries, cucumbers and tomatoes.

Laporte, Martin & Cie., Montreal, are at present advertising teas strongly. Interested buyers can write for samples.

L. Chaput, Fils & Cie., Montreal, have some very interesting prices to offer the trade.

Lucas, Steele & Bristol have very choice new B. & S. cod in 100-lb. cases, also dry cured cod in bundles.

Fresh crabs in half pound tins have been received by Lucas, Steele & Bristol from British Columbia.

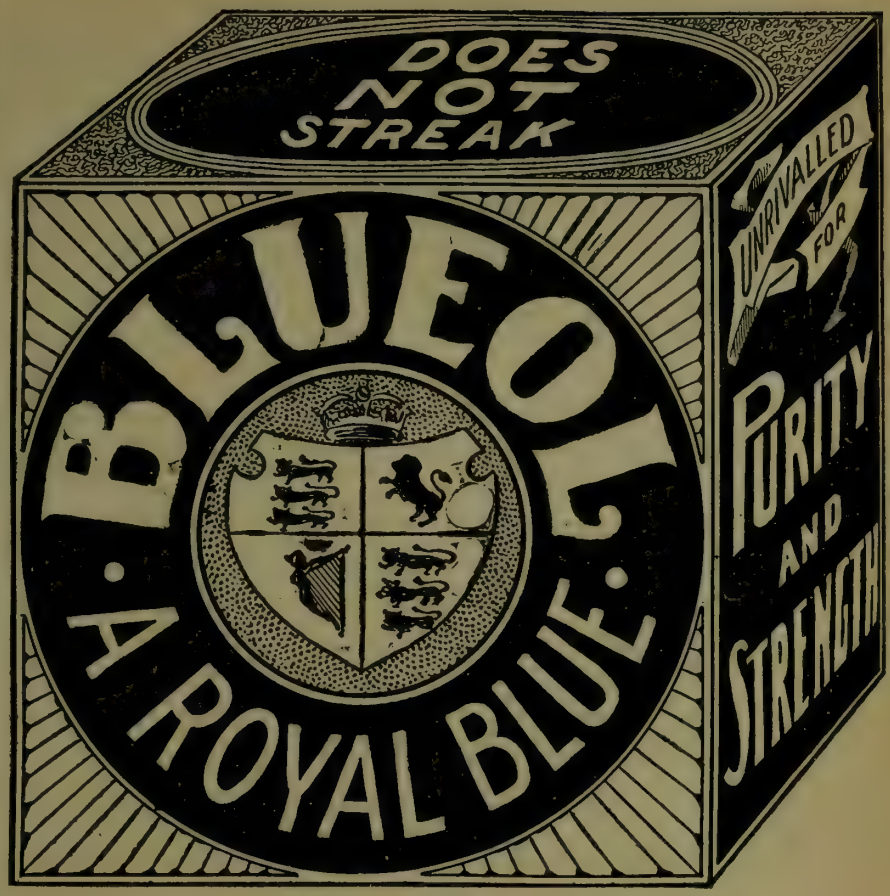
"Canada's Best is the World's Best."

The Housekeepers' Favorite!

Bluer than the Ocean!
Bluer than the Sky!
The Bluest Blue of all the Blues!
The brand you ought to buy!

WRITE US
for samples and prices.

J. M. DOUGLAS & CO.
Manufacturers, Est. 1857. Montreal.



ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited

Hamilton, Ont.

IVORINE
COLD WATER
STARCH

We believe there is not a grocer in the land who does not believe that a cold water starch is better for his customers than the common kind. In Cold Water Starches **"IVORINE"** is most readily sold because the most acceptable to the housewife.

$2.50 per case (40 packages).
Order from your wholesaler.

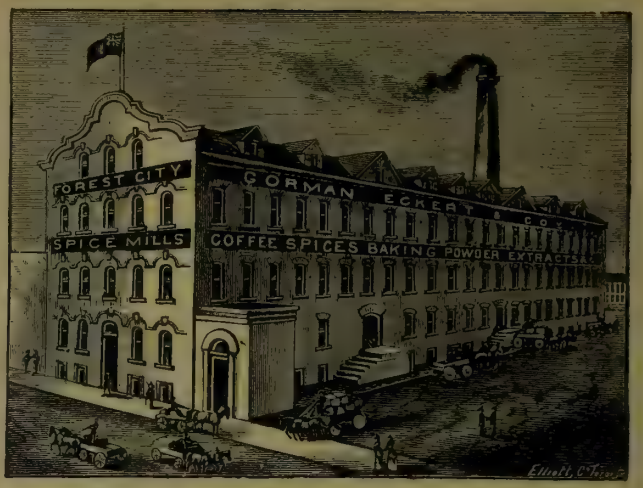
St. Lawrence Starch Co.
LIMITED.
Makers - Port Credit, Ont.

LORIMER'S WORCESTERSHIRE SAUCE

Pure
Piquant
Appetising

Special prices on gross lots.

THE ROBERT GREIG CO., Limited
TORONTO.



Quality—the highest standard.

Prices—no higher than for common brands

Our first consideration with every shipment on every line is quality.

Our customers' trade depends on the quality of the goods we supply them and we make it our business to see that they cannot get quite as good quality from any other house.

Prices—We buy in such immense quantities and direct from the countries of production that no other house can undersell us.

We take just as good care of our little customers as the large—they'll grow and we want to keep them.

If you want your orders filled promptly we can make shipment the day we receive your order.

All our lines are covered by catalogue—do not hesitate to write for folders on any line—we are glad to supply them.

GORMAN, ECKERT & CO.
LIMITED
London, Canada.
Manufacturers and dealers in Grocers' high-class specialties.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mackintosh, John, Halifax, Eng.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
Natural Food Co., Toronto.
National Licorice Co., Brooklyn, N.Y.

Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners Limited, Hamilton.
Chaput, L., Fils & Cie, Montreal.
Laporte, Martin & Cie., Montreal.
Old Homestead Canning Co., Picton, Ont.

Cheese Cabinets.
Lucas, Steele & Bristol, Hamilton.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Canadian Canners', Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Finance and Insurance.
Bradstreet Co.
British-America Assurance Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Davidson & Hay, Toronto.
Pacific Selling Co., New York.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Chaput, L., Fils & Cie, Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Simpson, R. & J. H., Co., Guelph, Ont.
Snowdon, Forbes & Co., Montreal.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Greig, Robert, Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Parke & Parke, Hamilton.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Fabien, C. P., Montreal.

Salt.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
Tea Rose Drips — Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.
Snowdon, Forbes & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Purnell, Webb & Co., Bristol, Eng.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Fairbank Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Wines, Liquors, etc.
Laporte, Martin & Cie, Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E. 57
Adamson, J. T., & Co. 57
Allison Coupon Co. 7
American Coffee & Spice Co 69
American Tobacco Co. 65
Auer Light Co 8

Baker, Walter, & Co. 21
Balfour & Co. 13
Bates, Peacock Co 22
Black Bros. & Co. 8
Bloomfield Packing Co. 25
Blue Ribbon Tea 30
Bowser, S. F., & Co. 7
Bradstreet's ..... outside back cover
Brantford Starch Works 34
British America Assurance Co 67
Burlington Canning Co. 7

Canada Paper Co. 47
Canadian Bank of Commerce 67
Canadian Canners Limited 27
Canadian Press Clipping Bureau ..... inside back cover
Canadian Swiss Trading Co. 55
Canadian Vinegar Co 57
Capstan Manufacturing Co 8
Castle, F. J., Co. 52
Ceylon Tea 6
Chaput, L., Fils & Cie 45
Chase & Sanborn 30
Christie, Brown & Co. ..... outside front cover
Clark, W. 47
Coles Manufacturing Co 34
Colson, C. E., & Son ..... outside back cover 3
"Commissioner" Tea 7
Confederation Life Association 67
Cowan Co 54
Cox's Gelatine 7
Cullen, Orlan Clyde 50

Davidson & Hay 15
Dawson Commission Co. 56
Dingle & Stewart 2
Dominion Molasses Co. ..... inside back cover
Dominion Packing Co 19
Douglas, J. M., & Co. 27
Downey, W. P 46
Dunn, Wm. H 49
Dutch Chemical Works ..... inside back cover
Dwight, John, & Co 70

Eby, Blain Co 23
Eckardt, H. P., & Co. 36, 37
Edwardsburg Starch Co 71
Empire Tobacco Co. 62
Enterprise Mfg., Co. 4
Epps's Cocoa. 47
Estabrooks, T. H. 17
Ewing, S. H. & A. S. 46
Ewing, S. H., & Sons 5

Fabien, C. P 64
Fairbank, N. K., Co. ..... inside front cover
Fearman, F. W., Co 19
Fortier, J. M 64
Foster Pottery Co 2
Frontenac Cereal Co 60

Gibb, W. A , Co. 56
Gillard, W. H., & Co. 10
Gillett, E. W., Co., Ltd 20
Gorman, Eckert & Co. 28
Gowans, Kent & Co. ..... outside back cover
Greig, Robt., Co. 28

Hamilton Cotton Co. 7
Hill, Evans & Co. 72
Horrocks, T. J 64
Hudon, Hebert & Cie. 39
Husband Bros. & Co. 56

James' Dome Black Lead 55
Japan Teas 4

Kay Bros ..... inside front cover
Keen, Robinson & Co. ..... outside front cover
Kingston "Gleaner" ..... inside back cover
Kinnear, Thos., & Co. 14

Lake Huron & Manitoba Milling Co. 59
Lambe, W. G. A. 2
Lamont, Corliss & Co. 55
Laporte, Martin & Cie 9
London Guarantee and Accident Co. 67
Lowney, Walter M. Co. 52
Lucas, Steele & Bristol 13
Lytle, T. A., Co. 3

Maiden, J. H. 69
Matthews, Geo. Co 20
Metallic Roofing Co. 52
Metropolitan Bank 67
Millman, W. H., & Sons 2
Mooney Biscuit and Candy Co. 53
Morse Bros. 12
Mott, John P., & Co 52

Mackintosh, John 55
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 64
McCann Wm., Milling Co 53
McDougall, D., & Co. 65
McGregor-Harris Co. 38
McLaren's Cooks' Friend Baking Powder ..... inside back cover
McLean, J. A., Produce Co. 20
McWilliam & Everist 56

National Licorice Co ..... inside front cover
Natural Food Co. 59
Napoli Macaroni Co 22
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 50

Oakey, John, & Sons ..... outside back cover
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 51
"Ozo" Co. 54

Pacific Selling Co. 49
Page, C. S. 50
Park, Blackwell Co. 19
Parke & Parke 38
Payne, J. Bruce 63
Price, Chambers & Co. 2
Provost & Allard 3
Purnell, Webb & Co. 59

Queen City Oil Co. 2

Rattray, D., & Sons 61
Reid, W. B., & Co 64
Rose & Laflamme 5, 46
Row & Co. 2
Rutherford, Marshall & Co 38
Ryan, Wm., Co. 38

"Salada" Tea Co 34
Sheridan, J. H. 50
Simpson, R. & J. H. Co. 47
Simson Bros. Co 3
Snowdon, Forbes & Co. 10, 61
Southwell & Co. 70
"Sovereign" and "Lynx" Salmon 8
St. Lawrence Starch Co 28
Stringer, W. B. 57

Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todhunter, Mitchell & Co. 49
Toronto Exhibition 22
Toronto Salt Works ..... inside back cover
Tuckett, Geo. E., & Son Co. 63
Turner, James, & Co. 13

Upton, Thos., & Co. 15

Walker, Hugh, & Son 57
Walkerville Match Co. 5
Warren Bros. & Co. 49
Watt, J. L., & Scott 52
Western Assurance Co 67
Wethey, J. H. ..... outside back cover
White & Co. 57
Wilson, Archdale 21
Wilson, C., & Son 48
Wilson Commission Co. 2
Wilson, W. H., Co. 59
Wood, Thomas, & Co. 10
Woods, Walter, & Co 21

Look at your Daily Papers and Read our ads And keep stocked with

Blue Ribbon *Ceylon* Tea

to meet the demand.

Push the Red Label—40c., worth 50c.

CLAIMS

are worthy of consideration only when based on what has been achieved. There is such a material difference between coffees of every variety, that the grocer should be sure of securing coffees that are and have always been **excellent** enough, **attractive** enough and **reliable** enough to win, hold and justify public confidence.

You will be completely satisfied and back up this claim if you add to your stock **Chase & Sanborn's High Grade Coffees.**

CHASE & SANBORN

The Importers, Montreal

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. / Adscript, Canada.

NEW TOBACCO BILL.

THE Minister of Inland Revenue at Ottawa has announced his firm intention to press into legislation this session a resolution forbidding the wholesale tobacco interests of Canada from framing contracts with retailers binding them to deal with no other concern for supplies of tobacco, cigars, and cigarettes, than themselves. Strong pressure is being brought to bear on the Government by the American Tobacco Co. and its friends, to prevent the adoption of Mr. Brodeur's proposed Act, and at the same time manufacturers of Canadian and combination leaf are working tooth and nail to secdre legislation which they claim will put an end to an unjustifiable practice which has existed in the tobacco trade for some time past. According to the new bill the Government appropriates the power to cancel the licenses of any manufacturer of goods subject to the excise duty who either directly or indirectly

(a) Makes a sale of any such goods to a person who sells or intends to sell goods of that class in connection with his own business subject to the condition that the purchaser shall not sell or deal in goods of a like kind produced, obtained or to be obtained from any other manufacturer or dealer; or

(b) Makes such sale upon terms that would in their application deprive the purchaser of any profit upon the sale of such goods, if they should so sell or deal; or

(c) Consign any such goods to another person for sale upon commission, upon such terms that the consignee can profit by such sale only if he does not sell or deal in goods of a like kind manufactured by or obtained, or to be obtained, from any other manufacturer or dealer.

The situation, in brief, is as follows: Manufacturers of tobacco in Canada may make exclusive contracts with wholesale merchants for the handling of their particular goods. If the latter introduce any other brand the manufacturers may boycott them entirely or else put up the price of their goods to such an extent that the profit of handling is greatly minimized.

As far as The Grocer can learn the wholesale grocery and tobacco trades are satisfied with existing conditions, and object to Government interference between the manufacturer of goods and the seller. According to present regulations dealers in tobacco carry only certain lines, usually those in greatest demand, whereas if there were no restrictions they would have to stock a greater variety, for the bulk of which the demand would be more or less irregular. They claim, moreover, that even if the new law were to come in force the manufacturers of Canadian and combination leaf are not in a position to supply the demands of the market.

In the eyes of Canadian tobacco manufacturers the proposed legislation will go far towards putting the Canadian tobacco industry on a proper footing. Up to the present it has been outside the pale of competition on account of having been denied the legitimate channels of trade, viz., the wholesale grocer and wholesale tobacconist. Directly Canadian manufacturers are put on an even footing with the parties to the trust, they haven't the least fear of being able to hold their own. They claim that their products are quite equal to those supplied by the trust, with the exception of cigarettes, and that given reasonable time they will have no difficulty in looking after this end of the tobacco trade. Their plea on the whole is for the more adequate protection of the Canadian tobacco industry. This phase of the question will undoubtedly be carefully considered before the fate of the proposed bill is finally decided.

A REBATE QUESTION.

HAS a manufacturer of any patent article the right to reduce his price without allowing the jobber the amount of such rebate on stock in store, or must the loss fall on the wholesaler?

The Grocer has been asked this question, and unless there are special clauses in the primary purchase order precluding any such allowance on the part of the manufacturer, it strikes us that, in order to be fair and just to the trade, the manufacturer should remit to the jobber amount of rebate on stock carried when reduction is made. By saying "fair and just" is meant fair and just not only to the jobber who has carried the goods in stock for long periods and interested himself and his travelers in the sale of the goods, but also fair to the retailer. It may be said that the notice of reduction in price is given in plenty of time to allow the jobber to dispose of his stock, or reduce it to such a small compass that the loss of the rebate is unworthy of argument, but why should the jobber unload on the retailer and "stick him?" Why should the retailer pay a higher price for the article now when he can purchase it to better advantage in a few weeks or a month?

It is generally understood, and an uncontrovertible trade fact, that the manufacturer as a rule has the largest profit, particularly on articles that are patented, and it seems to us that he can best afford to make the reduction to the jobber. As a matter of policy to retain the good will of the jobber and his interest in the further handling of the goods, the manufacturer, if he is wise and experienced, will get over the question by freely and gracefully sending the credit note. Of course, if this

is done, a statutory declaration from the jobber might be required as to the actual number of barrels, or cases, etc., on hand, and this declaration would, no doubt, be readily furnished.

There seems to us to be no question as to the best way of disposing of this matter, which is one that not infrequently enters into transactions between manufacturers and wholesale grocers. It cannot be argued that the jobber is "squealing" unjustly, as the goods are not bought in the open market subject to its fluctuations, but are private, patent articles, to be bought only through a certain channel, at fixed prices, and under stated conditions of sale, and the purchaser has no chance of getting them on the drop and selling them again when the market has recovered. If the manufacturer makes a reduction, it argues chiefly that he has been able to buy his raw material cheaper, or through improved processes of manufacture cost of production is lessened to warrant a concession to the trade and retailer,—he is therefore not the loser. There are a number of manufacturers who follow the right rule of protecting the jobbing and (through the jobber) the retail trade by sending credit notes to the amount of stock on hand. Experience has taught them that this is the easiest and pleasantest way to retain the interest and good will of all concerned.

AN UNFORTUNATE INCIDENT.

MR. R. BACON, a graduate of Harvard University and a member of the American Society of Civil Engineers, has been arrested at Port Arthur, on the charge of having violated the Alien Labor Law of Canada. Mr. Bacon entered Canada under a written contract with Mr. J. R. Stephens, chief engineer of the Grand Trunk Pacific Railway, to assume the position of harbor expert for the railway at Port Arthur. The arrest is one of the first results of the agitation, which has been general throughout the country, looking towards the exclusive employment of Canadian engineers in such construction works as the building of the G. T. P.

The action taken by the solicitor-general in ordering the arrest of so prominent a man as Mr. Bacon is certainly a most serious step. It will be heard of through the length and breadth of Mr. Bacon's native land, and will assuredly arouse prejudice of an unpleasant character. Possibly the parties responsible for the arrest were not sensible of what the result would be.

If there is one thing the people of the United States have been generous in, it has been the recognition of talent among our professional men. There are few American universities in which Canadians do not hold positions on the staff, and a man has but to do tolerably well in a Canadian university to be welcomed on the other side of the line. The same is true of graduates in medicine, law and applied science, who are all represented in the various centres of the United States. Frequently the only possible openings for young Canadians of brains are to be found there.

By the short-sighted policy of driving out American engineers from Canada, a great injury will be done to this beneficial sentiment in the United States. Can Canada afford at this juncture to incur the prejudices of American professional men? Would it be wise at any time? Assuredly not.

Canada must never allow herself to become so prejudiced and hide-bound that she cannot welcome men of brains to her shores, whatever section of the world they come from. Then she can conscientiously demand equal consideration for her sons wherever they may go.

We do not deny that there has been extreme provocation in the present instance. Mr. Stephens went about hiring engineers for the G. T. P. in a bull-headed way. He evidently took the ground that it was nobody else's business but his own, and that he would engage whom he pleased. This was certainly not the proper course. The G. T. P. is as near being a national work as anything we can name, and it was Mr. Stephens' business to steer a politic course and let Canadians build the line, as far as it was possible. Then, where competent Canadian engineers were not available it would have been perfectly justifiable for him to have accepted the services of competent Americans.

Prior to the arrest of Mr. Bacon, the feeling in certain parts of the United States was exhibiting a tendency to become antagonistic to Canadians. The experiences of several young Canadians were unpleasant,—a circumstance directly due to the unfortunate agitation in Canada against the American engineers. If the antagonism was noticeable before any action was taken to deport these engineers, it is natural to conclude that it will be many times as strong, now that an American has been arrested.

PUT WIRES UNDERGROUND.

THERE was borne home to every witness of the Eby-Blain fire in Toronto last week the vital importance of doing away with those unsightly and dangerous overhead wires with which corporate selfishness impedes our streets. On the west side the tower could not be brought anywhere near the building on account of the wires and in the front the ladder was raised only to be held back by an entangling mass of these ugly barriers.

It is true they were cut in a few minutes, but a few minutes may mean the saving or destruction of millions of property.

In the down town portion of a crowded city there is no excuse for overhead wires. They should be put underground at once, and business men should see that the proper steps are taken to effect this end.

THE HIGH PRICE OF SUGAR.

The advance of five cents per hundred made by Canadian refiners in the sugar list on Wednesday last marks a rise of 60 cents per hundred on the lowest price for the year and the statistical position is strong enough to keep the market firm at this price. Stocks both in Cuba and the United States are much lower than a year ago and meltings keep high, while reports of the crops from Europe are not of an optimistic character. The indications are that the housewife will have to face an adverse market for the canning season. It is probable, however, that the dearness of sugar along with the high price of fruit will curtail consumption and consequently react on the market before a great while.

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. The Greatest Variety.

OUR POLICY.

Low Prices. Quick Turn Over.
Big Business.

A few trial orders will convince you of

OUR RELIABILITY.

Best Equipment. Competent Staff.
Perfect Organization.

Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada

haddock is a little scarce this week, owing no doubt to the depredations of the dog fish, which are active. Fresh gaspe salmon is out of the market, though some frozen stock may offer. Fresh supplies of salmon will have to be brought from B. C. Halibut is easier on the other side and more readily obtainable. We quote:

Haddies	0 07½
Smoked herring, per box	0 18
Fresh haddock, per lb.	0 04½
Pike, " round and dressed	0 07
Halibut, fresh, per lb.	0 12
Gaspe salmon, fresh per lb.	0 17
Fresh steak cod	0 05
Lake trout, per lb.	0 08
Whitefish	0 08
Dore	0 09
Fresh mackerel	0 10
No. 1 Labrador herring in 20-lb pails	0 75 0 85
No. 1 Herring, Labrador, per bbl.	4 75
" " half bbl.	2 75 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	0 95
Holland herring, per keg	0 65 0 75
No. 2 green cod bbls. 200	5 00
Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish, " " "	0 05
" " loose, in 25 lb. boxes	0 04½
Boneless fish, in crates 12 5-lb. boxes	0 05
Pure Georges cod, 40 lbs	0 07½
Skinless cod, cases 100 lb. (new)	5 00
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz	2 25
Standard bulk oysters, per gal	1 50
Selects	1 75

Country Produce.

EGGS.

During the past week receipts have been rather light. The demand is poor, no doubt due to the heavy fruit business. Commission houses report business as not encouraging and are holding off as prices are not in their favor. We quote: Straight gathered stock sold at 15 1-4 to 15 1-2c, candled at 17c and the seconds keep at 11 1-2 to 12 1-2c per dozen.

BEANS.

Market dull and little doing. Car lots are quoted at $1.25, and $1.30 to $1.35 for smaller quantities. The bean market continues slow. In a jobbing way, choice primes were sold at $1.35 to $1.40 a bushel, while car lots of choice primes were quoted at $1.30, and primes at $1.25 per bushel.

HONEY.

The market is featureless. The few lots of new honey that have been offering were not eagerly snapped up and only brought about 11 to 11 1-2c. White clover is quoted at 13 1-2 to 14c. Extracted white clover is 8 to 8 1-2c in 10 lb. tins, and 7 to 7 1-2c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

Unchanged market and little business going. Syrup in tins at 60 to 70c, wine measure, while kegs are quoted at 5 1-2 to 5 3 4c per lb.

Maple syrup, in wood, per lb.	0 05½ 0 05½
Maple syrup, in large tins	0 60 0 70
Pure sugar, per lb.	0 07 0 07½
Pure Beauce sugar, per lb.	0 08½ 0 09

POTATOES.

Prices continue to ease off; new good quality were offered at $2.00 in bbls. and 90c per bag.

Flour and Feed.

FLOUR.

An improvement is apparent, the feeling generally being better. Stocks have been allowed to get down and buying to replenish is being done. This week's business is considerably better than last, receipts being largely in excess, though still very much under last year's.

Manitoba spring wheat patents	4 80
" strong bakers'	4 60 4 60
Winter wheat patents	5 10 5 25
Straight rollers	4 70 4 75
Extra	4 00
Straight rollers, bags	2 30 2 35

FEED.

Better prices are going, though business is none too active. Feed is featureless and quiet. We quote:

Ontario bran, in bulk	15 00 15 50
shorts	16 00 17 50
Manitoba bran, in bags	19 00 20 00
shorts	21 00
Mouillie	23 00 28 00

OATMEAL.

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, bags	2 55
" bbls.	5 30

ONTARIO MARKETS.

Toronto, August 3, 1904.

Groceries.

TRADE is rather at a standstill owing to the travelers being off the road on their holidays. Mail orders, however, are reported in pretty fair volume, and the general consensus of opinion would go to show that trade is on a pretty good basis, considering the time of the year. There are few failures and collections are on the whole satisfactory. There is little variation to report in prices. Canned goods are enjoying considerable attention, and the price has been made for new peas at 82 1-2c and $1.25. Canned meats are meeting a good enquiry. Sugar is firm at last week's prices and meeting a good consumptive demand. Indeed, one refiner is asking five cents above the list. Syrups and molasses are featureless. No interest is being manifested in teas which are unchanged from last writing. Coffees are higher than buyers' ideas and so little trade is developing. Spices are finding a more brisk demand in anticipation of the pickling season. Rice is about unchanged, but a firmer feeling is reported from primal markets for tapioca. Reports from Patras would indicate a smaller crop of currants than last year and an advance is noted in Smyrna figs, where the crop will also be smaller. Jobbers are said to be unloading Malaga raisins at a loss as it is not thought that the market for new crop will open as high as a year ago. New apricots are held high and little business has been done.

CANNED GOODS.

The canned goods situation is absorbing a good deal of interest. New peas have appeared on the market and the price made at 82 1-2c and $1.25. The market is practically bare of corn and prospects are not overly encouraging for the new crop. There are plenty of tomatoes to tide over the period before the new pack is marketed. Letters from the Pacific coast report the Spring pack of salmon on the Skeena at 4,000 cases against 23,000 last year. The market for salmon is very strong. Canned meats are in good demand. We quote:

Apples, 3's	0 90
" gallons	2 20
Asparagus	3 50
Beets, 2's	0 90
Beets, 3's	1 00
Blackberries, 2's	1 50 1 70
Beans, 2's	0 90 1 10
Corn, 2's	1 25 1 35
Cherries, red, pitted, 2's	2 20
" white	2 40
Peas, 2's	0 82½ 1 25
Pears, 2's	1 45 1 60
" 3's	1 90 2 10
Pineapples, 1½'s	1 50 1 60
" 2's	1 80 2 00
" 3's	2 25 2 40
Peaches, 2's	1 65 1 70
" 3's	2 60
Plums, green gages, 2's	1 10 1 40
" Lombard	1 00 1 30
" Damson, blue	0 95 1 25
Pumpkins, 3's	0 95
" gallon	2 50
Rhubarb, 3's	1 80
Raspberries, 2's	1 40 1 60
Strawberries, 2's	1 47½ 1 67
Succotash, 2's	1 00
Tomatoes, 3's	1 12
Lobster, talls	3 50
" 1-lb. flats	3 50 3 70
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf," 1-lb. talls, 5 cases and over	1 77½
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 92½
½-lb. flats, 5 cases and over	1 17½
½-lb. flats, less than 5 cases	1 20
Chums	0 95 1 00
Sardines, Sportsman ¼'s	0 15
" ½'s	0 23
" Portugese ¼'s	0 08 0 10
" P. & C., ¼'s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" " ½'s	0 09 0 11
" Mustard, ¼ size, cases 50 tins, per 100	3 00 3 00
Haddies	1 00
Haddies, per case	4 00
Kippered herrings, domestic	1 00
" " imported	1 45 1 55
Herrings in tomato sauce, domestic	1 00 1 10
" " " imported	1 45 1 55
California ripe olives, tins, per doz	4 75
Corned beef, 1s, per doz	1 50
" 2s, "	2 70
" 6s, "	9 00
" 14s, "	20 00
Lunch tongues, per doz	3 00
Potted meats, ¼s, "	0 50
" ½s, "	1 00

SUGAR

The firmness noted in our recent reports has been more than fully maintained, and while there has been no change in the Canadian refined sugar list, we understand that one refiner is asking an advance of five cents per hundred pounds over current list quotations. We have, however, to record an advance of five cents per cwt. in New York sugar quotations. All refiners are now selling firm on bass of 4.95 net for standard granulated. Since our last there have been large sales of centrifugal sugars ex warehouse New York at four cents duty paid for basis 96c, an advance of 1-16 over previous spot sales. Just as we went to press last there were large sales of Cuba centrifugal for August shipment at 2 19-32c cost and freight for basis 94c, which is equal to full duty parity of 4.02 for basis 96. Since then there have been sales of further large quantities totaling from 30,000 to 35,000

bags for August shipment at 2 5-8c c. and f for basis 94c and at 2 11-16c c. and f. for basis 95c. These sales establish a further advance of 1-32 to 1-16c over previous sales. U. S. refiners have been eager buyers of all available supplies and while Europe maintains the disparity of prices which at present exists no doubt the Americans will secure every available lot of Cuban sugars at or about current values. It is estimated that the balance supply available in Cuba is only 114,000 tons and of that probably 16,000 tons will be required for local consumption, leaving less than 100,000 tons for export, which is only about 2 1-2 weeks' supply for U. S. Atlantic refiners on present basis of meltings. The significance of this will be observed when it is noted that on January 1st of this year the Cubans were holding stocks of 94,835 tons. Receipts at U. S. Atlantic ports for week ending July 27 were 19,633 tons with meltings of 40,000, thus reducing stocks to 166,013 tons against 186,380 tons previous week and 307,032 tons last year. Combined stocks of U. S. and Cuba according to latest advices were 272,513 tons, against 308,380 tons previous week and 586,532 tons last year, a decrease of 314,019 from last year. Total stocks of Europe and America at latest uneven dates were 2,060,513 tons against 2,511,898 tons last year, the decrease being 451,385 tons.

European markets have assumed further strength during the week, and the price of beet has advanced during the week 1 1-2d and is now equal to duty paid parity of 4.08 for 96 test centrifugals. There has been a good demand for refined, both in U. S. and Canada, and it is within the bounds of probability that the strength of the raw position may now be reflected in refined. It is stated that while prices have advanced 55c per cwt. from the lowest point of the year there is no reason why they should not advance further when the present strong position of raws is taken into consideration, and while all the news indicates a considerable shortage in prospective supplies. The continued drought in Europe is believed to be very damaging to the roots and the question of supplies for refiners during the next 8 weeks has come to be increasingly serious. At present U. S. refineries in New York, Boston and Philadelphia have less than three weeks' stock on hand from which it will be seen that they are very dependent upon all available nearby sugars.

Later—Since the above was written all Canadian refiners have advanced quotations five cents per hundred pounds. We accordingly revise quotations as follows:

Paris lumps, in 50-lb. boxes	5 28
" in 100-lb. "	5 18
St. Lawrence granulated	4 63
Redpath's granulated	4 63
Acadia granulated	4 53
Berlin granulated	4 53
Domestic beet, granulated, 1902 (off grade)	4 33
Phoenix	4 53
Bright coffee	4 43
Bright yellow	4 38
No. 3 yellow	4 33
No. 2 "	4 13
No. 1 "	4 03

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

These lines are not attracting much attention. There is practically nothing doing in syrups and just ordinary Summer call for molasses. We quote:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright		0 02½
Corn syrup, bbl., per lb.		0 02¾
" ½-bbls "		0 03
" kegs "		1 30
" 3 gal. pails, each		0 90
" 2 gal. " "		1 90
" 2-lb. tins (in 2 doz. case) per case		2 35
" 5-lb. " (in 1 ") "		2 25
" 10-lb. " (in ½ ") "		2 10
" 20-lb. " (in ¼ ") "		
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The Japan situation is unchanged. In spite of the lower range of prices as compared with a year ago amounting to 10 per cent. on the average, very little buying has been done for Canadian account, importers fearing that the trade may in large measure continue to take Ceylon greens. There is no change in the position of the Ceylon and Indian markets beyond an improvement in quality of Ceylon and hardening values for the respective grades in consequence. We quote:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra firsts	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

There is a little more interest in coffee reported this week and some inquiries for purchase, but buyers are holding off as the market is higher than their ideas and they are looking for an easier market in which to buy. A Wednesday wire from New York quoted No. 7 c. and f., N. Y. 7 1-2 to 7 3-4. We quote:

	Per lb.
Green Rios, No. 7	0 06¾
" " No. 6	0 08¾
" " No. 5	0 08¾
" " No. 4	0 08¾
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

Cable advices from London on Saturday reported an advance of 1c per pound in white pepper with the market strongly rising. Black has also advanced in London. A very active trade demand for pepper and cassia is reported in New York and the situation shows real improvement along conservative demands and generally higher prices are expected. Stocks are small on the spot. Locally the approach of the pickling season is lending new interest to spices and retailers are laying in their supplies. We quote:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

A slight advance in tapioca on primary markets is noted, but this has not been noticeably reflected on the local markets. Rice is unchanged since last writing. We quote:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03¼ 0 03½
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
Sago	0 03½ 0 04		

Foreign Dried Fruits

Currants continue to advance. Not only is the crop much smaller than reported earlier in the season, but it has been damaged by rain and the effect of the new legislation is also making itself felt. Cables from Patras this week report heavy rains and advancing markets. First shipments of raisins will be made about the middle of this month and it is not thought the opening prices will be on so high a level as last year. A cable from Smyrna on Tuesday reports an advance of 2s per cwt. on figs. This crop will be smaller than last year.

On the local market apricots are practically off. Quotations for new apricots are very high and few orders have been placed yet. Stocks of Malaga raisins are being reduced by some houses that have been over-stocked and as much as 1c under cost has been accepted. We quote:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05½	40-50s	0 07½ 0 08
70-80s	0 06 0 06½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated	06½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06¼	0 06½
" selected	0 07	0 07¼
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

There is no new feature to report in nuts this week. Filberts are very firm, however. We quote:

Peanuts, green, per lb	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb		0 09
" " roasted, "		0 10
Almonds, Tarragona, per lb		0 12
Almonds, California, paper shell, per lb		0 15
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 12
Filberts, per lb		0 09
Pecans, per lb	014	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

Country Produce.

EGGS.

Receipts are picking up a little this last week, but prices are yet high and firm. Indeed dealers declare that they do not remember a time when eggs were so high at this time of year. It looks like another winter of dear eggs. Quality is not good and there is a heavy shrinkage. With the hens laying more freely, however, it is expected that the market may be a little easier before long. We quote eggs 16 and 17c.

HONEY.

Interest in honey is developing and some sales are learned of. Values are higher than a year ago and from all reports the crop will not be up to last year. We quote:

Honey, extracted clover, per lb	0 07	0 07½
" sections, per doz	1 65	1 75

BEANS.

The demand for beans shows little change from last week. Quotations are easier. We quote:

Beans, mixed, per bush		1 25
" prime, "		1 35
" handpicked, per bush	1 45	1 60
" Lima, per lb	0 05½	0 06½

APPLES.

Dried apples are not of any particular interest just at present, but for evaporated there is a fair demand. We quote:

Dried apples, per lb		0 04
Evaporated apples, per lb	0 06	0 07

Green Fruits.

Activity is very apparent in the fruit market. Supplies are coming in well and the demand is generally able to take care of the supply. On Saturday preceding Monday's holiday there was a glut and raspberries sold down as low as 5 to 5 1-2c. On Tuesday again there were heavy supplies but the market was able to take care of everything. Black currants are somewhat scarce and red quite so. Prices for lemons have gone up and will likely remain so long as the weather keeps hot. A cool spell, however, would witness a fall. Oranges are away up, but still have a good demand. We quote:

California late valencies, per box	4 50	4 75
Verdelli lemons, 300's, per box		3 00
" 360's, per box		2 50
Florida pineapples, per crate	4 25	4 50
Bananas, large bunches	1 75	2 25
Banana's, 8's, per bunch	1 25	1 50
Bananas, red, per bunch	1 50	2 50
Apples, new Baltimore, bushel baskets	1 00	1 20
Canadian cherries, per basket	1 00	1 50
Limes, per box		1 25
Jersey tomatoes, per bushel	2 25	2 50
Watermelons	0 25	0 35
Cantaloupes, Baltimore, per crate		2 00
Gooseberries, per basket	0 50	0 65
California peaches, per crate (4 baskets)	1 00	1 25
" plums	1 50	1 75
Raspberries, per box	0 08	0 09
California Bartlett pears, per box	2 25	2 75
" " per half box		1 50
Blueberries, per basket	1 00	1 10
Red currants, per basket		0 75
Black currants, "	1 00	1 20
Blackberries, per box		0 08

Vegetables.

There has been active demand for all classes of vegetables this last week. Supplies have been generally ample and the quality good. Cauliflowers have, however, been scarce. Corn has appeared for the first time and sells at 15 cents per dozen. We quote:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 15
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz		0 20
Beets, new, per doz		0 20
Rhubarb, per doz		0 20
Green onions, per doz	0 15	0 30
Green house water cress, per doz		0 25
Green cucumbers, per basket		0 40
Green peas, per peck	0 25	0 35
" " per bush	1 00	1 25
" cabbage, per doz	0 35	0 60
" beans, per basket	0 35	0 45
Waxed beans, per bush	0 60	0 90
Cauliflowers, per doz	0 50	1 50
Green peppers, per basket		0 75
Canadian new potatoes, per bush		1 00
Michgan celery, per doz		0 50
Canadian celery, per doz	0 40	0 60
Vegetable marrow, per doz	0 70	1 00
Green corn, per doz		0 15

Fish.

The usual hot weather demand is reported for fish, while supplies have been satisfactory. We quote:

Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 09
Haddock " per lb	0 06
Cod, steak " "	0 08
Perch " "	0 06
Trout, lake, per lb	0 09
Herring, lake, per lb	0 07
Pike, per lb	0 07

Grain, Flour and Breakfast Foods.

GRAIN.

The demand on the grain market continues good. The recent change in prices is due to speculating on the outlook of the present crop. Trade is very brisk and the outlook is good. Manitoba northern No. 1 has advanced 5c per bu., while Manitoba northern Nos. 2 and 3 have each advanced 4 1-2c per bu. Red wheat has advanced 2 1-2c per bu., white has advanced 3c per bu. Barley has advanced 2c per bu., while oats have advanced 1c per bu. We quote:

Manitoba wheat, Northern No. 1 " "	1 04½	1 05
" " " No. 2 " "	1 01½	1 02
" " " No. 3 " "	0 99	0 99½
Red, per bushel, on track Toronto	0 97½	0 98
White " " "	0 98	0 98½
Barley " " "	0 46	0 49
Oats " " "	0 37	0 37½
Peas " " "	0 68	0 69
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " "	0 63	0 64

FLOUR.

The demand for flour is increasing. This is caused by an excitable wheat market due to the poor outlook for wheat crops this Fall. Trade is brisk and everything looks bright. During the week under review, Manitoba wheat patents have advanced from 10 to 20c per bbl., strong bakers have advanced from 15 to 25c per bbl., while Ontario wheat patents have advanced from $4.50 and $4.80 to $4.65 and $4.95, and straight roller has advanced from $4.40 and $4.55 to $4.55 and $4.70. Our quotations:

Manitoba wheat patents, per bbl		5 00
Strong bakers "		4 75
Ontario wheat patents "	4 60	4 95
Straight roller "	4 55	4 70

BREAKFAST FOODS.

The demand for breakfast foods continues to be good. Though prices are unchanged trade is still brisk and everything moves brightly along. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

The hide market is very firm and receipts are small. Receipts of wool are also small as dealers in the country are holding off for higher prices. Whether or not they will secure prices asked is doubtful. In the meantime business is practically at a standstill. We quote:

No. 1 green, per lb	0 06
" 2 " "	0 07
" 1 " steers, per lb	0 06½
" 2 " " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 50
Shearlings	0 45

TALLOW.

Rendered Tallow, per lb	0 04	0 04½

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 19	0 20
Pulled wools, super, per lb	0 19	0 21
" " extra "	0 21	0 23

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B. C., July 28, 1904.

WITH good conditions prevailing throughout the interior, the demand for goods from this city is almost brisk, with a prospect of continuance. While W. T. Shatford & Co. announce that they will close their Slocan branch because of depression in that part of the province, news comes from Nelson that the south-eastern portion of the province is enjoying better times than at any previous period. Three things combine to make this possible, namely, activity in lumbering, mining and railway building. Shatford & Co. are closing up on the 15th of August, and the fact that they have given less

than a month's notice for the clearing up of accounts is an indication that there is some money going, else they would have given longer warning.

In the Okanagan district, the impetus to the fruit growing industry is considerable, and in the Kamloops district both mining and lumbering contribute to make things look lively. Hon. Richard McBride, premier, and Hon. Charles Wilson, attorney-general, have just returned from Cariboo and report that mining operations there are being carried on with vigor. If the report is true that bed rock gravels have been struck on Lightning Creek, one of the richest in the district, it will give a general rise to conditions in Cariboo.

Locally there is no particular feature in the market. With the strike among the meat workers in Chicago, there is a prospect of a sharp advance in the price of cured meats. In hams there is already an increase of five cents per pound to the small buyer, and this may be added to if the strike in Chicago continues.

A public market may now be established in Vancouver since the railway bridge over the Fraser River has been constructed. This market has been long and often talked of, but as Vancouver had no rapid direct communication with the Fraser River valley it was never carried out. Last Summer, the steamer Hamlin, operating between up-river points and Vancouver, brought a considerable amount of goods to this city, and showed what might be done if the merchants were to take hold of the matter with the aid of a railway. With the Fraser valley and Lulu island to supply everything in the way of products of field and farmyard, there is a great advantage for the farmer in trading in this city. The project will likely be taken up in earnest now.

In fruit, stocks are plentiful and conditions good. Peaches are a little scarce, it being too early for Crawfords. There has been an advance of 50c to 75c in oranges, and fancy valencias are now going at $4.25. There is a plentiful supply of plums from the south, and pears have declined 25c. It was thought apricots would be stiff in price, and though the California product was not very plentiful, the market has been flooded with apricots from Wenatchee, in eastern Washington, which are not quite as good a grade as the others. The consequence of rushing them here has been that the price is very low, and they are selling at from 80c to 90c. Potatoes have declined from $1.50 to $1.25. Some excellent "yellow skin" onions have arrived from California and are commanding a high price, going at from $3 to $3.25. The onions from Walla Walla compare very favorably with those from California yet they sell at a much cheaper figure. $2.25. The local fruit market is now quiet. Small fruits have had their day, and early apples and pears are not yet in.

This does not seem to be a year for a big run in salmon. Every four years is the alternate period put down by the canners, and as the big run took place last in 1901, it will be next year before they again come in numbers. It has been again demonstrated, though, that the traps erected off the southern shore of Vancouver island are taking many of the fish which would otherwise go into the American traps. Advices from the Sound are that the pack is so small that the packers do not know how to form an estimate. Few fish are being caught, and the price is 25c, a record height.

At the Skeena and Rivers Inlet the reverse is in order. The run there is good, and instead of an average of 12, 15, 18, with 20 considered very good, the boats are taking away up in the hundreds. Northern salmon is good quality, and the pack will be a good one.

In connection with fish, the New England Fish Co., which have offices here, and bring in the halibut for shipment to eastern markets, are packing considerable away in cold storage. The market just now is not the best, and these fish are being saved for the time when the demand is good.

The crop of hops from the Agassiz and Chilliwack districts is expected to be one of the largest yet.

Steamer Empress of India had on board when she departed for the Orient 2,100 tons of cargo, a large proportion of which was flour. Some of this came from Washington state.

The Kosmos liner Ramses is in port with 200 tons of raw sugar for the refinery here.

Steamer City of Puebla, from San Francisco, brought up a large amount of groceries in her general cargo on the last trip.

Cattle are now being rushed to Dawson, and all the steamers which carry animals have some on board. The hulk Henrietta will get away again next week with a full cargo, and the Venture will also take 35 head, in addition to general cargo. The City of Seattle also had some on when she left for the north in the early part of the week. P. Burns & Co. are big shippers.

Flour was a good part of the cargo of the R. M. S. Aorangi, which left last Friday for Australia.

Sandon people import their ice cream from Spokane, and though duty is $7.50 per shipment it is found profitable.

Mr. McCandless has retired from the business of Carter & McCandless, Victoria, and business is now known as Geo. Carter & Co. They deal in Oriental merchandise.

MANITOBA MARKETS.

Winnipeg, July 29, 1904.

THE Dominion fair is now in full swing and, although there was some little delay in the case of a number of exhibits owing to the great rush in the handling of freight, this matter soon remedied itself and every exhibit is now complete. The entire exhibition is proving to be a success and is meeting with the full appreciation of the many thousands of strangers that visit the grounds each day.

Business is bright and all markets are steady with the exception of sugar which advanced five cents on the 25th inst.

Sugar—The market has advanced 5c and Montreal granulated is now quoted at $5.15 in barrels and $5.05 in sacks; yellows, $4.55. Wallaceburgh is still holding the price firm at $4.95 in barrels and $4.85 in sacks.

Rolled Oats—The market is holding prices steady, quoting 80 lb. sacks at $2.25; 40 lb. sacks at $2.30; 20 lb. sacks at $2.35; 8 lb. sacks at $2.65; and 6 lb. sacks at $2.85.

Flour—The market continues firm. No. 1 patent is quoted at $2.45; No. 2 at $2.20, and No. 3 at $1.80.

Evaporated and Dried Fruits—The new stock of evaporated apricots is now on the market. They are quoted at 13c per lb. All the old stock of evaporated apples and apricots is practically off the market.

Canned Fruits—Canned strawberries are about to make their appearance on the market and, as the canners control the price list, we will be unable to quote prices. They will undoubtedly be higher this year owing to the crop being so small. Jams will advance in price on account of the scarcity of all fruits and the high price of sugar.

Green Fruits—The market is fairly firm. Oranges are quoted at $5.00 a case; California lemons $5.00 a case; bananas, $2.75 to $3.00 a bunch; peaches, $1.35 a crate; plums $2.25 a crate; pears, $3.50 a crate; watermelons, $4.00 to $5.00 a dozen, according to size; apples in boxes $2.50; raspberries in pints, $2.25 per case; blueberries, 8c a lb.; tomatoes $2.00 a crate; rhubarb 2c a lb. onions, 4c a lb.; new cabbage, 3c a lb.; new potatoes are on the market but they are not very plentiful and are quoted at about 3c a lb.

Salt. The market as a whole quotes prices a little lower than last year, 3 lb. bags at $3.25; 5 lb. bags at $5.25; 50 lb. cotton sacks at 49c a sack; 50 lb. jute sacks at 39c a sack and common fine or coarse in barrels $1.95.

Eggs—The market is a little in advance of last week and eggs are now jobbing to the trade at 21c per dozen.

NEW BRUNSWICK MARKETS.

Office of Canadian Grocer,
St. John, N. B., August 3, 1904.

BUSINESS continues quiet with payments just fairly satisfactory. One result of the big coal strike of two years ago is the continued large quantity of Scotch coal used here. This was unknown before; now it is very freely used. It commands a higher price than American hard coal, and some consumers will have no other. A steamer arriving this week from Glasgow brought over 10,000 bags. There are continued importations.

Some of our business houses have exhibits at the big fair at Winnipeg. Mr. Emerson, of Emerson & Fisher, and Mr. T. H. Estabrooks, packer of Red Rose tea, are both visiting there, being interested in large exhibits.

We have in the east a product little known in the west, "dulse." You seldom find an eastern person not fond of it, and if they can procure it when away from home, particularly if they have been away sometime, it is greatly prized. We ship quite a quantity to Philadelphia. While cheap it is this season higher than usual as it is very scarce. The best comes from Grand Manan. A feature of our market at this time is the extreme high price of dry fish for the season. Markets are generally firm, though it looks as if nothing would move lard. This is quite a large market for pickles. Chiefly English are used. Quite a trade is done this year in English pickles in gallons and quarts. Except in a retail way American pickles are not seen and even then little outside of sweet are sold. So far there has been little change in the price of rice. The market is firm. The new deal in soda is of much interest. It is understood the Americans will contest the business on this side the Atlantic and much higher prices are expected. J. A. Tilton has been appointed representative in New Brunswick for Lever Bros., manufacturers of Sunlight Soap.

Oil.

There has been little of interest in this line for some time. The demand for burning oil is good and the price continues low. In lubricating oil there is a steady sale and paint oil remains unchanged, but in linseeds the import price is higher. Cod oil is being received; market is somewhat dull and rather lower values rule.

Salt.

A steamer with some 5,000 bags of Liverpool coarse salt and some factory filled will shortly leave the other side. As salt can always be bought lower while landing, than out of store, those needing supplies should have their orders in for delivery ex steamer. So far sales for the season have been but fair. In Canadian salt there is a good steady business. There is a regular sale for cheese and butter salt.

Canned Goods.

New goods are beginning to arrive. Already new Spring salmon are here. Price is high this season. New peas, strawberries and raspberries are seen. In peas the arrival of new goods has tended to rather lower prices. Fruits, however, are rather higher. Crops are light this year. This does not apply to apples. Meats are unchanged. Full prices are asked for corn and tomatoes. In domestic fish such as sardines and kippered herring, the outlook is for a small pack. Clams and haddies are in almost as bad a position.

Green Fruit.

Dealers are very busy. California peaches, pears and plums are arriving freely and prices are rather easier. These somewhat affect the demand for bananas. Oranges, particularly Californias, are higher. Lemons are very firm. Apples are now freely received and quality is continually improving. Melons have but a limited sale. Pines are about out of the market. Market has been well supplied with local strawberries and raspberries.

Dried Fruit.

Business is quiet in the local market. While dealers are very generally buying California fruits they have not bought as freely as one would expect from the extreme low prices quoted, these the result of having no association on the coast. Every effort possible is being made to form one and success would mean a sharp advance. The low price ruling in California raisins will mean valencias and malagas will have to be quoted low to command business. Evaporated apples are higher. French peanuts are being sold quite freely.

Molasses.

In spite of the large stock of Porto Rico molasses held, prices are firm and some are quoting a cent advance. There is some range of quality in this line. Barbadoes is very firm at the advance. There is still quite a wide difference in the two prices.

Sugar.

Prices showed a further small advance during the week. There has been quite a regular steady advance for some time. Market continues very firm. Dealers carry full stocks. There continue to be received quite large quantities of foreign granulated sugar.

Fish.

Business is rather quiet and supply is very light. Season of improved demand is now near. Dry codfish are particularly high and scarce for the season. Pickled herring come to hand slowly and full prices are asked. Smoked herring are still very high. There is a light supply of fresh fish at this season. It is getting late for salmon.

Flour, Feed and Wheat.

In flour, while prices are unchanged, market is firm. Feed is rather higher, but a light demand. Oats are firm; business not large. Oatmeal is still held at the high figures. Cornmeal remains unchanged. Beans are still low and but few are selling. Barley and split peas are rather higher. Light stocks are held.

TRINIDAD MARKET NOTES.

LATEST market reports from Port of Spain, Trinidad, say the market in breadstuffs is steady, with stocks moderate and prices well maintained. Bakers' flour is still selling rather slowly, but there is a good inquiry for other grades, supers particularly, the stock of which is nearly exhausted. Corn meal is wanted, but there has been no improvement in the demand for imported bread and crackers. Provisions remain practically unchanged, and pork and lard, although somewhat firmer, are not quotably higher. Pork heads, loins, shoulders, ribs, and all such articles of sound quality invariably command full prices.

Good split herring are wanted, but the demand for other kinds of pickled fish outside the Lenten season is insignificant. Wrapping paper is in oversupply and difficult of sales even at present low quotations. Blue mottled soap sells readily, but for the imported brown quality there is very little inquiry on account of local supplies.

Cultivation operations for the next sugar crop are being steadily pushed ahead, and under the influence of favorable weather the growing canes are thriving well. During the next few months there is not likely to be any increase to the limited supplies of cocoa now available. The new crop should commence about September or October, and with a continuance of favorable weather liberal supplies are likely to be marketed during the latter months of the year.

HERE IS YOUR CHANCE.

HOLIDAY BARGAINS.

(1903 Crop.) They are interesting too.

PRUNES

Griffin & Skelley "EASTER" Santa Clara.

52	Boxes	40- 50	25 lbs.	07 lb.
104	"	50- 60	"	06½ lb.
275	"	60- 70	"	.05½ lb.
226	"	70- 80	"	.05¼ lb.
1123	"	90-100	"	.04½ lb.
350	"	100-120	50 lbs.	.03½ lb.
472	"	100-110	50 lbs. (Daisy)	.03¾ lb.

Oregon "FERN" Brand.

139	Boxes	40-50	25 lbs.	.06¼ lb.
114	"	50-60	25 lbs.	.06 lb.

FIGS FIGS

150	Boxes Layers, 1⅞ inch, 10-lb. boxes (1903)	.50 box
100	Matts Comadre Figs	.75 matt
1000	Boxes G'ove, 16 oz. per doz	.70

RAISINS RAISINS RAISINS

500	Cases Olympus Currants, 50 x 1-lb. Cartoons, cleaned	.50 lb.
500	Boxes Table Raisins, "Malaga" DELECTABLE, 22-lb. boxes, per box	$1.25
600	Quarter-Boxes Delectable Malaga, each 5½ lbs.	.45 box
500	Boxes Malaga 2-CROWN, 22-lb. boxes, per box	1.25
200	Boxes Britannia Sultana "bright."	.05 lb.

CANNED GOODS.

225	Cases "Lowrey" Pie Peaches, 2½s, per doz.	.80
1000	Cases Gallon Apples, "Bowlby," case ½ doz., per doz	1.75

ANOTHER RUN ON "SEEDED RAISINS."

800 Boxes "Heliotrope" 16 oz. cartoons, Seeded California, at ..... .07¾c per cart.

DUE HERE END OF AUGUST. THE LAST LOT IS ALL SOLD.

ALL NET 30 DAYS.

——Order now while our travellers are taking their holidays.——

PROMPT SHIPPERS.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, MONTREAL.

Sole Agents for Saint-Louis Vichy, **RED CLOVER MARK.**

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S
High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

Flett's

Pickle Goodness

From the good of the goods comes the satisfaction of the purchase—and from the satisfaction of the purchase comes your growing trade —— in pickles

If you sell FLETT'S.
"THE PICKLE OF QUALITY."

ROSE & LAFLAMME
Agents, MONTREAL

MHS

BATGER'S
Lime Juice Cordial

The time is nearly here when Batger's Lime Juice will be a big seller—it always is in the hot weather. Are you ready for the demand?

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

Imitations springing up from time to time.

Hires' Root Beer

is the original and reliable. See that you don't spoil your trade by offering imitations that displease your customers.
Get your customers to drink **Hires' Root Beer** and keep on the safe side of health.
If your jobber does not keep it, write direct to me.

W. P. Downey, Agent, 26 St. Peter Street, Montreal

DISCOVERY OF CONDENSED MILK.

IT chanced that in 1854 the journey from New Orleans to New York was a considerable trip. A certain lady—Mrs. Albert Cashingor—had a sick child and found it necessary to make a trip to New York to receive expert medical attention if she hoped to save the child's life, but to travel that long distance the child had to have milk, and milk wouldn't keep fresh more than a few hours. So there she was kept back from the trip merely because she could not supply the child with fresh milk.

In her dispair she began to experiment to see if she could not preserve milk the same as she did jelly or anything else. She tried several different methods, and finally hit upon a plan which seemed to give satisfaction. So she preserved several big jars of the stuff, put it upon a sailing vessel and made the trip. The child fed upon the milk and was nourished. In New York several men learned of her discovery. They tried to make some of the condensed milk in the manner that she had told them, but failed. They followed her to New Orleans, and there she unwittingly unfolded her valuable secret. On the Island of Galveston these men started a small factory, and there the first salable condensed milk was made. The woman died poor. The manufacturers made a fortune. Now condensed milk is sold in every part of the world.

BROCKVILLE TRAVELERS' PICNIC

The third annual outing of the Associated Commercial Travelers of Brockville was held last Saturday at Gananoque Inn. Sports of all kinds were indulged in and the travelers and their friends had a most enjoyable time. Prizes were donated by S. Davis & Sons, J. Rattray & Co., J. Hirsch & Co., Montreal; Line, McDonald & Co., London; McAlpin Consumers Tobacco Co., and W. J. Gage & Co., Toronto.

MARITIME BOARD OF TRADE.

The annual meeting of the Maritime Board of Trade will be held at Moncton, N. B., on Wednesday, August 17th, at 10 a. m. The Moncton board are making great preparations for the meeting and reduced rates are being accorded by the transportation companies.

PERSONAL MENTION.

A lady canvasser in the person of Miss A. L. Hubbard, is at present calling upon the Montreal grocers. Miss Hubbard represents the Van Camp Packing Co., Indianapolis, and the knowledge of the goods, together with a pleasing personality and salesmanship, should bring business.

It Has Paid Us

as manufacturers to strive for excellence in the quality, style and appearance of our Meats. All our facilities and experience are directed to this end.

It Will Pay You . . .

as a dealer to examine our line and to satisfy yourself as regards the Quality and Price of

Clark's Meats.

TRADE MARK
This design a guarantee of quality.

THIN CASE LINING PAPER
ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT.
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
Toronto LIMITED Montreal

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

Mr. Grocer,

We wish to call your attention to the fact that we have been fortunate in securing some very special bargains in **Teas,** comprising **Ceylon Blacks, Ceylon Greens, Hysons** and **Japans.**

We propose giving you the benefit of our purchasing power if you act quickly. They are genuine snaps, ranging from 17c upwards. See our travellers, or ask for samples.

Coffee: We sell Chase & Sanborn's Celebrated Seal Brands. There are few so good, none better. Try a sample Tin, Whole or Ground.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

Pure sugar syrup in half-barrels may be had from H. P. Eckardt & Co. at a low price.

Buyers of currants or raisins should communicate with H. P. Eckardt & Co.

Heinz' sweet mixed pickles put up in kegs are exceptionally good sellers.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

DRUMMERS' SNACK CLUB'S ANNUAL OUTING.

THE seventh annual outing of the Drummers' Snack Club, held at Alton on Friday and Saturday last, proved the most successful in the history of the club. Year by year the interest is growing in the "Carnival of Copers" at "Camp Kilcare," and the event is looked forward to with much enthusiasm, not only by commercial travelers, but the citizens of Alton and surrounding country and towns.

Friday evening the town turned out en masse to welcome the boys, and as the train steamed into the depot cheer after cheer rent the air. A procession was formed, headed by the 13th Regt. band of Hamilton, followed by a magnificent float beautifully decorated, bearing seven charming young ladies, representing the several provinces of the Dominion. Following in line came twenty-six pretty little girls in Scotch bonnets, white dresses and sashes of red, white and blue, altogether an exceedingly pretty picture. Then came the drummers, their wives, sweethearts and friends.

The Concert.

Owing to the train being late the entertainment was somewhat late in commencing, but once under way the vast audience, fully two thousand, were amply repaid for their patient wait. Mr Wm. Algie, honorary president, the "Daddy of the Snack," occupied the chair, filling the position in his usual urban and versatile manner. The Snack minstrels opened the entertainment, the following members taking part: Tambo—Bob. Smith, Billy Thompson, Harry Eckstein. Bones—Bay Hill, Sam. Male, Billy Allen. Chorus—Geo. Robertson, Major Moore, D. Woodcroft, E. Morwick, D. Cameron, Fred. Abbs, D. Griffith, Geo. Smye, Jim. Marshall, John McCoy, Lem. Tufford, Jack Duffy, Charley Beattie, James Hooper, Charley Smith.

At the conclusion of the entertainment a banquet was tendered the drummers by the ladies of Alton. Speeches, songs, recitals, followed, and two hours of pleasure were indulged in.

Saturday's Events.

Saturday broke fine, and with the rise of the sun came the tattoo of the morning call. The boys awakened from their peaceful slumbers, donned the Snack uniform for duty—white pants, shirt, collar, cap and boots, with black tie—and sallied forth, after having enjoyed a sumptuous breakfast provided by their hostesses, the ladies of the town. While the water sports were going on the band gave a delightful open air concert on the beautiful lawn of Mr. Wm. Algie. The afternoon was devoted to all kinds of athletic sports, including baseball match between the home nine and a picked team of travelers, the former winning the handsome medals donated by the club. The "Old Abe" cigar baseball match between travelers was won by "Billy" Irving's team.

Prize Winners.

Winners of the other events were as follows:

Gentlemen's swimming race—1st H. Crosthwaite; 2nd T. Male. Ladies' swimming race—1st Miss Algie; 2nd Miss Dorrington. Dangle dollar or slippery pole—1st Bert. Hellock; 2nd, O. Barber. Shooting the chutes—1st D. Thom; 2nd H. Thurston. Taking the Merrimac—Messrs. Abbs and Crosthwaite. Best lady waltzer—Miss A. Daly, Toronto. Ladies' Comfort Soap race—1st Miss Jean Barber; 2nd Miss Jean Smith; 3rd Miss Nellie Young; 4th Miss Maud Johnston; 5th Miss C. Mackie; 6th Miss Ethel Hill, and 7th Miss Netta Awrey. Baby show—1st Olive, daughter of Mr. Joe Dodds—ten babies exhibited, all pretty. Fat men's race—1st W. B. Tufford; 2nd Fred. Abbs; 3rd M. Mathews. Sorting trip race—1st L. H. Moore; 2nd F. R. Abbs; 3rd D. Woodcroft. Throwing baseball—gentlemen, Mr. J. Gibbs; ladies, Miss J. Gibbs. Cake walk—Miss C. Algie. Traveler's wife attending most Snacks—Mrs. Bert Menzie. Handsomest traveler—Mr. J. Maxwell; homeliest—Mr. C. Smith. Best stump speech—Mr. Jack Mackie. Tug of war, grocers vs. dry goods—a draw. Traveler with best head—the president.

The afternoon band concert by the 13th Regt. band was greatly enjoyed. At the business meeting of the club the following officers were elected for 1904-5: Hon. presidents, Wm. Algie, Jas. Hooper and E. E. W. Moore. President, Robt Keyes, Toronto. Secretaries, for Toronto, Jack Mackie; for Hamilton, Guy Long. Home secretary, Robt. Algie. Treasurer, S. E. Ryan, Guelph. Executive committee, Alton, Dr. Jas. Algie, W. White and Bert. Mason; Hamilton, C. Smith, D. Griffith and J. Maxwell; Toronto, Bert. Menzie, F. C. Hunt and Wm. Anderson. Auditors, S. H. Moore and W. P. Malone. The annual report shows the club to be in a flourishing financial condition, and a handsome balance was carried forward to next year.

Presentation.

At the conclusion of the business meeting Robt. Algie, who for many years has acted as home secretary, was presented with the following address and a beautiful silver service.

Address.

Dear Mr. Algie,—The commercial travelers, (members of the Drummers' Snack Club), desiring to acknowledge the unselfish interest you have always manifested in their behalf, avail themselves of the present occasion to express their sincere appreciation of your untiring efforts and the high esteem in which you are held by every member of the club.

While we fully recognize that to the citizens, and particularly the ladies, of

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

HOLIDAYS

For two weeks, commencing Monday, August 1st, our travellers will be withdrawn from the road to enable them to enjoy a well-earned rest. We therefore ask our customers, who we know are in sympathy with this movement, to Telephone or Telegraph their orders at our expense.

PROMPT SERVICE

WARREN BROS. & CO., TORONTO

All Grocers know that

Good Coffees and Spices

will make a **transient** customer a **permanent** one.

We are making permanent customers every day.

Todhunter, Mitchell & Co.,

WHOLESALE IMPORTERS - - 7 EAST FRONT ST., TORONTO

absolute safety is guaranteed to all users of **BORDEN'S**

"Eagle" brand Condensed Milk, and
"Peerless" brand Cream—

these products are made from the best selected milk under most modern improved hygienic principles. Every grocer will find it to his interest to cultivate the sale of **BORDEN'S** brands.

For sale by all Canadian jobbers.

WM. H. DUNN
AGENT, MONTREAL

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO. St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATION VACANT.

WANTED—Experienced grocery and crockery man to take charge of department. Address application and salary expected to Gardner & Co., Rat Portage, Ont., (33)

ARTICLES WANTED

TEA MIXER WANTED.—Wanted to purchase, tea mixer in good condition; also tea packing machine. Address City Tea and Coffee Co., Portage ave., Winnipeg. (34)

AGENTS WANTED.

AGENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32tf)

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

AGENCY WANTED.

A FIRM of wholesale provision merchants and manufacturers having a large number of travellers working all parts of England, are open to take up good agency for a proprietary article. Address: "Push," c/o J. G. King & Son, 10 Bolt Court, Fleet St., London, Eng. (34)

FOR SALE.

GENERAL store and dwelling, contents of store post office. Must be sold to close estate. Good location for business. No opposition. Box 166 CANADIAN GROCER, Toronto. (33)

FOR SALE.—General store and dwelling, contents of store, post office. Must be sold to close estate. Good location for business. No opposition. BOX 166, CANADIAN GROCER, Toronto, (33)

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

IRISH

Consumers prefer Canadian products. If you want to sell communicate with

J. H. Sheridan, 6 D'Olier St., Dublin

(23)

Alton, we owe a deep debt of gratitude for the warm welcome accorded us at all times, yet we know that you, sir, as home secretary for many years, have given freely of your time and means that our comforts might be attended to and the "Snack" made a success.

It must therefore be gratifying to you and the citizens of Alton in general, as it is most certainly to ourselves, that the time has arrived when you can with pride and honor to yourself acclaim "Eureka," and feel assured that the Drummers' Snack is now and will continue to be a time of real enjoyment, not only to commercial travelers and the exceptionally warm hearted people of this most hospitable town, but to the pleasure seeking public that annually come miles to participate at our festive gathering.

Wishing in all sincerity Mrs. Algie, family and yourself, years of health, happiness and prosperity, we ask your acceptance of the accompanying service of silver as a slight token of recognition of time devoted in a labor of love, without a selfish thought, for a noble cause—the formation, completion and perpetuation of a common brotherhood of good fellowship among the travelling salesmen and the citizens of the town of your adoption.

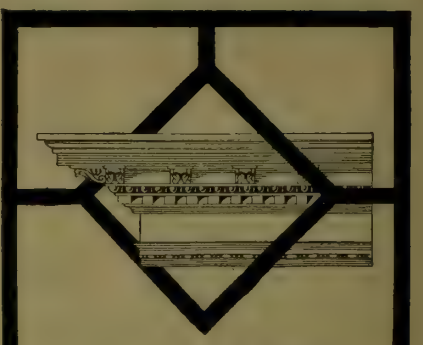
Signed on behalf of the boys: E. E. W. Moore, president; S. E. Ryan, treasurer; C. Smith and W. Colville, secretaries; F. Menzie, Robert. Keyes, E. F. Clarke, Guy Long, Bert. Menzie, W. H. Thompson and F. C. Hunt, executive committee.

BEET SUGAR IN SOUTH OF IRELAND.

AN important scheme is being initiated for the establishment, on a gigantic scale, of a protected sugar industry in the south of Ireland. Arrangements have already been made near Cork for the planting of over 3,000 acres of land with sugar beets. Factories for the manufacture of raw beet sugar will then be erected.

Ireland has been selected for the preliminary work of the company about to be established for the reason that after a long series of experiments beet experts have decided that its climate and soil are most suitable for the crop.

The projected industry has only been made possible by the Sugar Bounties Convention, and the protective tariff of 4s. 2d. per hundredweight, for hitherto it was not possible for the Irish manufacturer to make a profit in competition with the Continental manufacturer, who received a large bounty from his Government.



For either new or old Buildings

OUR

Metallic Cornices

can't be equalled for practical service and artistic beauty.

They are light in weight, easily handled and economical in cost—giving fire-proof protection as well as a handsome effect.

Almost countless stock designs—or any particular size, shape or pattern to order. Write for full details.

METALLIC ROOFING CO., LIMITED

Wholesale Mfrs.

TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"BROCK'S

for me always."
So says the wise bird-fancier when buying bird seed.
Do you sell Brock's?

NICHOLSON & BROCK, - TORONTO

Is it not a fact

that the label has a great deal to do with the selling value of a thing? A good label will oftentimes move a poor article; and, on the other hand, a poor label will kill a good one.

THE OLD HOMESTEAD CANNING CO. have a lively appreciation of the value of a label. First of all they determined to make

The Old Homestead Brand

of Canned Fruits and Vegetables the very best produced in this country. Then came up the question of the label. It was felt that OLD HOMESTEAD goods should have the finest label of them all. Most people are agreed that the richly colored, enbossed-in-gold label of THE OLD HOMESTEAD CANNING CO. is the most beautiful yet seen.

Hence it follows that

Old Homestead Canned Goods

have captured the favor of jobbers, wholesalers, retailers and the consuming public on sight. It is the selling qualities of OLD HOMESTEAD goods that should commend them to every retailer in Canada.

Wholesale grocers supply THE OLD HOMESTEAD BRAND if the retailer demands it.

Send for a label just to see one.

The Old Homestead Canning Co.

Picton, Ont.

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX, N.S.

Canadian Grocers

are awakening to the fact that Canadian manufacturers are producing goods the equal of the best imported brands. In

CHOCOLATES

MOTT'S

brands have held their own against any and all of the best.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, **BOSTON, MASS**

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,

OTTAWA, ——— CANADA.

CORRESPONDENCE

Travelers' Holidays.

Editor Canadian Grocer: It is reported that some so-called wholesale houses have been soliciting trade other than by the means agreed upon during travelers' holidays. If such be the case every decent traveler in the country should ostracize these fellows.

This holiday arrangement should be one kept with the strictest honor, and I think that every spice house and coffee house soliciting trade during this season should get it in the neck from the regular grocer traveler. This race for wealth seems to me so keen that it is hardly honorable. Apologizing for intruding, I am yours truly,

WATCHDOG.

Dear Grocer: Have been informed on good authority that some of our so called wholesale grocers have not signed the petition to refrain from telephoning or telegraphing the trade during the two weeks travelers' holidays and have also been informed that they will send their travelers to secure the trade.

This arrangement as we know has been indorsed by the retail grocers throughout the province and it is only such unprincipled, grasping people who would try to take advantage of their competitors and it is the wish of every traveler that the trade will give such people their just deserts when they call upon them. Yours truly.

AN OLD TRAVELLER.

CANADIAN IMPORTS AND EXPORTS.

ACCORDING to the latest report compiled at the Ottawa Customs Department, the total imports entered for consumption in the Dominion during the month of May were $21,477,676, as compared with $22,486,315 for the same month last year; and for the 11 months ending May was $220,750,180, in comparison of $202,705,294 during the same period last year. Of the grand total $133,160,293 was for dutiable goods and $83,854,878 for free goods. The coin and bullion for the 11 months amounted to $3,735,009. The duty collected during May was $3,512,569, and for the 11 months $36,698,790, being over $3,800,000 ahead of those for the same time last year.

The total exports for May were: Domestic products, $10,732,383; foreign products, $451,635, compared with $7,517,706, and $743,491 respectively. For the 11 months the domestic products were $174,291,791, and foreign products $12,123,174, as compared to $189,375,624 and $9,992,979 for the same time last year. From the Dominion during the aforesaid month $5,858,726 worth of goods was exported to the British Empire and during the 11 months $115,040,445. To the United States this country exported $4,746,517 worth of goods during the month and $61,109,547 during the 11 months: to Belgium $1,010,383 for the latter period, to France $1,414,377, and to Germany $1,755,506.

For the 11 months the total imports of dutiable goods from the British Empire was $46,966,827, the general tariff value $5,641,228; the preferential tariff value $39,991,417, the surtax tariff value $640,997, and the free goods consumption, $19,196,146. The total dutiable and free consumption was $65,469,788. The grand total as regards imports from the United States was $129,795,576. The general tariff amounted to $68,698,939, and the surtax to $137,875. The total dutiable and free consumption goods from Germany was $7,516,464, and from France $5,583,897. At the port of Ottawa such imports amounted o $4,176,613, the consumption dutiable $2,457,435, the consumption free $1,713,687, the domestic exports $58,922.

HALIFAX BOARD OF TRADE.

The regular quarterly meeting of the Halifax Board of Trade was held on Thursday, July 28, Mr. J. E. de Wolfe, president, in the chair. Eighty new members were added. A resolution was passed appointing a committee of five to secure some tangible token of the board's appreciation of the services of Mr. C. M. Creed, who, after forty years of service, had retired from the post of secretary. Mr. Creed has been succeeded by Mr. A. T. Weldon.

JAPAN TEA EXPORTS.

C. M. Bernard, of Chicago, gives the exports of tea from Japan to June 30th, 1904, as 12,793,375 lbs. Of this 5,139,653 went to New York, 5,431,725 to Chicago, 1,505,697 to San Francisco, and 716,300 to Canada. There was a decrease of 2,216,885 lbs. to all points excepting Canada, where there was an increase of 464,864 lbs.

A
Matchless
Soda Biscuit

We believe that we are making the very best Soda Biscuit offered for sale in this country. We are not alone in this belief. Every grocer who has ever sold

Perfection
Cream Sodas

has the same conviction.
What about you?
Do you ever have trouble with your biscuit business?
Order a trial lot.
3-lb. tins or cards.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.
BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

COWAN'S

Perfection Cocoa (Maple Leaf Label)
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

RETURNED
AUG -6 1904
MIXED PICKLES
LION BRAND
THE OZO COMPANY LIMITED
MONTREAL, QUE.
PICKLE QUALITY
DEPENDS ON A GREAT MANY OUTSIDE THINGS IT EVEN BEGINS IN THE SEED FROM WHICH THE VEGETABLES ARE GROWN, THE SOIL ALSO MAKES A DIFFERENCE AND THE AMOUNT OF RAIN FALL BUT NO MATTER HOW WELL THEY ARE GROWN THEY MUST HAVE THE MOST EXPERT HANDLING AND WATCHING TO TURN OUT THE DELICIOUS, APPETIZING FLAVOR THE FIRM CRISP WELL CUT CUBES OF EVEN COLOR WHICH HAVE MADE OZO BRANDS KNOWN FROM OCEAN TO OCEAN AS THE ACME OF GOOD GOODS. THE VINEGAR USED IS THE MICHEL LEFEBVRE TRIPLE STRENGTH YOU KNOW THESE COULD BE NO BETTER. IF YOU HAVE BOUGHT THEM BEFORE YOU WILL SEE THAT YOU GET THEM AGAIN, IF YOU HAVE NOT DONT LET THEM SELL YOU ANYTHING ELSE; LOOK AT THE LABEL.
WRITE US FOR CATALOGUE AND QUOTATIONS.
NOW.
SHALLCROSS & McAULAY. VANCOUVER.
THE OZO Co LIMITED. MONTREAL.
JOS. CARMAN. WINNIPEG.

MARITIME AGENTS
W. S. CLAWSON & CO.
ST. JOHN, N.B.

NEW PEPPER MILL.

R. HERRON & Co., wholesale spice manufacturers of St. Paul St., Montreal, have just installed in their works a new pepper mill, which is the first of its kind in this country. One of the most striking features in connection with this machine is that there is absolutely no dust present when the mill is in full operation, so that even the uninitiated may stand near without inconvenience.

The pepper berries are led by a pipe through the ceiling above, from a bin on the upper floor, to a hopper above the grinding compartment. From this the supply is regulated by an automatic gear, which may be adjusted from the outside. The grinding compartment into which the pepper falls consists of a metal case, and contains three rollers or grinders. These have their axes set in such a manner that the pepper is ground twice before reaching the bottom. A large pulley wheel on the centre roller serves as the driver. On the opposite side each of the rollers has a pulley wheel attached. These are connected by a belt, which makes the upper and lower rollers run in an opposite direction to the centre ones.

After passing through the rollers the ground pepper falls into a sifter, which is in an enclosed bin, and here it is and ready for use. The capacity of this machine is one thousand pounds an hour.

A HANDSOME STARCH PACKAGE.

Snowdon, Forbes & Co., Montreal, proprietors of the "Bee" brand grocers' specialties, have added to their list a "Bee" brand corn starch. The package is certainly one of the handsomest corn starch packets on sale, and from an artistic and lithographic point of view leaves nothing to be desired. It is a deep red with a large bee in the centre in gold and blue colors, and highly embossed. As a shelf and display line it should prove attractive to every store. The contents are guaranteed the highest in point of purity and effectiveness.

SEND FOR THIS.

A new price list has been issued by Lever Bros., Toronto, manufacturers of Sunlight Soap. A copy of this list will be sent to readers of The Grocer on application to Lever Bros., Toronto.

A GOOD DEAL

depends on one article, as to whether you are going to get a slice of your customer's other trade or not.

JAMES' DOME BLACK LEAD

always pleases, and helps to increase your general business.

W. G. A. LAMBE & CO., Canadian Agents.

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Inyalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Attention!

KLAUS'S, the best of all Swiss milk chocolates for eating and drinking.

KLAUS'S marvelous rich powdered Swiss milk; latest creation of the present; most economical food for household purposes.

Galactina Swiss Infants' Food, prepared by Fabrique de Farine Lacte Suisse: Galactina: Berne (Switzerland).

BEAR BRAND, Condensed Swiss Milk, highly recommended by members of the medical profession, absolutely safe and free from infectious germs. His Britannic Majesty's Government have placed large contracts for the Bernese Alps Milk Company's unsweetened condensed milk.

GLARNISH GREEN CHEESE, manufactured by Gruninger Bros., Naefels (Switzerland), from purest Alps goat milk. Is therefore highly recommended by medical men as a wholesome stomach breakfast cheese. Should be sold by all grocers.

Agents for the Dominion of Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.
Send for Samples and Prices.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

Good Fruit,
Reliable Service
AND
Closest Prices
is
what you get when
we handle your
order.

'PHONE MAIN 645.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONTARIO

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

High Price of Limes.

IN a recent issue of The Grocer attention was called to the excessively high price of limes ruling in Montreal. It was claimed that limes never could become a feature in the foreign fruit market of Canada so long as the present exorbitant price continued. Further, in view of the fact that an attempt is being made to foster trade with the West Indies, some concerted action ought to be taken towards bringing down the price of limes to a reasonable level, since limes are grown extensively in the West Indies.

The wholesale fruit men of Toronto, when interviewed by The Grocer on the above situation, expressed doubt as to whether the lime will ever become a staple article, at least in the Toronto market. At present the lime trade is confined almost entirely to the fancy trade, hotels and restaurants. The ordinary consumer looks upon the lime as about three times as expensive as the lemon, and not sufficiently superior in flavor to warrant him in exchanging the lemon for it. Some three years ago a leading Toronto firm brought in a large shipment of limes as an experiment, and distributed them among the retail trade at a very low figure. The venture did not prove a success, however, and since then the Toronto wholesalers have been content to order limes from New York in small shipments to supply the demand.

As for the claim that 500 per cent. profit is made on limes by the Canadian wholesaler, the fruit trade are unanimous in declaring that such is not the case in Toronto. As a matter of fact the cost of limes laid down in Toronto is from 65 to 75c. per crate, and the retail price ranges from $1 to $1.25. A material reduction in the actual cost price of limes to the Toronto wholesaler might be made were there only sufficient demand for them to warrant direct shipments from the Islands. Limes are very cheap in the country of growth, costing only from 4s. to 6s. per barrel. On account of the Toronto market requiring such small quantities, however, Toronto fruit merchants find it impracticable to do anything else than to pay the New York price of $9 to $12 per barrel. The limes are re-packed in crates on their arrival in Toronto and sold to the retail trade at the above mentioned prices.

An Outing at Grimsby.

On August 1, the wholesale fruit merchants of Toronto held their annual picnic at Grimsby Park, whither they journeyed by rail. On their arrival at the Park a most enjoyable time was spent. A baseball game between the fruit merchants and the crack Grimsby nine resulted in a victory for the former. There was also a tug-of-war and numerous other sports and games. The attendance was in the neighborhood of four hundred.

Fruit Notes.

The tomato growers in conjunction with the fruit growers of Wentworth and adjacent counties, will hold a demonstration at Brant House Park, Burlington Beach, about the middle of August.

The quarterly meeting of the British Columbia Fruit Growers' Association will be held at Nelson, on August 12th.

Fruit Pulp in England.

From reliable sources The Grocer is informed the fruit pulp business in the Old Country is at present in a very unsatisfactory condition. Reports from the Canadian agents to the Government have been somewhat misleading. As a matter of fact the prices realized today would not pay for the cost of packing. This applies particularly to raspberry, strawberry and plum pulps. As the prospects are for a large fruit crop in England and on the continent this year, there will not be much money in the fruit pulp business for Canada.

New Brunswick Small Fruits.

A late report from St. John, N. B., indicates that the season for raspberries is about over. A few boxes are arriving in the city and are retailing at 12 cents. Raspberries are selling off the river boats at 9c a box for the cultivated. These are just beginning to come down. The wild ones are now at their height and will soon be a thing of the past, as their season is short. They are worth 8c wholesale. Blueberries are plentiful now and are as low as 6c per

box, ten quart pail sells at 60c to 70c. While strawberries were short this year, blueberries and raspberries will be abundant, and their quality is good. Blueberries have really only commenced to arrive in large quantities. As usual Grand Lake is the chief source of the blueberry that is offered in the markets.

When Bananas Are Fit.

Before bananas are thoroughly matured they are apt to be insipid in flavor, and to cause dyspepsia and other forms of intestinal disturbance. They should not be eaten before the skin is blackened in places, or when there is any reluctance in the skin to separate from the pulp. Housekeepers know how bananas will change in the course of a single night from a manifestly sound condition to one in which the skin is blackened and the pulp soft and slightly discolored. Now, children infinitely prefer these last bananas to those that are apparently sounder, and it may well be that in this instance the natural inclination of the child covers more wisdom than the caution of its elders; in fact, experts say that the banana, like the medlar, can hardly be in too ripe a condition for eating.—British Medical Journal.

Cold Storage of Fruit.

THE following experience of a cold storage station for apples in the State of Illinois has reached The Grocer: A house of cheap and simple construction, with a capacity of 2,500 barrels, was erected at a cost of $3,430. On the fifth day of October seventy tons of ice were put into the icebox, and the temperature fell gradually to 33 degrees, at which point it was maintained through the Winter. All the apples kept beautifully, and the cost of storage for seven months was only nineteen cents a barrel, or thirty-one cents less than the farmer usually pays for refrigerating his apple crop. The fruit was examined from time to time, and hardly a bad apple was found. There was no withering, and no appearance of "scald"—that dreadful enemy of the apple storer. All the apples remained in perfect condition. Taking into view the saving to the producer, it was reckoned that such a building would pay for itself in five years.

Such storage outfits as these will be seen in many a town where orchard fruit is grown. A difference of twenty-five or thirty cents a barrel in storage cost would of itself make quite a respectable profit from the product of a large orchard. The nearness to the orchard would also be an advantage, as the fruit could be put away promptly without a long, hot journey by rail.

The Packing of Fruit.

The following resolution was passed recently by the General Purpose Committee of the English Grocers' Federation: "That the movement in America in favor of the packing of apples in boxes of a reasonable capacity, instead of barrels, is deserving of the strongest support at the hands of all retail fruit dealers in this country, such reduced sized packages having very many advantages, whilst the cumbrous barrels hitherto used have many disadvantages, and to recommend that this opinion be sent to all American fruit associations." The speaker, a grocer, in a large way of business, who introduced this matter, was anxious that shippers should know what the English trade thought on this matter in respect of the packing of apples, and grocer after grocer testified to the damage done to otherwise beautiful and salable apples by bruising.

INDIANA GEM CANTALOUPES WATERMELONS

These are the choicest of their kind. Taste exactly like home grown. The first car Cantaloupes arrived this week in ½ bushel baskets, others will follow.

Watermelons due Monday.

Bananas a specialty with us.

WHITE & CO., Wholesale Importers Fruit and Produce, TORONTO

W. B. Stringer. J. J. McCabe.

READER !

Phone Office, Main 520.

Shall we list you? If you handle Fruit in fair quantities, say 15 to 25 packages at a time, it would pay you to have your name on our Jobbers' list. We quote by wire regularly and hand out extra good deals. But if you buy in smaller quantities you will also profit by letting us do your purchasing. You'll simply get the best fruit at the closest price. We'll pick it out.

W. B. STRINGER & CO., FRUIT BROKERS.
Can. Representatives for J. C. Houghton & Co., Liverp'l & London 61 Front St. East, Toronto.

Arriving Almost Daily- Fancy Ripe BANANAS PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Ridge Hall Fruit Farm.

Fancy, smooth Tomatoes and Cucumbers in large supply. Green Corn and Early Peaches ready in a few days. Give us your orders.

E. E. ADAMS, Leamington, Ont.

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street, MONTREAL.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

FLOUR AND CEREAL FOODS

THE PRESENT SITUATION IN WHEAT.

CANADA'S wheat crop alone will show an increase in volume this year, according to latest reports. Weather conditions in the United States and in Europe have been extremely prejudicial to the welfare of the crops there, and shortages will be the result.

UNITED STATES:—The outlook for the wheat crop of the United States for Fall is that it will fall short of last year's crop. James J. Hill, president of the Great Northern, estimates the crop at not more than 600,000,000 bushels, as against 637,000,000 bushels last year.

Reports from Chicago state that continued rains and winds, with the additional blight of rust and ergot, will seriously injure the crop.

From Minneapolis to the Canadian border, drenching rains have soaked the ground and the outlook is doubtful. A few warm days would turn the scale.

The Minnesota estimate is 70,000,000 bushels with a possible 75,000,000 bushels if the weather is favorable.

The damage by rain and rust in Kansas will cause a deterioration, without parallel in the annals of the state, probably forty per cent.

In Nebraska, rust and ergot are expected to make the harvest 12,000,000 bushels less than last year.

RUSSIA:—Crop prospects in Russia are unmistakeably bad. There is grave danger of a wheat famine.

ROUMANIA:—The wheat crop is in extremely poor shape and there will be a heavy falling-off from last year.

AUSTRIA-HUNGARY:—A heavy decrease in the wheat yield in this country is predicted.

CANADA:—The estimated crop in Manitoba and the Northwest is expected to exceed all records. A conservative estimate places the yield at not less than 77,000,000 bushels and this may be increased fifteen per cent. The crops will be about a week later than usual in maturing.

New Incorporations.

The Zenith Grain Co., Limited, with a capital stock of $25,000, have been incorporated at Winnipeg, to carry on the business of grain and produce merchants, etc. The directors are Ward Ames, Julius H. Barnes, Ward Ames, jr., and Henry T. Swart, of Duluth, and John Henry Munson and Ernest Forster Haffner, of Winnipeg.

R. W. Oliver, J. Ronald, W. J. Henderson, G. W. Macdougall, and L. Macfarlane, of Montreal, have been incorporated to take over the business of the R. W. Oliver Milling Company. The operations of the company will be carried on under the name of R. W. Oliver Milling Company, Limited, with a capital stock of $100,000.

The Campbell Milling Company, Limited, has been incorporated at Toronto Junction, to acquire, buy, etc., grain mills, elevators, warehouses, etc., and to carry on a general business as millers. The directors are Archibald Campbell, E. M. Campbell, D. A. Campbell, J. McEachren and J. Knight, and the capital stock $150,000.

Canada the Granary of the World.

It will probably not be a great many years before the United States will cease to be an exporter of wheat, says the Duluth Herald. Furthermore, in order to keep its big flour mills running it will be necessary to import a large quantity of this cereal. The United States has long been known as the granary of the world. It is now, however, being forced to the attention of the officials of the agriculture department and those interested in the export trade that the United States is rather rapidly going out of the wheat business, at least so far as the export trade is concerned. Statistics recently furnished by the department of agriculture show that there is a marked decline in the amount of land available or used for the growing of wheat and oats in the United States.

From 1850 to 1880 the production of wheat in America increased from 100,000,000 to more than 400,000,000 bushels. Since that time the crop has occasionally been greater, but the increase has been small and slow, owing, apparently, to the impossibility of enlarging the land area in which wheat can be profitably grown. The department's figures show that there are now about 44,225,000 acres of land devoted to wheat culture in the United States, an area no larger than that used for this purpose in 1898. The same figures show that the acreage devoted to the raising of oats has also apparently reached its maximum, and that the production of both wheat and oats has decreased, or rather failed to increase in proportion with the increased population of the country and the consequent increased demand for domestic consumption. As a natural and unavoidable result, the prospect for a continuing reduction in the amount of our exports of these products is positive.

Special significance is lent to these figures by statistics showing the imports of wheat and oats by the great consuming nations. Great Britain formerly found her greatest source of supply in the United States, American sales of wheat to her amounting in 1902 to 4,792,688 hundred-weight, while last year they amounted to just a little more than half of that total. Canada has also lost in the volume of her export trade to England, while Russia and Argentina have more than doubled their sales to Great Britain. India has increased her wheat production and Australia is giving more attention to the crop.

There is nothing in these figures that need worry the wheat farmers of the American Northwest. They simply show that the home demand is growing more rapidly than the source of supply and that there is little likelihood of low wheat prices in this country in future.

It would seem, however, that a contemplation of these facts will lead to the conclusion that it would pay the United States, and especially the north-western states, to enter into closer trade relations with Canada, the coming wheat country of the American continent.

Storage Facilities in Northwest.

WHILE Manitoba and the Northwest Territories are as yet mere infants in the establishment of elevator systems, the business has made rapid strides within the past few years. According to a writer in the Winnipeg Telegram, by the time the

Shredded Wheat

...AND...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Purnell's English Malt Vinegar

In Bottles and Bulk

ESTABLISHED 1750.

Brewery, Bristol, England.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.
St. John, N.B., ROBERT JARDINE.
Montreal, Que., J. M. KIRK, 25 McGill College Ave.
Toronto, Ont., J. WESTREN & CO., 630 Ontario Street.
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.
Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.

Wilson's Refined Cider

ACKNOWLEDGED THE FINEST MANUFACTURED

Also manufacture CIDER VINEGAR and EVAPORATED APPLES

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Canada.

crop of 1904 is ready for the granary there will be an elevator capacity at country points and terminals of over forty million bushels. Taking into account the quantity of grain sent out of the country directly it is harvested, the storage capacity will be quite equal to the demands of the grain crop for 1904.

In the season of 1900-01, the Province of Manitoba had 33 elevators and 76 warehouses, with a total capacity of 10,323,272 bushels. At the close of the 1902 season there were in the province 427 elevators and 69 warehouses, showing an increase in the number of the former amounting to 94, and a decrease in the latter of 7. The total storage capacity in Manitoba for that season was 12,255,000 bushels, an increase of 1,931,728 bushels. Last season saw a still greater proportionate increase in elevator construction, as at the conclusion of the work of the season the number in the province was 558, while only 60 warehouses remained. The storage capacity then amounted to 16,121,100 bushels. The estimates for the coming season place the elevator capacity of the province at 20,000,000 bushels.

The wheat-raising industry in the Territories is marked by a vigorous policy of elevator building in the wide and ever-increasing area which is under cultivation. When the 1901 season had closed the capacity for storage was 2,436,080 bushels, divided between 88 elevators and 21 warehouses. Next season there were 111 elevators doing business and 18 warehouses, with an aggregate capacity of 3,194,000 bushels. Last season the storage capacity in the Territories had increased to 5,105,000 bushels, there being 176 elevators, with a revival in the construction of the warehouses, bringing their number up to 23. The estimates for the coming season place the storage capacity in the Territories at 8,000,000 bushels.

The terminals at which the product of the Manitoba and Northwest fields are handled are situated in Ontario, at Fort William and Port Arthur, and the capacity of these monster bins has been yearly increased by the railways as the demands of the trade require.

In the year 1901 there were 5 elevators at the terminal points on the lakes, with a total capacity of 6,120,000 bushels. At the close of the 1902 season one new elevator had been built, bringing the total storage capacity up to 7,650,000 bushels. Last year the addition of annexes to the already constructed elevators brought the aggregate capacity to 9,130,000 bushels. Proposed elevator building at the terminal points will in the near future make the total storage capacity reach the enormous figure of 12,000,000 bushels.

For the whole of western Canada interested in the active wheat trade, the total elevator capacity at country points and at terminals in 1901 amounted to 18,879,352 bushels, of which 12,759,352 bushels represented the storage capacity at country points. In 1902 the total storage room would accommodate 23,099,000 bushels, 15,199,000 bushels being the capacity at country points, while last year the aggregate storage room amounted to 30,356,400 bushels, of which the country points represented 21,226,400 bushels.

To Improve Western Seed.

THE Dominion Department of Agriculture has deemed it advisable to co-operate with the grain growers of western Canada in promoting seed selection. To this end J. Murray, an attache of the department, will, under the direction of Professor Robertson of Ottawa, assume the supervision of the western Canadian branch of the Canadian Grain Growers' Association.

Scientific methods of securing good seed have been carried on at the leading experimental stations in Canada and the United States with a measure of success that warrants its introduction to agriculturists all over the country who are engaged extensively in grain growing. It has been the practice of many successful farmers in past years to choose as suitable seed, grains grown in different districts on different soils. This has been done in most cases indiscriminately, without any scientific knowledge to aid in selection. In some cases a measure of success followed the practice. But it only happened so. The plan that Mr. Murray will introduce to farmers of the west has been followed by certain enterprising farmers in touch with the work of the Canadian Grain Growers' Association.

It is proposed that farmers be educated, especially those farmers who have the most desirable locations and soils, to select the strongest and most perfect mature heads from their grain fields from year to year and that the grain from these be sown the following season in the most promising soils, properly prepared. This method of selecting the best is to be carried out from year to year. The results achieved wherever the method has been tried warrant the submission to all grain growers. In the case of wheat the simple plan has been productive of a twenty per cent. increase in yield in five years and gradual improvement in quality is often so marked that the product is really a new variety. In the case of flax the improvement of both seed and fibre by this method has produced a betterment of fifty per cent.

Why Orange Meat is liked by the Public.

—The package is a tempting one.

—The contents are large, sweet, crisp, and of a flavor that excels that of any other cereal.

—The first trial doesn't make them say—"not so good as————." They say—"This is the best yet."

—The premium feature provides rewards that are worth having—silverware.

And the Grocer likes Orange Meat

because it sells easily, and causes him no loss.

Single cases, 36 pkgs. - $4.50
5-10 case lots, - - 4.40
(Freight Prepaid.)

Order from Wholesale Grocers.

THE FRONTENAC CEREAL CO., Limited
43 Scott St., Toronto.

Corn Starch in its most perfect form.

"Bee" brand Corn Starch

is the aristocrat of the trade,—**beauty** externally, **quality** internally is what we give you. Packed in cases of 40 1-lb. packages, at $3.00 case. Place your orders through your grocer or through our travellers.

NOTE—All "Bee" brand goods that are not bought in premium lots have coupons valuable to the grocer.

Snowdon, Forbes & Co., - Montreal

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

The Jobbers' Side of the Contract System.

ACCORDING to a contract entered into between the American Tobacco Company and the wholesale grocers of Canada, the latter receive a rebate of two per cent. on goods sold by them, manufactured by this particular company. Canadian tobacco manufacturers find in this contract a serious menace to their trade and, as the result of their representations, the Minister of Inland Revenue has introduced legislation clothing him wtth the right to refuse the license to manufacture tobacco to any person or company making themselves parties to the system.

Exception has been taken to this legislation by the wholesale grocers. They are satisfied with the conditions of things in their trade as far as the handling of tobaccos is concerned. They claim that the exclusive system of contract is a sine qua non to the conducting of their tobacco business on a proper scale and to the keeping of the quality up to a good standard.

A deputation recently waited on Sir Wilfrid Laurier, Hon. Mr. Fielding and Hon. Mr. Brodeur, in order to state the opinion of the wholesale grocers. Mr. H. N. Kittson, of Hamilton, was the chief speaker for the deputation, which represented wholesale interests in Ontario, Quebec and the Maritime Provinces. Mr. Kittson said: "I beg to point out that if the bill becomes law it will cause a great injustice because it is vicious in principle, inasmuch as it attacks the right of private contract, and surely every Canadian claims the right of determining whether a contract is for his advantage. The Government has no more right to interfere in this matter than I have to interfere with the rights of others to enter into a contract. This system of trade contracts is the outcome of severe competition. It has been brought about by the exigencies of trade and is very generally in vogue throughout the country at the present time. The arrangements effected by the manufacturers and grocers and which would be affected by this resolution, were brought about in this way: Certain manufacturers stimulated the trade by ensuring a fair profit to those selling and handling their goods, and as a result they get the business. It has proved an incentive to travelers to push their goods, while the retailer is satisfied with the profit ensured to him. The present system works no hardship on any other manufacturers. They have equal opportunity with any company to make bargains with the wholesale trade. Their contracts can be broken to-morrow, or dissolved if any other manufacturer is prepared to make a better one. There is no demand to alter the existing conditions. True, some manufacturers may be dissatisfied, but let them give better values. They have the remedy in their own hands to work up a trade for their goods, but if the present resolution goes into force it will discourage enterprise, inflict a loss upon the more enterprising firms and introduce the thin edge of the wedge which will make for a dissolution of the present satisfactory condition of things in the grocery trade. It will have the tendency to destroy profits and push the sale of the foreign weed which is gradually being worked out by the increased consumption of the Canadian tobacco. The trade to be affected by the bill are among the largest contributors to the inland revenue, and we are the strongest influence promoting the growth of our own tobacco. This arrangement between manufacturer and wholesale dealer was brought about by the business itself. It was the enterprise of The Empire Tobacco Co. that made it advantageous to push the sale of their goods, and that led to the contracts. These people put travelers out at their own expense, and they told the travelers to turn in all the orders they could and to always satisfy the customers. It was then that the wholesale dealers found it necessary to go to these people and make this arrangement. If any person will come to us and make a better arrangement there is no reason why it should not be accepted. It is the man who makes the best arrangement that is going to get the business. There is no monopoly and no reason why any person else might not get it if they show some enterprise. The people generally throughout Canada want things as they are. They think this is a matter between themselves and the manufacturer and should not be interfered with. They feel that they should have the right to negotiate their own contracts, and I feel certain if you bring this in you are going to dislocate business and create dissatisfaction from one end of the continent to the other."

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

The American Tourist is Surprised

when he is charged only 5 cents for a **Pebble** cigar. In the United States they pay 35c. per lb. duty on Havana fillers and $1.85 per lb. on Sumatra wrappers, less 20%. They cannot make clear Havana filled 5-cent cigars profitably.

We can, and prove it in the **Pebble**.

On the American side they have to pay "2 for a quarter" for a cigar equal to the **Pharaoh**—our 10-center.

These are reasons why the grocer can sell **Pebble** and **Pharaoh** to Americans and please them.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

T & B

WREATHED WITH MANY HONORS.
WE MAKE IT—EVERY GROCER SELLS IT. EVERYBODY PLEASED.

GEO. E. TUCKETT & SON CO., Limited
Hamilton, Ont.

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
67 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

The Grocers' Favorite

The RONTO 5c. Cigar.

A TRADE BUILDER

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Oh! for a Smoke!

The man who has used

McAlpin's Tobaccos

finds their flavor just what he likes. This is why it pays the grocery trade to give McALPIN'S TOBACCOS a preference—this and the fact that McAlpin's Tobaccos pay a decent profit.

ORDER McALPIN'S

McAlpin Consumers Tobacco Co., Limited
TORONTO.

Mr. Blain, of Toronto, said:—"I might add a little to the conditions that created the system. We used to have to sell tobacco at cost. The smoker did not get any advantage of it. It was perhaps only the retailer, but at any rate it is a fact that we used to sell it at cost, and had to carry a number of lines in stock—lines from independent factories—and if a retail customer ordered any of those lines we had to get them or otherwise he would go elsewhere for it and we would lose his trade. The result was that we had these goods in our warehouses and many of them used to spoil on our hands. The proposed legislation seems a little fraternal in character and we would not object to it, perhaps, if you only carried it a little further in certain directions. The grocery people never asked any favor of the Government, but they would like to retain to themselves the power of protecting themselves. If you can assure us two per cent. on our goods by any other plan we would be pleased to know. Competition is so great that unless you allow us to make some agreement whereby we can get a reasonable profit it is practically impossible for us to live at all. If you grant that privilege to some who have a license I do not see how you can refuse it to others. You cannot expect to go to a man and say, 'You must sell these goods, and not those particular ones alone! You cannot carry on a business in that way.' There are a great many lines that this principle might apply to as well as tobacco. You might as well tell a merchant that he must not sell a particular make of pianos to the exclusion of others. The right of contract is a very serious thing, and if you get mixed up in a matter of this kind you do not know where it will end."

Essex County Tobacco Crop.

By E. Bailey, Kingsville.

UPON going through the county I find a large acreage this year, fully twice as much as last year, although the plants look fully three and in some cases four weeks late. For three weeks back the crop was practically stagnant from growth as the bulk of the plants were only planted about the end of June, and owing to the excessive drought had not more than taken root; but on Saturday, July 23rd, we had a great rain, and now things are looking more prosperous. Through these three weeks I may say quite a percentage withered away after planting, owing to the very hot weather immediately following. In some cases in fields of, say 20 acres, only 10 acres are standing.

There are a few forward crops, planted by the beginning of June, and all of these look well. Should we have three weeks' more excessive heat, I am afraid the crops will not grow to any extent, as it will bleach on account of being so late planted—and so very light in weight. To sum up the situation, I should say if we have a good Fall, we ought to have about a 3,500,000 pound crop—if an early Fall, about 2,000,000 pounds will cover the output. I think the crop will be light in acreage in pounds and do not look for a very good quality of leaf—because of the above drawbacks.

Care in Developing Seed Tobacco.

IT is a matter of universal experience among growers of tobacco that when fresh seed is introduced into any region the type breaks up and the plants are extremely variable. After the type has been grown in this region for several years it gradually becomes more uniform and constant, says an authority on the subject The statement is frequently made that the variety, no matter how different from the native varieties, in a few years assumes the type of the native varieties. The reason given for this condition is the influence of soil and climate on the tobacco plants. However, observations lead one to believe that the change in type is due for the most part to the crossing of the imported varieties with the native varieties.

There is every reason to believe that by preventing cross fertilization, and by careful seed selection after the type of a variety of tobacco has become acclimated, it may be maintained in a uniform condition. One of the principal reasons for the use of home grown seed, instead of depending upon seed grown in other regions, is that the quality of the imported seed is always a matter of uncertainty. In many cases it is claimed that growers kill the seed before sending it out of the country. The kind of plants which the seed will produce cannot be foretold by an examination of the seed, but must be learned by experience from the crop. In some cases whole crops have been lost because of poor imported seed. Therefore it is necessary to have seed for the general crop the pedigree of which is known by the growers. The experience of the breeders of other crops shows that the best plan is to select the seed in the region where the crop is grown, and if possible it would be desirable for every grower to select and improve his seed on his own farm.

It seems probable that one of the chief difficulties in the growing of Sumatra and Cuban varieties in certain districts of the United States has been that it has been necessary to use imported seed for planting the entire crop. While a considerable portion of highly desirable plants have been produced in most fields, the effect of the change of conditions from the tropics was to break the type and cause the production of a large proportion of undesirable and unprofitable plants.

A most careful and painstaking examination of representative fields last season showed that the breaking up into types, the appearances of reversions and strikingly variable plants, and the development of great individual variation, actually did occur. In other words, the industry developed before acclimated strains of tobacco had been secured. There is every reason to believe that by the proper methods of breeding and selection in the types of tobacco grown, during the adaptation of the plants to climatic and soil conditions, uniform varieties can be secured and retained.

Manufacturers Pleased.

Independent tobacco manufacturers in Canada express pleasure at the scope of the proposed law against the contract system.

Mr. A. Goldstein, manager of the Dominion Tobacco Co., speaking of the effects of the new law, stated emphatically that it was the one thing that would enable independent companies to fight what is looked upon as the Tobacco Trust with any chance of success and would always permit of competition. He contended that there was absolutely no truth in the report that there would be a good many men without work if the new law was enforced, as the independent companies would undertake to give employment to all who might be without it.

Mr. J. M. Fortier was entirely in favor of the proposed law and considered that it would place the manufacturer in a much freer position and afford the Canadian grower much greater protection. He stated that as soon as the law was enforced he would begin taking on new men.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St and McDermott Ave.,) Winnipeg

FINANCE AND INSURANCE

STATISTICS of failures in Canada for the six months ending June 30 have been made public. As compared with last year they are far from satisfactory. Liabilities exeeed in amount those for any year of the preceding six, although the number of failures is less than in 1903. The total number of failures was 583, as compared with 492 last year, but the liabilities were $6,060,-733 this year and only $3,395,637 last year. Manufacturing failures numbered 149, with liabilities of $2,354,498, as against 107 failures and an indebtedness of $1,045,843 a year ago. Trading failures were 420 in number and $3,454,-968 in amount, against $2,207,691 in 1903. In banking alone was there any improvement over 1903, two small suspensions of $30,749 comparing favorably with four defaults and $2,139,225 the preceding year. As to location, the chief increases occurred in Ontario and Quebec, but every province showed more or less rise except New Brunswick.

* * *

EXPANSION is the key-note of the June statement of the chartered banks of Canada. Since 1896 this expansion has been constant and even remarkable. Naturally,now that the crops have begun to move, an increase in the circulation of bank notes was to be expected, but it must have been surprising to many to find that the increase of June circulation over May circulation was $300,000 more this year than last year. Deposits in the chartered banks expanded $2,754,861 last year between May and June. This year they expanded $5,205,260. The chief increase in deposits is shown in the deposits without interest and withdrawable upon demand. This expansion is what one would expect to find, establishing, as it does, normal relations with current loans and discounts.

* * *

IT would not be possible to find a more intricate or complicated money system than that at present in vogue in Manchuria. This is owing to the fact that they have not there a fixed recognized standard of silver which can be taken as a basis for exchange operations. Although China's currency is on a silver basis, yet there is no standard of silver common to all their provinces. For instance,the silver of Niuchwang has a touch of 99.2, or, in other words, 8 ounces of alloy to 992 ounces of pure silver. The touch of the silver of Liaoyang, Mukden, Kirin and Tieling is supposed to be the same as that of Yingkou, but it never is, Yingkou silver usually being finer by 1 or 2 ounces in the thousand. Kwangchingtsu silver has a touch of 99, which puts it below Yingkou silver, while, on the other hand, Harbin silver has a touch of 99.8, which puts it above that of Niuchwang. When we think that the touch is only one of the items which has to be taken into consideration in the everyday exchange operations which take place between the various Manchurian towns, we can understand that the negotiating of a rate between Chinese currency is not a simple matter. This constant practice in exchange of the Chinese banker accounts for much of his quickness of perception.

The hard coin currency in Manchuria consists of the sycee, small coin, and of late the ruble; yet the bulk of the merchandise bought and sold is not bought or sold against these hard effectives. All prices and rates quoted are against transfer money or mo-lu yingtzu—in other words, goods money, or huo yingtzu. This transfer or mo-lu yingtzu is a peculiar and muddled system. The arrival of the ruble and the establishment of quick communication with Manchuria, thus enabling the rapid transportation of treasure to and from Manchuria, is in large part responsible for the muddling.

The transfer money is a purely nominal currency not substantiated in any way by an effective—in other words, it is a credit. We will say, for instance, that a merchant starts business in Niuchwang and that his capital is deposited in some bank in Shanghai. The first thing he will do will be to sell his draft on Shanghai in the market at the market rate. The purchaser will transfer to the credit of the merchant at the place where he banks the equivalent in transfer money of his draft, and with this credit he can purchase his goods or do his banking. This transfer money can at any time be sold for silver or ruble effectives.

The Chinese year has four settling days or mao-kou, when all transfer money which has been issued has to be released The method of redeeming transfer money has undergone several changes during the last few years. The first system was that transfer money should be redeemed at full value in hard silver at the end of every three months. This system was continued until about two years after the Japanese war. During this period the effective currency was sycee and copper cash, small coin not having then made its appearance in large amounts.

NOTES.

The International Association of Accident Underwriters will meet at the Royal Muskoka Hotel in July, 1905.

The Crown Bank of Canada has purchased the private banking business of J. G. Hallett & Co. at Woodbridge.

The Crown Bank of Canada opened its Toronto office at 34 King street west on July 1, Mr. J. A. Ready being local manager.

The Michigan Bankers' Association were guests of the Toronto bankers on July 28. A banquet was given in the evening.

Mr. Robie Unioke, who died at Halifax on July 4, was for years president of the Halifax Banking Company, recently merged into the Canadian Bank of Commerce.

A movement is on foot among Canadian manufacturers to establish a mutual fire insurance company. The Canadian Manufacturers' Association is fathering the scheme.

The shareholders of the Traders' Bank of Canada passed a bylaw at the last annual meeting authorizing an increase of $1,000,000 to the bank's capital stock to bring it up to $3,000,000.

A new series of notes for the Imperial Bank of Canada has just been engraved in England. The $100, $50 and $20 denominations will be almost double the width of those now in use, though of the same length.

The agents in Vancouver and New Westminster of the British, Canadian and American insurance companies have given notice to the insurers that the rates of premium against fire have been advanced.

The assets and good-will of the Banco del Comercio, Havana, Cuba, have been purchased by the Royal Bank of Canada. This is the second Cuban bank to be purchased by the Royal Bank.

A new fire insurance company has been organized in London, Ont., to be known as The Universal Fire Insurance Company. The directors are: Francis Love, W. B. Saunders, R. K. Cowan, T. B. Escott, W. H. Wortman, A. B. Greer, J. W. Jones, John Garvey and Dr. W. F. Roome.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 110, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents

104 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,
Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, General Manager.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT
at all Branches.
ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

FREIGHTS AND CHARTERS

THE steam and sail tonnage market is without feature, beyond an inquiry for vessels from Maritime Province ports, to the river Plate. No special action is observed in any of the various foreign trades, but in the face of inaction owners appear to maintain their views with firmness. Even lumber freights are dull. Rates for coal are irregular, while lumber remains steady. Steam freights are breaking up somewhat, but, on the whole, are considered disappointing. Inquiry is slight for full cargo boats for hind those of a year ago, while butter, on the other hand, has shown signs of improvement. Abundant quantities of flour are being offered, and the probabilities are, for August and September, that more will follow. A strong feature of the market is noted in the demand for space for cattle shipment, which in a way hinders the export produce men from getting rates that they would like; in fact, anyone who is anxious to get space, would do well to inquire early for live stock is dominating the freight market. This is brought 5c. a hundred, and to London at 7c. prompt, and August 8¾c. The price to Bristol remains 9c. Despite the slowness of the cheese trade, freights remain 20s. to Liverpool, and 25s. to London. Butter per ton, in cold storage, is still ruling at 40s. to Liverpool, and 45s. to London.

Charters are: Italian barque Giuseppino, 1,070 tons, from St. John, N.B., to Buenos Ayres, or Rosario, p. t.,; British barque Brookside, 672 tons, same, from Tusket; barque Addie Morill, 595 tons, from Philadelphia to Boston, p. t.; British

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs.; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	4½c	7c	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	....	35/	.....	35/	.....
Butter, in cases and kegs	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	....	.....	15/	.....	.....	15/	.. ..	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.. ..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

immediate loading, and the general demand for forward tonnage compares unfavorably with that of previous years. Interest is without stimulation, and steamship agents and freight brokers report a dullness throughout the market. The offerings of grain are remarkably small, with one exception, namely for London, and there is not one bit of space available for the whole month of August for that port. Shipments of cheese are away behind about by the large offerings of ranch cattle from the west, and there is a strong probability of a large demand for space in the near future, more especially should the meat packers' strike in Chicago continue much longer. Very few new charters have been reported in Montreal, and the two sugar boats, the Yanariva and the Indianapolis have been chartered cargoes to the United Kingdom, with deals. Flour is being shipped to Liverpool, at schooner Shafner Bros., 148 tons, from New York to Halifax, 1.10; British steamer Kelvin, 2,266 tons, from Gulf to United Kingdom, or continent, with general cargo, p. t., September, October; British steamer Matinea, 1,737 tons, from Savannah to United Kingdom, or continent, with cotton, p. t., August; schooner Harry W. Haines, 250 tons, from New York to Cayenne, with general cargo, and back from Belize with log wood, p. t.; schooner Ed. E. Briry, 1,408 tons, from Kennebec to Washington, with ice, p. t.

Good!
Better!!
Best!!!

All stand for

"San Toy"
Starch

—this is what your
—customers will say once
—they have tried
"San Toy"

WRITE FOR SAMPLE AND PRICES

J. H. MAIDEN, Agent, Montreal.

"FACTS"

THE BEST GROCERS
POPULARIZE THEIR STORES
AND
PLEASE THEIR CUSTOMERS
BY SELLING
Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE
TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN COFFEE & SPICE CO., TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 4, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	5 00
12-oz. tins, " "	3 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
1 doz.	10c.	$0 85
1 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
2 doz.	12-oz.	3 50
3 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
3 doz.	16-oz.	4 45
1 doz.	16-oz.	4 35
2 doz.	2½lb.	10 40
4 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case			$0 40
½ " 4 " "			0 75
¼ " 3 " "			1 25
1 " 2 " "			2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 30
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 03
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	03

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

This fact deserves emphasis—that **"Cow brand Baking Soda"** has been on the market for 50 years, and is now used in millions of homes all over America. Never any risk and never any guesswork.

SOLD ONLY IN PACKAGES

JOHN DWIGHT & CO.

Manufacturers TORONTO

Southwell's can't make better jams than those they are making.

Nor can anybody.

You sell it—or should.

FRANK MAGOR & CO.,

CANADIAN AGENTS, 403 St. Paul St., MONTREAL.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3 lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	16 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Pointing in the Right Direction

Edwardsburg "SILVER GLOSS" STARCH

Benson's PREPARED CORN

always { good, reliable, and profitable to handle. }

{ The most satisfactory for the kitchen. }

MANUFACTURED BY

For sale by every jobber in Canada.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-b. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

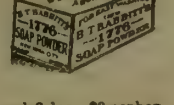
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

Two Lines That Lead.

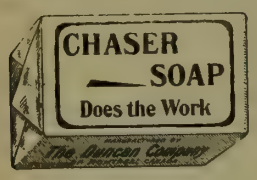
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Staroh—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

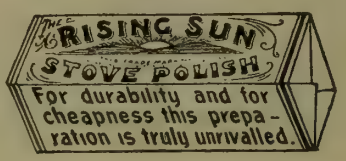
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

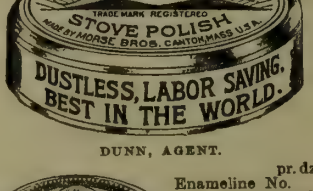
Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—
10c. pkgs, cases 5 doz., per doz.... 1 00
less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$6 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

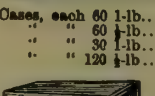
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 28½
" XXXX 80-lb. boxes	0 24
" XXXX 30-lb. "	0 25
" XXX 80-lb. "	0 21½
" XXX 30-lb. "	0 22½
" XX 80-lb.	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label. retails	0 28 at 0 20
Chocolate Label. "	0 35 at 0 25
Blue Label. "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb	0 56
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 22
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. per lb.	½ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 3 C Orange	28		40
" 3 C L. Blue	22		30
4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 42
" Bobs, 5½s and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 60
" Fair Play, 8s. and 13s.	0 80

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45	$10 85
" casks, 60 "	10 25	21 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 45
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case		$1 35
Gillett's cream yeast, 3 doz.		1 05
Jersey cream yeast cake, 3 doz. 5c.		1 00
Victoria " " 3 doz. 5c.		1 00
" " " 3 doz. 10c.		1 00

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$	5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 7761.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Assorted Packages Fancy Lamps

We emphasize our assortments of "KOPP" Lamps.

Write for colored sheets showing full assortment and prices.

Full line of Regular Lamps now ready.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

"Perfectly clean from our kitchen to your customers."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited

ST. CATHARINES; ONT.

Crosse & Blackwell's

New Season's prices are right.

Special discount for large quantities.

Quality this year unusually fine.

PEELS

Lemon
Orange
Citron
(Light and Dark)
and Mixed

C. E. COLSON & SON, AGENTS Montreal.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

Winnipeg Exhibition Number

THE CANADIAN GROCER

AUG. 12 1904

The City of Winnipeg, looking North

The MACLEAN PUBLISHING CO. Limited

Montreal Toronto Winnipeg

AN OPPORTUNITY!!

Knocks at your door! You can make Big Money by Selling the Genuine

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

This remedy is worth more than its weight in gold to the sick and secures large profits for the dealers. Are you interested? If so, write for particulars to

A Positive Cure for

COLDS and COUGHS, BRONCHITIS, ASTHMA and all Trouble of the THROAT OR LUNGS

THE J. L. MATHIEU CO., SHERBROOKE, Que.

FREE SAMPLES FOR THE ASKING.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative

Price Lists, etc., mailed on application.

C. H. Cochrane & Co.

Coffee Roasters and Spice Grinders

Ottawa, Canada.

Representing in Canada direct shippers from

Aden, Arabia
Colombo, Ceylon
Bogota, Colombia
Maracaibo, Venezuela
Rio de Janeiro and Santos, Brazil

and

London, England

Get our prices for shipment from stock or direct.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII MONTREAL AND TORONTO, AUGUST 12, 1904. NO 33.

Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

What Have You Done

about the new cartons in which our **"Alexandra"** and **"Oswego"** hard, sweet biscuits are packed? Have you yet taken them into stock and drawn the attention of your customers to them? There is no doubt about the taking quality of them. And what takes well is a good thing to have in stock.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31.

DOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

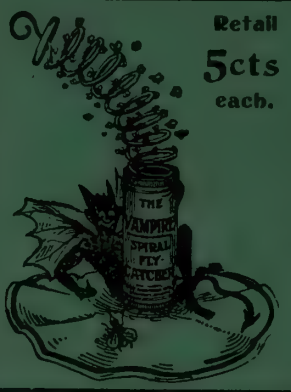
NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SOUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The "Vampire"
Spiral Flycatcher.



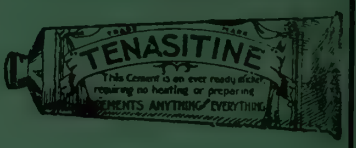
Retail 5cts each.

Chief Advantages :—

1. Each tube hermetically sealed —no leakage — stocks perfectly.
2. Extension of Spiral churns up gum adhesive before use.
3. Wire is perfectly non-absorbent; gum remains sticky.
4. Spiral shape attracts flies; gum remains in position.
5. Wire hook attaches anywhere; no tying required.
6. Ornamental paper cup; no chance of drip in any climate.
7. Gum is perfect—and plentiful.

QUICK TURNOVER—
BIG PROFIT.

"TENASITINE."



Always Fresh. Never Smells. Clean, Handy and Strong.
5 cents each.
Send for Samples and Prices.

SOLE MAKERS :
KAY BROTHERS, Limited, Stockport, England.
SOLE AGENTS :
The LEEMING, MILES Co., Limited, Montreal, Can.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS

OTTAWA, ——— CANADA.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

PATENT QUICK SIFTER and MIXER for all kinds of Powders.

——— LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders

THE GROCERS' ENGINEERING CO. } ILLUSTRATED CATALOGUE MAILED FREE.
COLE STREET, LONDON, S.E., ENG.

You want the best

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brands. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.

The Canadian Grocer

When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer
Montreal and Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, - Toronto, Canada
Send us your Business
AGENTS FOR
C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.
Get our Prices for CHEESE, BEANS, etc.
REFERENCES
BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON.
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

TAYLOR & PRINGLE CO.,
Limited,
OWEN SOUND,
Manufacturers of
Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.
Our Goods have a reputation.
MADE IN CANADA.

WINNIPEG.

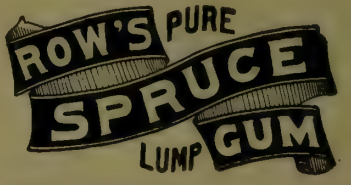
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.
SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

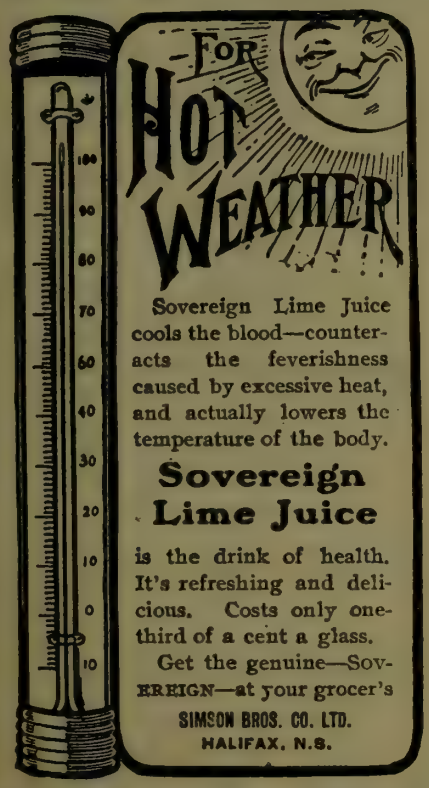
VINEGAR—

The Vinegar Season is with us. It is the business of the wholesaler to stock goods for the busy season. We made our contract for Vinegar months ago when the market was very low, and now it's up to the retailer whose stock is low, to share with us in the profits of our good buying, as can be seen by the following pr ces:

PROOF STRENGTH	25 CTS. PER GAL.	*Freight prepaid on five bbls.*
CRYSTAL PICKLING	19 " "	
WHITE WINE XXX	16 " "	

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea.



Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—SOVEREIGN—at your grocer's

SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

"Sterling" Brand

stands for all that is best in relishes such as pickles, catsups, marmalades, etc. Every grocer adds to his trade by stocking himself with these goods. This brand is known in the west as well as the east—the grocer's favorite every time. Our line of summer drinks is always in demand—Lime Juice, Lime Juice Cordial and Raspberry Vinegar.

SEE THAT YOU HAVE THEM.

The **T. A. LYTLE COMPANY,** Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

"COW'S HEAD" Brand
Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

C. E. COLSON & SON, - Montreal.

The Teas of Japan
are the Teas for man—

—A 1,000 years experience in a tea-growing country is better than a short experiment in a cocoa and coffee country

JAPAN TEAS

always please your customers, they are the most perfect and healthiest green teas grown.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb and 2-lb Tins.— A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

WE SUGGEST

PATERSON'S WORCESTER SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME,

AGENTS, MONTREAL.

Proverbs

Constant dropping wears the stone.

It is not so long ago that the tea growers in Ceylon joined forces in a campaign of education on the surpassing merits of

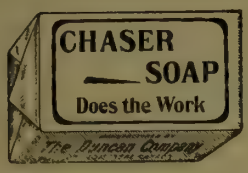
Ceylon Teas

They directed their forward movement on grocers and tea dealers, and on the public. Ceaselessly they have waged their warfare, with what success the world knows.

The grocer to-day is selling more Ceylon Teas by compulsion of the public, if for no other reason, than he is of any other sort.

If people ask for black teas, he gives them Ceylons. If they want greens, he gives Ceylons.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



Say ! Mr. Grocer. You sell Soap ? Send for a copy of our **profit-sharing agreement.** It means dollars in your pocket.

The Duncan Company

P.O. BOX 292. **Montreal**

IF FLIES CARRY DISEASE

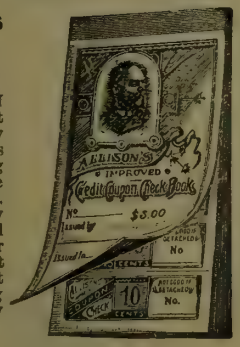
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods ?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods ?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store ?

They Cost Less Than Nothing



Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

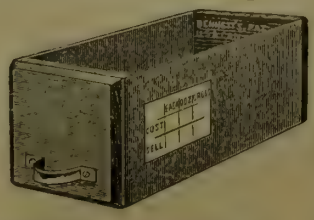
The Waterloo Broom and Brush Co.,
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory :

Pickering, Ontario

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,
Baldwins;
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
Wilbert Hooey, Manager.
54 Noble St., TORONTO
Phone Park 513.

This cut represents No. 13.

Salt Salt

Full Stocks.
All Kinds.

Verret, Stewart & Co.

Montreal.

Salt Salt

It's a Good Thing to Eat Codfish—

Especially Nova Scotia Cured Codfish. The best brands are **"HALIFAX" AND "ACADIA"**

They are good and **tasty.** There's just enough salt in them to give them an unrivalled flavor.

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

Just 2 months old

One would think that a Company only two months old would be in the creeping stage. Not so, however, with

The Old Homestead Canning Co.

which, though only about two months old as a working corporation, has grown to lusty proportions.

The wholesale and jobbing trade had a watchful eye on the new Canning Company from the time of its inception, and knowing the men who were its principals, and the class of goods that would be certainly turned out, were ready to take over the gross output long in advance of the actual packing. This explains how, that from the first moment of our beginning we have had the proportions of a fully grown and long-established factory. We seek now to persuade the retailer, to lead him to ask for OLD HOMESTEAD BRAND, to insist upon it. There is a work for us here that takes a longer time than it does to get the jobbers and wholesalers.

The Old Homestead Canning Co.

Picton, Ont.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.

Wood's Primrose Ceylon Tea

Have you heard of the properest thing on ice at this physically depressing time?

"Its draft of cool refreshment renews the joy of life in happiest hours."

Tell your customers to squeeze a few drops of Lemon Juice into a glassful of this luscious Iced Tea, sweeten to taste, and they will get a drink that the Russians most admire, and that even conquers the Japs.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street MONTREAL

OF INTEREST TO YOU

ZOECO is a scientific preparation of Cocoa or Coffee or Chocolate with Milk and Sugar in such a form as to combine the three greatest boons to a housewife—**Health, Economy** and **Convenience.** Just the thing for Camping and Fishing Parties.

SHAKER SALT

THE SALT THAT'S ALL SALT

is put up in attractive 2-lb. packages, to retail at 10c. 2-doz. in a case. Try a case. You and your customers will be pleased with it.

EAGLE BAKING POWDER

is becoming a household word. It is a line that pays, because it gives satisfaction and gives you good profit.

SAN-TOY STARCH

NONE BETTER

If you have not already stocked it, write to-day for a sample.

J. H. MAIDEN, AGENT

MONTREAL

CANADA'S GREAT AND GROWING WEST

CANADIANS are justly proud of the vast stretches of farming and grazing land which stretch westward from the Great Lakes to the Rockies and far north to the edge of the frozen belt. This is Canada's great western heritage and it is a heritage, on the possession of which Canada is just entering. What this western land may become within the span of a few years may be far beyond the dreams of the most optimistic prophet.

"Wheat" is the one word written across the face of Manitoba and the Territories and it is as the "Granary of the Empire" that this wonderful land is hearlded. For years to come, wheat and wheat production will form the backbone of the west's prosperity. Everywhere, towns and cities are rising from the face of the prairie, called into being to meet the needs of a rapidly growing population. Winnipeg, the metropolis of the west, has already passed the pioneer stage and takes rank among the most modern and stable cities of the Dominion.

Increase in Wheat Crop.

The development of Western Canada as a wheat-producing country has been very rapid in recent years, so rapid, indeed, that grain dealers in other countries have not fully appreciated the growing importance of this country as a contributor to the world's supply of wheat. Seventeen years ago Manitoba produced less than 8,000,000 bushels of wheat, and even as late as 1900, which was a very bad crop year in Western Canada, the total amount of wheat produced in the West did not exceed 20,000,000 bushels. The production suddenly ascended to about 68,000,000 bushels in 1902, and though it fell off to about 55,000,000 bushels last year, it will probably be nearer 80,000,000 than 70,000,000 this year. This year the acreage sown to wheat is just about twice what it was in 1900, being about 3,500,000 acres.

Possible Crop Area.

It is conceded that there is a vast extent of country in Western Canada that is as good for wheat raising as that already under cultivation. Estimates as to the precise extent of the Spring wheat producing area vary. The land area of Manitoba, Assiniboia, Alberta and Saskatchewan is 252,000,000 acres. William Saunders, director of the Dominion Experimental Farms, gives it as his opinion that at least 171,000,000 acres of the total are suitable for cultivation. He does not say, however, that all the area suitable for cultivation is adapted to profitable wheat raising, but he does think it is conservative to say that one-fourth of this area will produce wheat satisfactorily. On this cautious basis the wheat-producing area of Western Canada is, roughly speaking, about equal to that now producing wheat in the United States. Applying the average yield in Manitoba for the ten years from 1891 to 1900, 19 bushels per acre, the total yield with all the wheat area under crop would be somewhat in excess of 800,000,000 bushels, from 100,000,000 to 200,000,000 bushels more than the United States produces at the present time.

But there have been a number of years when the average yield of wheat per acre in Western Canada has been more than 25 bushels. In such a bumper year Western Canada, with its total wheat acreage utilized, would produce more than 1,000,000,000 bushels of wheat. Even if the average yield is to be much smaller in the future than it has been in the past, we have been cautious enough on the score of acreage to make it tolerably certain that when Western Canada is occupied and developed, it will be producing as much wheat as the United States now turns out.

Area in Crop.

The increase in the number of acres under crop for 1904 as compared with 1903 is counted disappointing. It was expected by grain men that there would be a large increase in wheat area in Manitoba, but what increase there has been took place largely in the Territories. The number of acres under crop this year in both Manitoba and the Territories is 5,065,480, or an increase on last year of 394,710 acres, or about 9 per cent. There are 3,420,411 acres under wheat, as against 3,123,663 acres last year, showing an increase of 9 1-2 per cent.; 1,205,960 acres under oats, as against 1,101,333 last year, an increase of 9 1-2 per cent.; 392,569 acres under barley, as against 381,135 last year, an increase of 3 per cent., and 46,540 acres under flax, as against 64,639 last year, a decrease of 28 per cent. The above increase of 9 1-2 per cent. in the number of acres of oats is a fair one, and is due to the late Spring in some sections, which caused the sowing of oats in preference to wheat. The decrease in the number of acres under flax is very noticeable, but it is not surprising after last year's failure of the flax crop in the Territories.

WESTERN DEVELOPMENT.

By Sir William Van Horne.

I have been through the Northwest many times, but the trip I have just concluded was the most satisfactory I have ever made, because I witnessed the realization of the hopes of those who built the Canadian Pacific Railway; hopes that were shared in by few other people in the world. There is an all-pervading prosperity in the west, and it is reflected on the face of everybody you meet. When it is considered that all the present development of the Northwest has come from the cultivation of an exceedingly small percentage of that arable land, the future development must be regarded as being almost without limit. What was more gratifying to me than anything else on the trip was to see the magnificent way in which the country is developing, and this applies just as much to the cities as to the agricultural and mining districts. Winnipeg has been completely transformed within seven or eight years from a big prairie village to a handsome, substantial and most attractive city, which in its architecture, the condition of its streets, as well as its sanitary condition, will compare favorably with any other city in Canada. It has, indeed, become a charming place of residence as well as a great commercial centre. Calgary and Vancouver have also improved immensely in every respect, and this can be said of nearly all the towns I saw on my trip through western Canada.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH
IN CAKES
WELL KNOWN AND RELIABLE
DURABLE AND ECONOMICAL 3000 TONS SOLD YEARLY
SUN PASTE STOVE POLISH. DUSTLESS, LABOR SAVING, BEST IN THE WORLD.
IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

In Manitoba alone the number of acres under wheat is 2,366,200, which shows a slight increase over last year, under oats, 551,311 acres; under barley, 280,590 acres, and under flax, 25,602 acres. The figures of crop area for the Territories are, under wheat, 1,054,211 acres; under oats, 654,649 acres; under barley, 111,979, and under flax, 20,938 acres. The number of acres under flax last year was 32,431, so this is a decrease of 11,493 acres. The increase in the number of acres under wheat in the Territories is much in advance of the increase in Manitoba.

Progress in the Territories.

The wheat-raising industry in the Territories is marked by the vigorous policy of elevator building in the wide and ever-increasing area which is under cultivation. When the 1901 season had closed the capacity for storage was 2,436,080 bushels, divided between 88 elevators and 21 warehouses. The next season there were 111 elevators doing business and 18 warehouses, with an aggregate capacity of 3,190,000 bushels. Last season the storage capacity in the Territories had increased to 5,105,000 bushels, there being 176 elevators, with a revival in the construction of the warehouses, bringing their number up to 23. The estimates for the coming season place the storage capacity in the Territories at 8,000,000 bushels.

Fort Garry Gate, Winnipeg.

Typical Western Business Street.

Have Spacious Terminals.

The terminals at which the product of the Manitoba and Northwest fields are handled are situated in Ontario, at Fort William and Port Arthur, and the capacity of these monster bins has been yearly increased by the railways as the demands of the trade require.

In the year 1901 there were 5 elevators at the terminal points on the lakes, with a total capacity of 6,120,000 bushels. At the close of the 1902 season one new elevator had been built, bringing the total storage capacity up to 7,650,000 bushels. Last year the addition of annexes to the already constructed elevators brought the aggregate capacity to 9,130,000 bushels. Proposed elevator building at the terminal points will in the near future make the total storage capacity reach the enormous figure of 12,000,000 bushels.

Aggregate Storage Capacity for West.

For the whole of Western Canada interested in the active wheat trade, the total elevator capacity at country points and at terminals in 1901 amounted to 18,879,352 bushels, of which 12,759,352 bushels represented the storage capacity at country points. In 1902 the total storage room would accommodate 23,099,000 bushels, 15,499,000 bushels being the capacity at country points, while last year the aggregate storage room amounted to 30,356,400 bushels, of which the country points represented 21,226,400 bushels.

Elevators at Fort William.

HERE IT IS. The "Grocer's Friend"

Order an **Automatic Cheese Safe** to go forward with the order you send us on Monday. All goods shipped same day as order received.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Splendid Snaps— Summer Season

We carry full lines of Canned and Potted Meats suitable for campers, etc. We also have a fine assortment of Sardines and other necessaries such as

Camp Coffee, Lime Juice, etc., etc.

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

TRAVELLERS' HOLIDAYS

Our travellers are on holidays from August 1st to 15th.
Send us your orders by Letter, Wire or Phone at our expense.
Prompt shipment. Lowest prices.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

Here Are

Three of the best known and finest table delicacies in the Dominion.

MacLaren's Imperial

Delicious for Summer use.

Canada Cream Cheese

Healthful, palatable and invigorating.

MacLaren's Roquefort

You can't go wrong in recommending them, Mr. Grocer.

A. F. MacLAREN
IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS
51 COLBORNE STREET
TORONTO, ONT.

Business Changes

ONTARIO.

THE stock of H. Paar, grocer and provision merchant, Toronto, was advertised for sale for the 5th inst., by bailiff, under power of mortgage.

H. Bertrand, grocer, Hawkesbury, has retired from business.

James Lawrence, general merchant, Dresden, has been burnt out.

George H. Willey, confectioner, Hamilton, has sold to Mary J. Springer.

The Campbell Milling Co., Limited, Toronto Junction, have obtained charter.

E. M. Smith, grocer, and boot and shoe dealer, Dresden, has been burnt out.

A statement is being prepared by J. E. Langlois, general merchant, The Brook.

Gilmour Bros., bakers and confectioners, Huntsville, have advertised business for sale.

Tattle Bros., grocers, Toronto, have assigned to Wm. J. McDonald; estate to be wound up.

A. & B. Sweezey, general merchants, Massey, have assigned to Chas. McCrea, Sudbury; meeting of creditors was to be on the 8th inst.

John Rourke, wholesale fruit dealer, St. Thomas, has assigned to W. R. Coulter; meeting of creditors the 13th inst.

NOVA SCOTIA.

Co-partnership has been registered for W. J. Mulhall & Mulhall Bros. to do business under the style of the Valley Pork Packing Co., Middleton.

E. E. Bent, grocer, Sydney, is offering to compromise at 25 per cent.

Ernest C. Scott, dealer in crockery, Sydney, has registered consent for his wife, Mabel Dannet Scott, to do business in her own name.

SEND US YOUR ORDERS

WE NEED THEM.

Our travellers are still fishing. They report catch light.

THE DAVIDSON & HAY LIMITED

Branch: CANADA GROCERS, Limited.

QUEBEC.

L. Z. Magnan, biscuit manufacturer, Joliette, is dead.

N. Klineberg, storekeeper, Valcartier, has been suspended.

J. U. Gagnier, general merchant, St. Martine, has been burnt out.

The assets of J. E. Bergeron, general merchant, Jonquieres, were to be sold on the 10th inst.

Henri Parent, provision dealer, Montreal, is dead.

The assets of A. Robert, grocer, St. Jerome, are to be sold.

Mrs. Robert Corner, general merchant, East Templeton, is dead.

The assets of Abraham Adelson, grocer, Montreal, are to be sold.

John McGarrahan, tobacco and cigar dealer, Montreal, has assigned.

The assets of G. Curdeau & Co., grocers, Berthier, have been sold.

The assets of J. L. Seguin, general merchant, St. Simon, are sold.

L. H. Chouinard, general merchant, Matane, is offering to compromise.

J. A. Allard, grocer, Montreal, has assigned to Bilodeau & Chalifoux.

The assets of Joseph Gagnon, general merchant, Pontbriand, have been sold.

U. Phoenix & Cie, general merchants, Kingsley, have dissolved partnership.

Alfred M. Wovenden is now proprietor of the American Fluid Beef Co., Montreal.

J. W. Duhamel, grocer and liquor dealer, Montreal, sold out to Treffle Trepannier.

Lapierre & Robert, wholesale produce dealers, etc., Montreal, have dissolved partnership.

J. M. Taylor & Co., wholesale produce merchants, Montreal, have been burnt out.

J. P. Desilets, general merchant, Grand Mere, has assigned to Lamarche & Benoit.

The assets of A. Derome, fish and fruit dealer, Quebec, were to be sold on the 11th inst.

The consent of assignment of M. P. Laverty, grocer and liquor dealer, Montreal, has been filed.

Thomas Rattray, jr., has registered under the style of A. B. Rattray & Co., produce dealers, Montreal.

Wm. H. Schmidt has registered under the style of E. A. Schmidt, grain and freight broker, Montreal.

A meeting to appoint curator for J. W. Donohue, general merchant, Roberval, is called for the 15th.

John D. O'Connor has registered under the style of O'Connor Bros., fish, poultry dealers, etc., Montreal.

J. A. Marchand, general merchant, Fraserville, has assigned to V. E. Paradis, (provisional guardian).

Alghonse Daoust and J. B. Vital Daoust, have registered under the style of Daoust & Freres, Montreal.

L. E. Gingras, grocer and dry goods dealer, Montreal, (St. Henry), has assigned to Lamarche & Benoit.

John and Rose A. Flanagan have registered under the style of R. Flanagan, grocer and liquor dealer, Montreal.

The stock of Zotique Limoges, wholesale produce dealer, Montreal, has been damaged by smoke and water; insured.

The stock of James Alexander, cheese and produce exporter, Montreal, has been damaged by smoke and water; insured.

The stock of Fortier & Monette, wholesale produce dealers, Montreal, has been damaged by smoke and water; insured.

The warehouse of W. D. Stroud & Sons, wholesale tea dealers, Montreal, has been damaged by smoke and water; insured.

A meeting of the creditors of Eugene L'Ecuyer, general merchant, assigned, St. Polycarpe Junction, was to take place on the 10th inst.

NEW BRUNSWICK.

D. W. Hartt (estate), general merchant, Fredericton Junction, has been succeeded by Thos. B. Hartt.

Upton's

Pure Fruit Jams, Jellies and Orange Marmalade

in glass jars are the correct thing for camping or picnic parties.

MANITOBA AND N.W.T.

Anderson & Co., general merchants, Balcarres, have been succeeded by G. W. Ludlow.

The stock of Joseph Philibert (estate of), general merchant, Duck Lake, is advertised for sale by auction.

The stock of McLeod & Bayley, (estate of), general merchants, Elkhorn, is advertised for sale by auction for the 12th inst.

Bruce & Co., general merchants, Graysville, have been succeeded by J. D. DeWar.

Seaman & Co., tobacconists, Lethbridge, have sold out to R. W. Wallace.

C. H. Evans, grocer, Medicine Hat, has sold out to A. B. Leblanc.

A. J. McLeod, confectioner, etc., Miniota, has sold out to B. L. Clinton.

P. W. Allaire, confectioner, Somerset, has been burnt out.

The storehouse of J. A. Decosse, general merchant, Somerset, was destroyed by fire.

M. Berard, grocer, Winnipeg, has sold out to Johnson & Abram.

Crozier & Co., grocers, Winnipeg, have sold out to Westhaver Bros.

A. Simpson, grocer, Winnipeg, has sold his business at Snow Flake to W. Rowbotham.

PERSONAL MENTION.

Mr. W. F. Morley, of the Canada Brokerage Co., Limited, Toronto, was a visitor to Montreal this week. Mr. Morley reported business as satisfactory and the outlook most encouraging.

Mr. D. H. Rennoldson, wholesale grocer, Montreal, is taking advantage of the temporary quietness in business to spend a few weeks' vacation at Pike's Island, on the coast of Maine.

Mr. Howard Morton, of Belhaven, Ontario, large general storekeeper and postmaster, had a pleasant little call with The Grocer on Monday. He reports business as being excellent.

Mr. W. R. Caron, representing Heinz Co., has returned to Montreal from a few weeks' vacation up around Isle Perrot south. He looks well and evidently enjoyed his vacation.

Mr. L. J. Forget, St. Agathe des Monts, has bought out Murphy Bros. of that town, and fitted up one of the handsomest stores in the Province of Quebec. The new purchaser has converted it into a liquor department. Mr. Forget also conducts a large general store, having for many years been one of the most prominent and pushing merchants in that part of the country. He is wide-awake, progressive and up-to-date in catering to the wants of his customers.

Association News

TORONTO RETAIL GROCERS.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held Monday night last in St. George's Hall with President F. W. Johnston in the chair and a goodly number of members in attendance.

The only matters of business to come before the meeting were the report of th Executive Committee and Mr. Clarke's motion to amalgamate with the Grocers' Section of the Retail Merchants' Association.

The affairs of the Excursion Committee were not in shape for a final report, but an interim statement was made showing a surplus of over $200 as a result of the annual outing. After the report was received various members expressed their appreciation of the Excursion Committee and gave voice to their views on various matters pertaining to excursions in general.

Mr. Clarke was not present to press his motion to amalgamate with the Retail Merchants' Association. The unanimous opinion of those present was opposed to the motion. The association as at present constituted is a live one and it was not thought that any good would come from a change.

On motion of Mr. David Bell, seconded by Mr. R. B. Snow, a vote of thanks was passed to The Canadian Grocer for the handsome badges supplied the association on the occasion of the excursion to Buffalo. The thanks of the association were then very felicitously tendered the representative of The Grocer present by the president, Mr. F. W. Johnston.

Mr. Panther, who has recently returned from a trip to St. Louis, was prevailed upon to recount his adventures for the benefit of the association and gave a most interesting account of some of the wonders to be seen at the Exhibition.

"St. Louis," said Mr. Panther, "has the finest street car service in the world. The cars are commodious, comfortable and run very swiftly. The city is built on a series of hills and the business and residential sections were strangely mixed." He asked a native where was the business section of St. Louis. "Oh, most anywhere," was the answer. No one seemed to know where it was.

The approach to the Exhibition grounds, Mr. Panther thought anything but creditable, but the Exhibition itself was indescribable. It was the largest ever attempted. The floor space of the agricultural hall was 10 acres more than that of all the Pan-American buildings combined. In machinery they even had machines that would talk. You dropped a nickel in the slot, got on a platform and the machine shouted out a hundred and sixty two pounds.

The fine art building and the Pike were also vividly described and the Canadian building said to be very creditable. Among the exhibits Mr. Panther remembered were those of Eby-Blain, A. F. McLaren's Imperial Cheese and Salada.

When the speaker sat down he was roundly applauded.

CATALOGUES AND BOOKLETS.

A Legal Monthly.

The Mercantile Adjuster and the Lawyer and Credit Man is a monthly commercial law digest, legal directory and bank list, published at St. Louis and New York, which is of value not only to the commercial lawyer but to the commercial men as well. It contains a great deal of valuable information along the lines indicated.

A Handsome Report.

The Vancouver Board of Trade is to be congratulated on its seventeenth annual report. It is safe to say that no other board in Canada gets out such an admirably printed and illustrated report. The book contains not only a report on the work of the board but also a vast amount of statistical and other information on Vancouver and British Columbia, regarding agriculture, fishing, mining, and other industries. The illustrations are particularly well executed.

How to Increase Canadian Trade.

The weekly report of the Department of Trade and Commerce for August 1 is a particularly strong and creditable one. It contains papers from nine commercial agents on the question "How to Increase and Maintain Canadian Trade." J. S. Larke and D. H. Ross write for Australia; P. B. Ball and J. B. Jackson represent Great Britain; G. E. Burke, R. Bryson, S. L. Horsford and Edgar Trepp discuss the West Indies and C. E. Sontum, Norway, Sweden and Denmark.

RED ROSE TEA WAREHOUSE

INTERIOR VIEW, NO. 8.

FIRST FLOOR. SHIPPING ROOM.

This floor has two doors opening on Drury Lane, in the rear of the General Offices. One door is used for receiving tea and the other for shipping; while empty cases of which a great quantity are used, are received through a slide from Mill St., which is on the opposite side of the building.

When the teas are received, they are weighed, marks checked, and then by electric elevator are taken to the floor above.

On this floor teas such as Chinas, Formosas, Japans, etc., which are usually sold in the original packages and not used in blending to any great extent, are stored, so as to be convenient for shipping, as well as a stock of Red Rose Tea, and Estabrooks' blends in bulk.

On this floor also is kept the sheet lead which is used for the lead packages. The seven machines in the packing room when working full time use nearly two tons per day. The lead is chiefly imported from England and comes in cases of 3 cwt. each. The scrap lead which is sent down from the fifth floor, a carload of which accumulates in a short time, is also stored on this floor.

This concludes the series of internal views, which, to those who have not had the opportunity of visiting my building, I hope has given a fairly intelligent idea of how the business is conducted.

T. H. ESTABROOKS, TEA IMPORTER AND BLENDER,

Branch Offices: Toronto, Winnipeg. St. John, N. B

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

New Animal Food.

EXPERIMENTS are being made this Summer at the Ontario Agricultural College, Guelph, for the purpose of determining the value of blood meal and tankage, by-products of the slaughter house, as supplementary food for hogs. From supplies obtained last year from Chicago firms, these products were found to be exceedingly satisfactory. Comparisons are being made this season between inside feeding and ordinary outside feeding. The by-products furnished so far by Canadian packing houses are not sufficiently refined for purposes of animal feeding. Practically all these products in Canada are sold into the United States to be used for fertilizing the land. If this year's experiments are successful, however, some of the Canadian packing houses are likely to see their way clear to put in plants for refining by-products for use as animal food.

Strike Spreads to New York.

The Advisory Board of the Amalgamated Meat Cutters' and Butcher Workers' Union of North America, at a meeting on August 8 decided to order a strike in New York and vicinity. Between 3,000 and 4,000 men were called out.

Chilled Meat in Britain.

ALD. DUNN, of Toronto, an accepted authority on the cattle trade, who has just returned from England, suggests that the Canadian Government erect at Liverpool, Southampton, London and Glasgow, cold storage establishments for the reception of cargoes of chilled meat from Canada.

"I have on former occasions predicted," said the alderman in an interview, "a great future for our cattle trade both in dressed meat and live cattle. On each of my visits to England within the last ten years I have found a great increase in the consumption of chilled meats, imported from the United States, South America and other countries. This fact is, no doubt, having a great effect upon our live cattle.

"The prejudice of eight or ten years ago against chilled meat has almost entirely died away, and chilled meat is quoted in England to-day for 10c to 12c per pound, or within a fraction of the quotation for the live animal. When the difference in the cost of transportation of the living and the dead is taken into consideration, it may easily be seen that with proper facilities the chilled meat business is much the safer, but it will require a strong company organized in this country to start a concern of sufficient magnitude to compete with the American who is well established in the British market."

Continuing, the alderman said the Government could not aid in the development of the dead meat industry better than by erecting cold storage depots at several British centres. The cost of cold storage in London, Liverpool, Southampton and Glasgow was so very expensive that it practically debarred people from going into the dead meat business, when they had to depend on private corporations for storage facilities. He was told that all the big dead meat exporters of the United States had their own cold storage facilities.

Preservation of Butter

The French National Society of Agriculture has recently received from one of its members an interesting communication on the preservation of butter by fluoride of sodium. The writer says this substance is not hurtful unless administered in doeses of some 30 grams (463 grains) a day for animals weighing 125 pounds From one-quarter to 1 gram (1 gram—15.43 grains) in a pulverulent state suffices for 2 pounds of butter, which it will preserve indefinitely. It is stated that the strength of the fluoride, so far as its effect upon the health is concerned, is diminished one-half by mixing. If, however, it retains its full strength, no inconvenience can result, as many physicians prescribe as much as 40 centigrams (6.16 grains) every twenty-four hours in order to regulate digestion.

It is further stated that the fluoride can be used in infinititesimal quantities as more than half a gram (7.7 grains) to a pound of butter renders it unpalatable, but that instead of making the butter ndigestible and less nutritive, the fluoride, when used properly, is considered an aid to digestion.

Live Stock Show Dates.

At a meeting of the directors of the Eastern Ontario Live Stock and poultry show, it was decided to hold the next show in Ottawa from March 6th to 10th, 1905. The show will be run on much the same lines as in previous years—the exhibits consisting of horses, beef and dairy cattle, sheep, swine and poultry. Liberal prizes, such as will bring out large and excellent exhibits, will be offered in all classes.

Their Next Annual Meeting.

The next annual convention of the Dairymen's Association of Western Ontario will be held in Stratford on January 17, 18, and 19, 1905. The Dairy Exhibition will take place at the same time.

Stock Farm Incorporated.

A charter has been granted Stephen, George and Henry Price, of Peel County, and Thomas and Arthur Price, of Toronto, incorporating them as the Erindale Stock Farm, Limited, with a capital of $20,000. Stock farming and general farming will be carried on.

A New Preserving Machine.

On his recent visit to England, Hon. John Dryden, Ontario Minister of Agriculture, inspected an apparatus in London for preserving milk cream without chemicals. He was much pleased and said he would lay the matter before the Dairy Association of Ontario with the view of putting Canadain cream on the British market.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,
LIMITED.
PORK AND BEEF PACKERS,
TORONTO. ONT.

ROSE BRAND SMOKED BACKS

are the best known on the market. New, sweet cured stock of splendid flavor.

Surplus fat and rind removed, avoiding any loss in cutting. Fresh out of smoke daily, at

Peterborough, Hull and Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

IMPERIAL

CREAM TARTAR

BAKING POWDER

PUREST, STRONGEST, BEST.

Contains no Alum, Ammonia, Lime, Phosphates, or any injurient.

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The hot weather has stimulated demand for smoked meats. The lumber camps are also beginning to lay in supplies and as a result there is a more active feeling in provisions and prices are firm. This same feeling is also found in lard, which is on a very low basis. Advances are noted in small and medium hams and also in short cut and plate beef. We quote:

Long clear bacon, per lb	$0 07½	$0 08
Smoked breakfast bacon, per lb	0 12	0 12½
Roll bacon, per lb	0 09	0 09½
Small hams per lb	....	0 13
Medium hams, per lb	....	0 13
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 06¾	0 07
" tubs "	0 07	0 07½
" pails "	0 07½	0 07¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	10 00
" front quarters	4 50	5 50
" choice carcases	7 50	8 00
" medium	6 50	7 50
" common	6 00	7 00
Mutton	6 00	7 50
Lamb, spring	10 00	11 00
Veal	6 00	9 00
Hogs, light	8 00	8 25
" heavy	6 50	6 75

Butter—The market for creamery is a little firmer this week. Receipts of dairy are heavier with no change in price. Complaint is still heard of inferior stuff which brings very low prices. We quote:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 17½	0 18
Dairy prints	0 13	0 14
" in tubs	0 12	0 14

Cheese—Reports from the boards this week show a stronger and healthier feeling due to better export demand. The board sales on Saturday were as follows:

Belleville offered 3,700 white July cheese; sales were 2,700 at 7 7-8c.

Cowansville, 27 creameries offered 1,642 boxes of butter, and 30 factories offered 1,567 boxes of cheese. Butter sales ranged from 18 3-4 to 19 3-8c. Cheese sales from 7 3-8 to 7 13-16c. Three hundred and sixty-four boxes of butter and 380 boxes of cheese held over.

Watertown, N.Y., 9,034 boxes at from 7 1-2 to 8c.

Canton, N.Y., butter, 18 1-8 to 18 1-4c, with 18 1-8c ruling. Cheese, twins, 7 3-4c.

London, 13 factories offered 1,070 boxes, 360 boxes at 7 3-4c.

Cornwall, 1,875 cheese were boarded, 950 white, 925 colored; all sold; white at 8c, and colored at 8 1-2c.

Alexandria, 976 white cheese and 360 colored were boarded; white sold at 8c, colored at 8 1-8c.

Locally prices are firm at last quotations.

	Per lb.	
Cheese, large	0 08¼	0 08¾
" twins	0 08¼	0 09

Montreal.

Provisions—Business in bacon and hams is good, both locally and from country points. Prices, however, show no change as supplies have been ample to fill all demands. There is a fair trade in both compound and pure lard. Dressed hogs are stronger and advanced 25c per 100 lbs; demand good and supply limited. Fresh killed abattoir dressed stock sold at $7.75 to $8 per 100 lbs.

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 12½	0 13¼
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07⅞
" " ½-tierces, per lb	....	0 07⅞
" " 60-lb. fancy tubs	....	0 07¼
Cases, 20 3-lb. tins, per lb	....	0 08⅜
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07⅞
20-lb. wood pails, each	....	1 53
20-lb. tin pails, each	....	1 43

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅜
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

Butter—An unsettled feeling prevails and holders are asking more than can be realized. Finest Eastern Townships held at 19 1-4c, but it is claimed that equally as good can be bought at 18 3-4 to 19c. Quebec choice offered at 18 1-2 to 18 3-4c; creamery, good to fine, selling at 18 to 18 1-4c. The English market is showing a better front and holders are looking forward to a chance to turn over their stock.

Cheese—Cheese maintains its peculiar position. At the end of last week an advance at country boards was noted and maintained at the early part of this week. It is feared that there is some strong manipulation of the market under way and efforts have been made to get English buyers to respond, but nothing tangible has resulted. In some quarters it is thought that higher prices must shortly come. There is certainly something peculiar and unusual in the continued weak position of the market. Receipts are about equal to same week last year, though exports are 34,941 boxes less than last year this time.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Wholesalers!

Do you sell DOMESTIC-MADE MACARONI?

If so, let us send you a sample box,—free, of

Napoli Macaroni

—a better made, better put up macaroni than any other—domestic or foreign.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

A 10 cent packet of
Wilson's Fly Pads
has actually
Killed a Bushel of Flies

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

St. John, N.B.

Provisions—There is very little doing in barreled pork and beef. Pork is rather firmer. Lard is in light demand even at the extreme low prices which continue to rule. Hams and rolls are out of season except in a retail way. In fresh meats prices are lower and the market is rather dull, this is particularly the case in beef. Lamb has a steady sale, mutton and veal are lower. Pork is in light demand with prices fair for the season:

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	12 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 10
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb, "	0 08	0 09
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 09
" " pails "	0 08½	0 09½
Refined lard, tubs	0 08½	0 09
" " pails	0 08½	0 08

Butter—Market is dull. Supplies come in at this season direct to retailers and even consumers:

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—There is a fair sale. Prices remain unchanged. Quality for the season is quite good.

Eggs, hennery	0 15	0 20
" case stock	0 13	0 14

Cheese—Prices for early cheese are quite low. Dealers begin to want later cheese. Local demand is for twins.

Cheese, per lb	0 09	0 10

Winnipeg.

Cured Meats—The market is now firm tations are as follows:

Hams, per lb	0 12½
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 11½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Lard—The market is firm. Our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	3 65
" compound, in 20-lb. pails	1 65

Butter—The market is lively and there is a good demand for choice quality. We quote the following prices:

Fresh churned creamery, per lb	0 20	
Dairy, per lb	0 16	
" in tubs, per lb	0 14	0 15

MOLASSES AS FEED FOR HORSES.

CONSIDERABLE has been said and printed within the past year or two on molasses as a food for horses and cattle, and all agree tnat while it is very beneficial to the animals, it cannot be given in quantities with safety. Many are the mixtures that have been and are being offered, that claim to have successfully grappled with the question of feeding the molasses in proper proportions, and have met with more or less success. One of the most successful of such feeds is "Molassine Meal," which is said to be a pure vegetable matter scientifically blended with molasses in the proper proportions, and is meeting with very large sales,—in Europe alone the sales during 1903 having reached over 100,000 tons. Mr. J. H. Maiden, of Montreal, the Canadian agent, has been successfully pushing the sale of Molassine on the Canadian market, and is very optimistic regarding its future. He has at the present time a shipment of fifty tons in transit.

PERSONAL MENTION.

Mr. Henri Jonas, of Henri Jonas & Co., Montreal, has returned from his annual tour to the European markets.

Mr. J. E. Davidson, postmaster and general merchant of Cowley, Alberta, has just returned home from a holiday trip to Nova Scotia.

Mr. C. H. Crawford has opened a flour and feed store in the stand lately occupied as a machine shop, opposite the New Daly, King street, Ingersoll.

Mr. J. A. Mathewson, jr., of J. A. Mathewson & Co., Montreal, is back into harness again after a three weeks' outing at Lake Charlebois, P. Q.

Mr. J. H. Maiden, Montreal, manufacturer San Toy Starch and Eagle Baking Powder, has returned from a two weeks' trip through the Maritime Provinces, visiting St. John, Halifax, Moncton, Truro, and the larger cities and towns. This was Mr. Maiden's first trip east, and he speaks very satisfyingly of the results of his tour. He was much impressed with the manner of his reception by the eastern merchants.

Mr. Geo. H. Palmer, well and favorably known to the trade in the Maritime Provinces, has joined the traveling staff of S. H. Ewing & Sons, Montreal. Mr. Palmer has been on the road in the provinces for 26 years, and in that time represented some of the best houses in the east. That he is known to the trade goes without saying. Mr. Palmer spoke of the prospects for business as being good, a fairly large apple crop and successful fisheries on the whole tending to make trade good. He left on Thursday for Woodstock, N. B.

COMMON SENSE.

The Common Sense Manufacturing Co., 381 Queen street west, Toronto, are putting on the market a rat exterminator that is said to be remarkably efficacious in doing away with these pests. It has the additional advantage of being non-injurious to other animals and of causing the rat to dry up after taking the paste. They also put up roach and bed bug paste under the same label.

MAPLE SYRUP
SMALL'S is Standard
Smalls
MAPLE CONFECTIONS ARE STANDARD
Put up by the
Maple Syrup Exchange

KILL
Roaches, Bed-Bugs, Rats and Mice
WITH
Common Sense
A poison that won't kill children.
Sample box on request.
COMMON SENSE MFG. CO.
381 Queen St. W., Toronto

Peacock Brand
Quality
of Condensed
Mince
Meat.
Comes from clean ingredients of perfect quality.
Order from your whole saler.
The Bates, Peacock Co.
HAMILTON, ONT.

A word of thanks

In appreciation of the many expressions of sympathy, and the many courtesies extended to us, since the fire, by the trade generally, we wish to extend our thanks—

PREMISES

We have secured temporary premises, pending the repairing of our warehouse. In the meantime we are located as follows—

OFFICES—24 Scott St., Phone Main 3803.
Order Department—26 Front St. East, Phone Main 3804.
Shipping Department—7 Scott St., Phone Main 3805.

ORDERS . .

Our travellers will be out again next week on their respective routes and all orders entrusted to their care will be shipped without delay—

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO.

THE PRESERVATION OF APPLES.

The conditions under which the prolonged storage of apples may be successfully carried out has been studied during the past two years by the United States Department of Agriculture, and the cold storage of apples has now made this fruit available practically the whole year round. Several hundred different varieties were stored in order to make the tests. It appears that there is no difficulty whatever in storing apples in the autumn and keeping them until late in the following Spring. All that is apparently necessary is to keep an equable temperature; just about freezing point is the most satisfactory.

ENGLAND'S AGRICULTURE.

The agricultural returns for 1903 tell a pitiful tale of England's unsettled acres, and her dependence on outside sources of food supply. They are of immense importance to Canada, for the decrease in acreage of land under the plow means larger markets for her wheat. Why should Argentine show the greatest increase in the exports to Great Britain, particularly when the bulk of her exports rival those of Canada? A careful perusal of the figures given in the returns may awaken all concerned to the immensity of the opportunity at hand.

Since 1875 there has been a steady reduction in the area of land under the plow, and last year 172,000 acres were withdrawn from arable cultivation. This brings the total under cultivation below 15 1-2 million acres, or 3,000,000 less than a third of a century ago. The decrease in wheat acreage has been 8 1-2 per cent. or 145,000 acres, leaving only 1,528,000 acres to wheat; while the barley acreage fell by 51,000 acres, reducing the total acreage to 1,858,000 acres, the lowest on record. Even the lands in potato cultivation are less by 10,000 acres.

TO BE WOUND UP.

The Stratford Wholesale Grocery Co., after being in operation about a year, have decided to go into voluntary liquidation. The liquidator is Mr. A. H. King, and the inspectors Messrs. J. C. Monteith, A. Dempsey, J. P. Mabee and George Ballantyne. The liquidator, it is stated, has an offer for the stock, including the lease of the premises, from the Wholesale Grocers' Co., and it will possibly be accepted. Twenty-five per cent. of the subscribed capital stock of $100,000 was paid in, and this will cover the loss. It is understood that the business will be continued by the prospective purchasers.

BRITISH TRADE WITH CANADA.

The British Board of Trade returns for July show a decrease in imports of $23,483,500, principally in foodstuffs, $18,284,445, and wool, $3,345,265; and a decrease in exports of $5,460,000, mainly in iron, steel and manufactures thereof.

The imports to Great Britain from Canada during the month of July were as follows:

Cattle, 14,391 head	£255,815
Sheep and lambs, 5,274 head	8,676
Wheat, cwt., 814,100	292,379
Wheat, meal and flour, cwt., 235,830	110,893
Peas, cwt., 12,590	3,774
Bacon, cwt., 119,274	260,913
Hams, cwt., 32,983	80,435
Butter, cwt., 36,728	157,695
Cheese, cwt., 272,951	571,525
Horses, 31 head	1,125

Fresh and Cured Fish

How Herrings Are Caught.

THE method of catching herring and sprats is not, as might be supposed, universally understood, writes Mr. Frank Bullen in Sunday at Home. Very briefly it is this: Of stout, well-tarred twine a net is constructed about 20 feet wide and in 120 foot lengths, making up for one boat about 200 fathoms. At the top and bottom are stout ropes, the lower rope being slightly weighted with sheet lead lapped round it in places, and the upper buoyed with pieces of cork. The meshes are made just large enough for the herring or sprat, as the case may be, to get its head through. There it is caught, for the pectoral fins and swell of the body will not allow it to go any further, while the opening of the gills prevents it from moving backwards. When the nets are shot, as it is termed, they oppose to the passage of the army of herrings an invisible fence through which it is impossible to pass, but which is, of course, attempted. Presently an enormous number of fish are entrapped by the neck, but so lightly are they held that when the net is hauled into the boat a gentle shake in quite sufficient to dislodge them, and they fall into the boat dead, for the herring dies almost at once upon leaving its native element.

The Salmon Shortage.

ACCORDING to figures recently received from British Columbia the pack on the Behring Sea is short 400,000 cases. In Middle and Southern Alaska the shortage is two hundred and fifty thousand cases. British Columbia is two hundred and twenty-five thousand cases short and Puget Sound sockeye chinooks. Columbia River and Sacramento River are one hundred and twenty-five thousand cases short, a total of one million cases. Another's figures are substantially that the shortage is one-half of last year, which was 2,570,042, leaving a total pack of 1,335,000 cases this season.

From another source come estimates of a total pack of pink salmon of 335,000 cases. The total pack of pink salmon and chums last year was 709,235 cases. In 1902 it was 876,768 cases, and in 1901 804,549 cases.

Visitors From the East.

A party of prominent capitalists who are largely interested in the British Columbia Packers' Association reached Vancouver from the East on July 29. The party consisted of E. W. Rollins of the firm of E. H. Rollins & Sons, Boston; Edward Cronyn, of the firm of Aemilius Jarvis & Co., Toronto, and Charles E. L. Porteous, of Montreal, and Ashton Rollins. They went out West to see something of the salmon run and also to attend the annual general meeting of the British Columbia Packers' Association, which was held in Vancouver on August 1.

Indignant.

The Anglers' Association of the St. Lawrence River at their 21st annual meeting, held at Thousand Island Park on the 3rd inst., protested against a new regulation of the Department of Fisheries of the Province of Ontario, which requires that every American fishing in the waters of the Province shall be required to pay a fee of $5 for each rod fished, unless he is a guest at a Canadian hotel or boarding-house, or has purchased his supplies in Canada. A committee of three Americans and two Canadians was appointed to make an effort to have the regulation rescinded.

Restocking Inland Lakes.

The Fisheries Department of Ontario have completed their work for the season in connection with the restocking of the inland lakes with bass. Altogether over 10,000 parent bass have been transplanted, and the angling in the inland lakes is reported to have been improved accordingly. In the lakes in the vicinity of Huntsville, where up until four years ago no bass were to be found, the work of the Department is reported to have been very noticeable, and the tourists now report good bass fishing.

New Use for Dog Fish.

Several recent tests by fishermen in Nova Scotia of dog fish as lobster bait give fair promise of a successful issue. There are about 10,000 fishermen engaged in fishing lobsters, using nearly 150,000 barrels of herring as bait, at a cost of approximately $225,000 a year. The same quantity of dog fish at the proposed rate of bounty, would be worth a little over $100,000,—not half as much as if used for bait. While this quantity would be far from reducing to an appreciable extent the swarms of dog fish on the Atlantic coast, it is a side of the problem which cannot be overlooked.

Herrring Curing Experiments.

The curing of Canadian herring by the Scotch process is likely to result in greatly enhanced prices for Canadian fishermen. An experimental shipment to New York recently of herring cured by the Scotch expert, Mr. Cowan, and his assistants, realized from $10 to $12 a barrel, an increase of about 50 per cent. on prices under the old method.

Remedy for Dogfish Evil.

The proposed payment of bounties for the destruction of dogfish has been abandoned by the Minister of Marine and Fisheries. In its place he will construct three factories in the Maritime Provinces for the reduction of dogfish and fish offal into oil, glue, etc. Each of these factories will cost about $9,000, and will be constructed on the plans of the factories in operation in the United States. One will be located in Gloucester County, a second on the south shore of Cape Breton, and a third probably in the Magdalene Islands. In the United States these factories realize a handsome profit, and it is hoped that the Canadian reduction stations may be made self-sustaining.

B. C. Salmon for New Zealand.

There are indications that New Zealand is interested in British Columbia salmon, and that before long a market for the canned product from this coast will be found in that part of the Empire, says the Vancouver News-Advertiser. At present a New Zealand buyer of salmon is in British Columbia and may make a number of contracts for the shipping of salmon from the Fraser River. It is his first visit to British Columbia on such an errand, but since the preferential tariff in favor of Canadian products has come into froce in New Zealand, merchants are beginning to look this way. Large quantities of salmon have hertofore been obtained from Puget Sound, and it is very probable that the trade will come now to Vancouver.

SPECIAL NOTICE to the TRADE.

IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call the attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. At the same time the retailer should have 25 per cent. profit on it at the price we are quoting it. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole we have every reason to believe it is the finest in quality that we have ever packed.

Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.

HANDSOME BROKERAGE OFFICES.

ON this page The Grocer takes pleasure in presenting two illustrations of the sample room and business office respectively of the brokerage firm of J. L. Watt & Scott, in the Royal Insurance Building, 27 Wellington street east, Toronto. The main office, situated on the first floor of the building, is guarded at the entrance by a neat brass rail beyond which is the receiver's counter. In this office is conducted the correspondence and bookkeeping of the firm. The southeast corner of the office is separated from the main portion by a glass partition, framed in solid oak, forming the private office of the senior of the firm. The sample room is entered from the main office through a wide archway in the middle of the partition wall, as shown in the illustrations.

Business Offices, J. L. Watt & Scott.

The offices are capacious and thoroughly lighted. The floors are of polished hardwood and rendered quieter by a judicious disposition of Oriental rugs. The length of the office is 50 feet and the breadth of office and sample room is 30 feet. One is impressed on entering with the fact that these are premises of a thoroughly up-to-date and orderly business concern.

The business was commenced in 1885 by Mr. J. L. Watt as a foreign agency, i.e., Mr. Watt acted as agent for foreign shippers. At that time the most important agency business in this line was conducted by the late Mr. E. Bendelari in Toronto. The difficulties of introducing to the trade shippers who were unknown to the importers was much greater in those days than at the present time. It was not until seven or eight years had elapsed that these difficulties were successfully overcome and the firm of Watt & Scott were recognized as one of the leading sources of information and supply.

The business had been established several years before the firm took up the sale of teas and, although still most widely known as agents for the most reputable shippers in all lines of European produce, their connections in this line covering the whole Dominion from Halifax to Vancouver, their tea department at the present time is looked upon as one of the most important in the business.

Soon after Mr. A. H. Scott's entrance into the firm in 1890, he went to Montreal and established a house there, from which centre the firm of Watt, Scott & Goodacre (Mr. E. B. Goodacre having been subsequently taken into partnership) conduct an important business for the same European shippers.

Some of the chief agencies conducted by the firm are Harrisons & Crosfield, London, England, Crosfield, Lampard & Co., Colombo, Ceylon, and Lampard, Clark & Co., Calcutta, India, in teas, and Dem Shisas, Patras, Trenor & Co., Valencia, and Wm. Rogers & Co., Denia, in fruits. In addition they have direct connections for all classes of European and foreign produce, with shippers that stand high in the estimation of the trade. Watt & Scott are also sole agents for Van Houten's cocoa and selling agents for the Anglo B. C. Packing Co.'s brands of salmon.

Sample Room, J. L. Watt & Scott.

The place that **Blue Ribbon Ceylon Tea** has in the **esteem of uncounted thousands** of Canadian homes should convince **the grocer** that it is profitable to give

Blue Ribbon Ceylon Tea

a large prominence in his tea business.

The Red Label at 40c., is equal to other 50c. Teas.

SUCCESS

is the only natural result of good judgment. The same wisdom that prompts the good grocer to supply his customers with **Chase & Sanborn's Coffee** will usually lead him into **further good fortune.**

CHASE & SANBORN

The Importers, Montreal

A Bird in the Hand

There is a reason why our chewing gums are the best sellers. It is because ours are unquestionably the best chewing gums manufactured, and the public demands the best.

When you stock any of our several brands of high grade chewing gums you know just where you stand. You know that the goods are right, that the demand is certain, and that you are sure of a profit. We do not sell our brands with premiums, therefore when gum is sold you have, instead of a premium, a big cash profit. Is it not A BIRD IN THE HAND?

Here they are

Adams' Tutti Frutti and Pepsin.
Britten's Kola Nut and Red Jacket.
White's Yucatan.
Dr. Beeman's Original Pepsin.

Ask your jobber for them.

The American Chicle Co.

Toronto, Canada.

ALVINA SALT

Is especially prepared, DOES NOT CAKE or get hard. Always runs free. Put up in decorated tins, to retail at 10 cents and shews a good profit The very best value in salt upon the market. Try a case of 5 dozen tins.

WRITE US FOR PARTICULARS.

ROSE & LAFLAMME,
MONTREAL.

ARE YOU **HOT** AND **THIRSTY** ?

SO IS EVERYBODY.

Your customers will be asking for

"A NICE DRINK"

BATGER'S

LIME JUICE CORDIAL

is a delicious and refreshing Summer beverage.

ORDER FROM YOUR JOBBER.

AGENTS :
ROSE & LAFLAMME,
MONTREAL.

Has stood the test of every climate.

ST. CHARLES EVAPORATED UNSWEETENED CREAM

In competition with the whole world has received the highest awards at

THE WORLD'S FAIR,	CHICAGO, ILL.,	1893
THE TRANS-MISSISSIPPI EXHIBITION,	OMAHA, NEB.,	1898
PARIS EXPOSITION,	PARIS, FRANCE,	1900
PAN-AMERICAN EXPOSITION,	BUFFALO, N.Y.,	1901
TEXAS STATE FAIR,	DALLAS, TEXAS,	1902
INDUSTRIAL EXHIBITION,	TORONTO, CAN.,	1903
PROVINCIAL EXHIBITION,	HALIFAX, N S.,	1903
PROVINCIAL EXHIBITION,	VICTORIA, B.C.,	1902

and at numerous Pure Food Exhibitions in various parts of the country.

ST. CHARLES EVAPORATED CREAM is always ready, always right. Every precaution has been taken in its preparation to insure uniform high quality.

EVERY CAN GUARANTEED.

SWEETENED. We are prepared to supply and to ship promptly the following brands of - **Condensed Milk**

"SILVER COW," "PURITY," AND "GOOD LUCK"

equal in purity to our famous **St. Charles Evaporated Cream**, and guaranteed absolutely.

Manufactured at Ingersoll, Ontario, Canada, and St. Charles, Ill., U.S.A.

For price and full particulars, address "FOREIGN DEPARTMENT,"

ST. CHARLES CONDENSING CO., - St. Charles, Ill.

RETURNED
AUG 12 1904
Cut both 22
Page 37

Quality—the highest standard.

Prices—no higher than for common brands

Our first consideration with every shipment on every line is quality.

Our customers' trade depends on the quality of the goods we supply them and we make it our business to see that they cannot get quite as good quality from any other house.

Prices—We buy in such immense quantities and direct from the countries of production that no other house can undersell us.

We take just as good care of our little customers as the large—they'll grow and we want to keep them.

If you want your orders filled promptly we can make shipment the day we receive your order.

All our lines are covered by catalogue—do not hesitate to write for folders on any line—we are glad to supply them.

GORMAN, ECKERT & CO., LIMITED

Manufacturers and Dealers in Grocers' High-Class Specialties

LONDON, Canada.

CLASSIFIED LIST OF ADVERTISEMENTS.

Advertising.
Smith, Geo. J., New York.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Accountants and Auditors.
Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.
Royal Baking Powder Co., New York.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto and Oakville.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, L. L. O., Montmagny and Quebec

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Black Lead.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co.,Picton,Ont.

Cheese Cabinets.
Lucas, Steele & Bristol, Hamilton.

Chewing Gum.
American Chicle Co., Toronto.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
Stewart, A. J., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.
Taylor & Mulveney, Hamilton.

Dairy Produce and Provisions
Canadian Swiss Trading Co., Montreal.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Educational.
Belleville Business College, Belleville.
Canadian Corr. College, Toronto.
Metropolitan Business College, Ottawa.
St. Margaret's College, Toronto.
Western Business College, Toronto.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Davidson & Hay, Toronto.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Todd, J. H., & Sons, Victoria.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Snowdon, Forbes & Co., Montreal.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Cochrane, C. H., & Co., Ottawa.
Coles Mfg. Co., Philadelphia, Pa.
Smith, John E., Sons Co., Buffalo.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Lubricant.
Cole, G. W. Co., New York.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Notions and Novelties.
Weese, G. A., & Son, Toronto.

Office Systems, Supplies, etc.
Briggs Ledger System Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Greig, Robert, Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Parke & Parke, Hamilton.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Eureka Regrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.
Verret, Stewart Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.
Lever Bros:, Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Snowdon, Forbes & Co., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Mathieu, J. L. Co., Sherbrooke, Que.
Rattray, D., & Sons, Montreal.
Tea Rose Drips — Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.
Snowdon, Forbes & Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Turner, James, & Co., Hamilton.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Grocers' Engineering Co., London, Eng.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

Typewriters.
Canadian Oliver Typewriter Co., Montreal

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Stauntons Limited, Toronto.

Washing Compound.
Duncan Co., Montreal.
Keen's—Frank Magor & Co., Montreal.
Reckitt's —Gilmour Bros., Montreal.

Woodenware.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Accountants & Auditors 84
Adams, E. E. 71
Adamson, J. T., & Co. 71
Allison Coupon Co. 7
American Chicle Co. 28
American Coffee & Spice Co. 85
American Tobacco Co. 81
Auer Light Co 8

Balfour & Co..outside back special cover
Barristers and Solicitors 84
Bates, Peacock Co 22
Batty & Co. 85
Bell Telephone Co. 83
Belleville Business College 84
Bennett Mfg. Co. 7
Black Bros. & Co. 8
Bloomfield Packing Co. 25
Blue Ribbon Tea 27
Bradstreet's .....outside back cover
Brantford Starch Works 50
Briggs Ledger System Co. 83
Burlington Canning Co. 7

Calvert, F. C., & Co. ..... inside front special cover
Canada Maple Exchange. 22
Canada Paper Co. 61
Canadian Corr. College 84
Canadian Oliver Typewriter Co 83
Canadian Press Clipping Bureau ..... inside back cover
Canadian Salt Co 32
Canadian Swiss Trading Co. 69
Canadian Vinegar Co. 71
Capstan Manufacturing Co 8
Castle, F. J., Co. ..... inside front cover
Ceylon Tea 6
Chase & Sanborn 27
Christie, Brown & Co..outside front cover
Clark, W. 61
Cole G. W. & Co. 83
Cochrane, C. H., & Co. ..... inside front special cover
Coles Manufacturing Co 32
Colson, C. E., & Son..outside back cover 3
"Commissioner" Tea 7
Common Sense Mfg. Co 22
Cowan Co ...inside back special cover 54
Cox's Gelatine 7
Cullen, Orlan Clyde 64

Davidson & Hay 15
Dawson Commission Co. 70
Dingle & Stewart 2
Dominion Molasses Co..inside back cover
Dominion Packing Co 19
Downey, W. P. 66
Duncan Company 7
Dunn, Wm. H 47
Dutch Chemical Works..inside back cover
Eby, Blain Co 23
Eckardt, H. P., & Co. 49
Edwardsburg Starch Co 87
Empire Tobacco Co.. 78
Epps's Cocoa. 61
Estabrooks, T. H. 17
Eureka Refrigerator Co 7
Ewing, S. H. & A. S. 88
Ewing, S. H., & Sons 5

Fabien, C. P. 80
Fearman, F. W., Co 19
Finkle & Ackerman 71
Force Food Co. 75
Fortier, J. M 80
Foster Pottery Co 2
Frontenac Cereal Co 77

Gibb, W. A , Co. 70
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd. 20, 73
Gorman, Eckert & Co. 30
Gowans, Kent & Co...outside back cover
Greig, Robt., Co. 69
Grocers Engineering Co.inside front cover

Hill, Evans & Co 13
Horrocks, T. J 80
Husband Bros. & Co. 70

Japan Teas 4

Kay Bros .....inside front cover
Keen, Robinson & Co.outside front cover
Kingston "Gleaner"....inside back cover
Kinnear, Thos., & Co. 14
Klotz, E. W 63

Lake Huron & Manitoba Milling Co... 32
Lambe, W. G. A. 2
Lamont, Corliss & Co. 69
Laporte, Martin & Cie 9
Lever Bros. 45
Lipton, Thomas J. 43
Lucas, Steele & Bristol 13
Lyman, Knox & Clarkson 54
Lytle, T. A., Co. 3

Maiden, J. H. 10
Marceau, E. D. 64
Mathien, J. L. ..inside front special cover
Matthews, Geo. Co 20
Metallic Roofing Co. 64
Metropolitan Business College 84
Millman, W. H., & Sons 2
Mooney Biscuit and Candy Co. 67
Morse Bros. 12
Mott, John P., & Co 66

MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 80
McCann, Wm., Milling Co 67
McDougall, D., & Co. 81
McGregor-Harris Co. 54
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co. 20
McWilliam & Everist 70

National Licorice Co ..inside front cover
Napoli Macaroni Co 21
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 64

Oakey, John, & Sons ..outside back cover
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 9
"Ozo" Co. 68

Pacific Selling Co. 60
Page, C. S. 64
Park, Blackwell Co. 19
Payne, J. Bruce 79
Price, Chambers & Co. 2
Provost & Allard 3
Pure Gold Mfg. Co. 45

Rattray, D., & Sons 86
Reckitt's Blue and Black Lead 86
Reid, W. B., & Co 80
Rose & Laflamme 5, 29
Row & Co. 2
Royal Baking Powder Co. 53
Rutherford, Marshall & Co 54
Ryan, Wm., Co. 54

"Salada" Tea Co 50
Sells Commercial 83
Sheridan, J. H. 50
Simson Bros. Co 3
Smith, Geo. J 83
Smith, Jonn E, Sons Co ..... inside back special cover
Snowdon, Forbes & Co. 60
"Sovereign" and "Lynx" Salmon.. 8
Stauntons Limited 59
Stewart, A. J. 66
St. Charles Condensing Co 29
St. Margaret's College 84
Stringer, W. B. 71

Taylor & Mulveney 63
Taylor & Pringle Co. 2
Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todd, J. H., & Sons 50
Todhunter, Mitchell & Co. 60
Toronto Club Coffee Co 64
Toronto Salt Works...inside back cover
Tuckett, Geo. E., & Son Co. 79
Turner, James, & Co. 13

United Factories 47
Upton, Thos., & Co. 15

Verret, Stewart & Co. 7

Walker, Hugh, & Son 71
Walkerville Match Co. 5
Waterloo Broom and Brush Co 7
Watt, J. L., & Scott 66
Weese, G. A., & Son. 83
Western Business College 84
Wethey, J. H. .....outside back cover
White & Co. 71
Wilson, Archdale 21
Wilson Commission Co. 2
Wilson, W. H., Co. 69
Wood, Thomas, & Co. 10
Woods, Walter & Co. 21

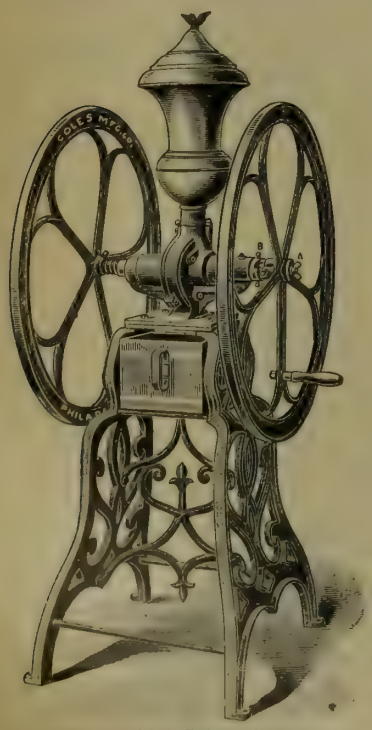
Years and Years!

For years and years the most persistent buyers of Windsor Salt have been the most successful cooks. One woman has told another about the salt that doesn't cake, the salt of unequalled purity, whiteness, dryness, and each woman is a link in the chain that has been forged from one little word, "confidence."

A woman can make or mar your success in business. She can influence trade—above all, ***she does like to talk.*** Think of the cumulative effect of years and years of constant talking—***constant praise for Windsor Salt.***

Windsor Salt

The Canadian Salt Co., Limited,
Windsor, Ont.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

DEDICATION.

THE GROCER is a firm believer in the future of the Canadian West. This belief is attested to by the present number, which has been prepared in honor of the Dominion Exhibition, which came to a successful termination last week in Winnipeg. In another portion of the paper, we devote considerable attention to the various phases of the Exhibition and illustrate a few of the notable displays. These in point of beauty of arrangement, and general interest were the equal of anything ever before shown in Canada. Altogether the Exhibiton was a remarkbale success and the directorate are to be congratulated on their enterprise and good management.

A REGRETABLE INDISCRETION.

SIR RICHARD CARTWRIGHT'S speech in the House of Commons the other day in defence of the appointment of Mr. Jackson as commercial agent at Leeds is one of the most regretable incidents in Canadian public life for some time.

Although we have with the Boards of Trade and the Canadian Manufacturers' Association had on more than one occasion to complain of the lack of energy displayed by Sir Richard Cartwright in the administration of the Department of Trade and Commerce ever since he came into office, we have always held that he was a type of politician superior to most of the men in public life to-day on both sides of the House. He was a strong politician and an ardent Liberal, but his record on the whole has been a clean one. He did not stoop to the questionable methods of the average politician. His fall from grace, therefore, comes as a great disappointment to a great many people of both political parties.

Liberals everywhere are regretting his indiscretion of the other day. It is true he was responsible for the appointment of Mr. Jackson, but it would have been infinitely better if in the heat of party debate he had not allowed himself to be lead into the discussion.

Sir Richard Cartwright's public life cannot necessarily be many years longer. His age precludes this. It is, therefore all the more to be regretted that in the closing years of his public career he was lead to enunciate principles which even in political affairs are morally unsound.

We have watched with a good deal of interest the reports of Mr. Jackson since he began his duties as commercial agent in Leeds. He has certainly exhibited more ability than we anticipated. He was a lawyer and not a practical business man, but since his appointment he has evidently done his best (and his best has been by no means bad) in the interest of Canadian trade. We have been particularly struck with the zeal which he has displayed in suggesting ways and means whereby Canadian exporters might increase their trade with the business men in his district. He has made some mistakes but his record has on the whole been fairly good.

It is to be regretted, however, that his political career in Canada was not so creditable. The methods he employed to secure evidence designed to unseat a politicial opponent were dispicable and no stronger words in condemnation of his conduct have been used than those of Judge Street, before whom the South Oxford election trial was heard. For Sir Richard Cartwright, therefore, to attempt to condone what Jackson did was most unfortunate.

It was unfortunate indeed, in the first place, because of the bad political doctrines which it enunciated. It was bad in the second place because of the reflection it must necessarily cast on Canadian public life in Great Britain, where Mr. Jackson is a representative of the Dominion Government. Political life in Great Britain is on a higher moral plane than political life in Canada, but it is not about the opinion of the public men in Great Britain that we are so much concerned; it is the opinion of the business men there.

To know that one of the officials who is representing the Dominion in a commercial capacity has been guilty of political practices which were so strongly denounced by a Canadian judge, and yet condoned by Sir Richard Cartwright, the head of the Department of Trade and Commerce, will certainly not tend to strengthen the credit of Canada in British business circles.

A DANGEROUS THING.

A DOLLAR is sometimes made or saved by a dishonest action; but it is a dangerous practice. From an economic standpoint, dishonesty is unprofitable. Business is based on presumptive honesty. Men transact business with each other because they believe that honesty is the rule and not the exception.

"We live by faith, not by sight," is just as true in business affairs as in orthodox religious conduct, and is just

as essential in the one as in the other. It is true the banks do not set much value on faith. They pin their belief in collateral security. Faith they rarely practice. It is not taught in their text books. Business men, on the other hand, walk by faith to a great extent, and when any of them stoop to dishonest actions they not only do that which, in the long run, is unprofitable to themselves, but that which tends to disable and weaken the chief superstructure of trade and commerce.

WAGES AND COST OF LIVING.

THE Washington Bureau of Labor, in its last monthly report, contains some remarkable statistics, comparing the increase of wages since 1890 and the increase in the cost of living over the same period. An extended investigation was made. Families in 33 states, representing the leading industrial centres of the country, were taken and their income and expenditure figured out.

Data as to wages and hours of labor were collected from 67 leading industries, embracing 519 distinctive occupations in 3,429 establishments. This data showed that the number of employes in 1903 had increased .3 per cent. over 1902 and 33.2 per cent over 1890. The wages per hour in 1903 had increased 3.6 per cent. over 1902 and 16 per cent. over 1890. With the single exception of 1896 there was a continuous and steady increase in wages from 1894 to 1903, and this was accompanied by a decrease in the hours of labor per week of 3.2 per cent. and an increase in the number of employes in the establishments reported on of 34.3 per cent. in that period.

The weekly earnings per employe in 1903 were 2.7 per cent. higher than in 1902, 14.9 per cent. higher than in 1894 and 11.2 per cent. higher than in 1890. The weekly earnings of all employes covered by the reports were 5 per cent. higher in 1903 than in 1902, 54.4 per cent higher than in 1894 and 48.1 per cent. higher than in 1890.

Comparing the increase in the weekly earnings per employe with the changes in the retail prices of food weighted according to family consumption it is seen that weekly earnings in 1903 were 2.7 per cent. higher than in 1902, while the cost of food was .5 per cent. less. The weekly earnings per employe in 1903 were 4.9 per cent. greater than in 1904, while the cost of food was but 10.6 per cent. greater. The weekly earnings per employe in 1903 were 11.2 per cent. greater than in 1890, while the cost of food was but 7.7 per cent. greater.

EXHIBITION VISITORS.

THOUSANDS of buyers will be in Toronto during the exhibition, combining business and pleasure. Many of these will be unacquainted in the city and almost all of them will find addresses changed since the fire. At any rate, there will be bits of information desired by them all in their purchasing rounds.

The offices of The Grocer at 10 Front street east will be thrown open to our readers as an information bureau, where answers to all questions regarding the city and its business firms will be cheerfully given. Our offices are situated almost in the heart of the business section, and buyers will find them most convenient for finding out what they wish to know or for having a rest between their business calls. All the city papers will be on file, as well as the greater number of newspapers published from one end of Canada to the other.

THE BILLBOARD EVIL.

IN the United States the billboard evil has grown to such proportions that stringent legislation has been necessary to abate the nuisance. Some of the most beautiful suburban scenes along country roads or beside railway tracks have been completely spoiled by the unsightly boards which rise up and deface the landscape. For mile after mile the traveler's weary eye is confronted with these hideous spectres, and no wonder there has been a loud outcry against them.

The Municipality of Cleveland has just adopted a comprehensive building code, which contains a most significant provision relating to signboards, and the City of Boston has done the same. Societies have been formed and agitations started which will certainly bring about good results.

We in Canada have not yet had our fairest scenes invaded by the billboard, but the day will certainly come if something is not done to prevent it. With the principle of billboard advertising we have no quarrel. There are instances when billboards have been known to shut out most unpleasant prospects from the vision, and there are dreary and barren spots where the colors of a bright billboard add life and relieve monotony. There are also many legitimate positions where billboards may be erected to advantage and no complaint will be heard.

But the placing of signboards in the very centre of a beautiful natural scene is going a little too far. Would Muskoka and Georgian Bay be the same delightful and restful spots if at every turn the weary business man, seeking repose, were to confront a green and yellow signboard? Only a very sordid individual would think so, and there are few such in this country, let us hope. Even the wisdom of the advertiser might be questioned in this case. There is such a thing as aversion.

Signboards, like everything else, have a use, and a big use, but they must be used at the proper time and place.

TIMELY LEGISLATION

TIME alone can fully reveal the effects of the anti-dumping clauses of the new tariff; the workings of every change in the law are more or less veiled. One thing is certain, however, that the attempt to protect Canadian manufacturers against this evil has been made at a most opportune moment.

Difficult as it is to account for in all its phases, the presidential election year in the United States is usually attended by a serious slackness in trade that is thoroughly understood and prepared for by merchants over the entire country. So pronounced is the decrease in the business done that, it is said, buyers have the strictest orders to cut down their purchases fully 25 per cent. In fact, it is not unusual for foreign buyers to remain at home for the entire year.

This straitened outlet for the products of the factories, combined with the de-

sire to maintain prices at home, calls for an increased exportation, and Canada has heretofore been the first choice as a customer. During the election year, accordingly, we have been flooded with surplus United States goods, and prices have corresponded with the oversupply. A large part of these receipts has been sold at prices intended only as a provision for the retention of workmen and as a means of disposing of what was already made. Profit was a secondary consideration.

This year has witnessed no change in the preparations for a smaller volume of business, and the same oversupply in the United States markets is sure to follow. Under the new tariff, however, not only will a great part of these goods be kept out of the country, but the remainder is likely to enter only at regular prices, thus preventing any interference with our own production.

BUSINESS MEN'S VACATIONS.

IT is a mistaken idea on the part of many that because a man has two weeks' vacation in the Summer he should crowd every minute of the time with physical exertion of one kind or another,—tramping, canoeing, hunting, golfing, or the like.

To men who have been accustomed to sedentary occupations the good of such a radical change in their mode of living is doubtful. What most persons need is genuine rest. The trouble is that the majority who get a vacation are so afraid that they will not have a good time that they tire themselves out in trying to get it. So far for the physical side of the case.

Mentally the situation is different. If a man is of a social nature and does not see much of people in his business, he will be profited by going to some place where they are congenial people. If, on the other hand, his business requires him to meet many people, he will find recreation in solitary places.

BACK FROM THE OLD LAND

MAJOR JOHN SLOAN, head of the wholesale grocery firm of John Sloan & Co., Toronto, is again back to his business after a three months' trip to England, Scotland and Ireland. Major Sloan is delighted with his trip, and gives visible evidence of the benefit it has been to his health. In conversation with a representative of The Grocer recently Mr. Sloan expressed his admiration for the City of London, in which he spent three weeks.

"The cleanliness of the city struck me more than anything," remarked Mr. Sloan, "and the municipal management must be wonderfully good to keep the sanitary condition of the city so well nigh perfect. London is the healthiest city in the world."

Asked what impressed him most in London, Mr. Sloan replied: "The remarkable sagacity of the municipal government in having so many beautiful parks and breathing places dotted all over London, and the way they keep them and the streets in such a splendid condition; the very cleanliness of the streets is a revelation. They are continually cleaning the streets, Sunday as well as every other day.

"Another thing which struck me very particularly," continued Mr. Sloan, "was the great facility given the population to enjoy healthy open air recrea-

Major John Sloan.

tion. On Sunday, as well as any other day, all refreshment places are open, and the people can buy anything they want, and although I do not approve of it, public houses are open on Sunday afternoons. Notwithstanding this freedom, I failed to see in Hyde Park, Regent Park, or St. James Park, a single drunken person, man or woman."

In reference to the grocery trade, Mr. Sloan was greatly struck by the scrupulous cleanliness everywhere evident, and the effective way in which goods were displayed, considering the limited space available. In the grocery shops, butcher shops, and provision stores, everything was as neat as could possibly be. The clerks were very smartly and neatly attired.

Asked if he had discussed Canada much, Mr. Sloan smiled genially. "I was greatly pleased," he said, "to notice the change in regard to Canada since I was in England last. Where before gross ignorance prevailed as to Canada, I was delighted to find all changed. They are all taking great interest in Canada, in Canadian goods, and in the Canadian people.

"At Henley I saw the Canadian win the diamond sculls. There was an immense crowd and, of course, an English crowd, and naturally it wanted to see the Englishman win, but when the Canadian won they accepted the situation like the true sports that they are. I heard no ill-feeling expressed, but the very opposite. The English sculler was very much exhausted, poor fellow, when he reached his boat house. I went in and shook hands with him and told him he had rowed a great race, and that to be beaten by a Canadian was nothing to be ashamed of. I then went on to where Scholes was and congratulated him. He was in splendid condition of body and spirits, and a few Torontonians who were there were simply wild.

"Henley is the greatest sight I ever saw. It is well worth going the distance to see. England's best is there on holiday bent, and the sight of the boats on the river and the coaches on the bank is one never to be forgotten.

"When in Scotland I visited the castle at Edinburgh and saw the 42nd Highlanders, the Black Watch. They are a fine regiment, but I think our own 48th takes the palm for physique and general appearance. I saw some of the members of the band to be at the Toronto Exhibition, and they were very much elated at the prospect of visiting Canada. The 'Fourty Twa's,' as they are affectionately called in Scotland, are indeed a crack regiment.

"I was very much pleased in Dublin at the general improvement in the place since I was there last. In Phoenix Park I heard the band of the Royal Irish Constabulary, one of the finest in the world. The electric railway system in Dublin is the finest I have seen anywhere. In Ireland generally the old spirit of discontent and disloyalty is no longer seen. The New Land Bill which enables the people to own their own land gives great satisfaction. The King is a great favorite with the Irish people, and when in Dublin a month before my visit he received a reception second to none anywhere.

"Just a word on the fiscal question. It is the great topic of conversation all over England, Scotland and Ireland. The people are thinking it over very seriously. The majority of business people with whom I came in contact are entirely in accord with the reform movement, and I believe Mr. Chamberlain will win out yet.

The Dominion Exhibition at Winnipeg

July 25 to August 6, 1904

"In my opinion, this is the psychological moment for the holding of the Dominion of Canada Exibition at Winnipeg."

IN the above sentence Hon. Clifford Sifton, Minister of the Interior, expressed, in his address at the opening of the Dominion Exhibition, the view of the most progressive element of the west. Those intimate with the history of Winnipeg and the wheat lands of the west recognize that the past six or seven years have marked an epoch in the history of the country; that in those years a point of advancement had been reached that was worthy of more than even national attention.

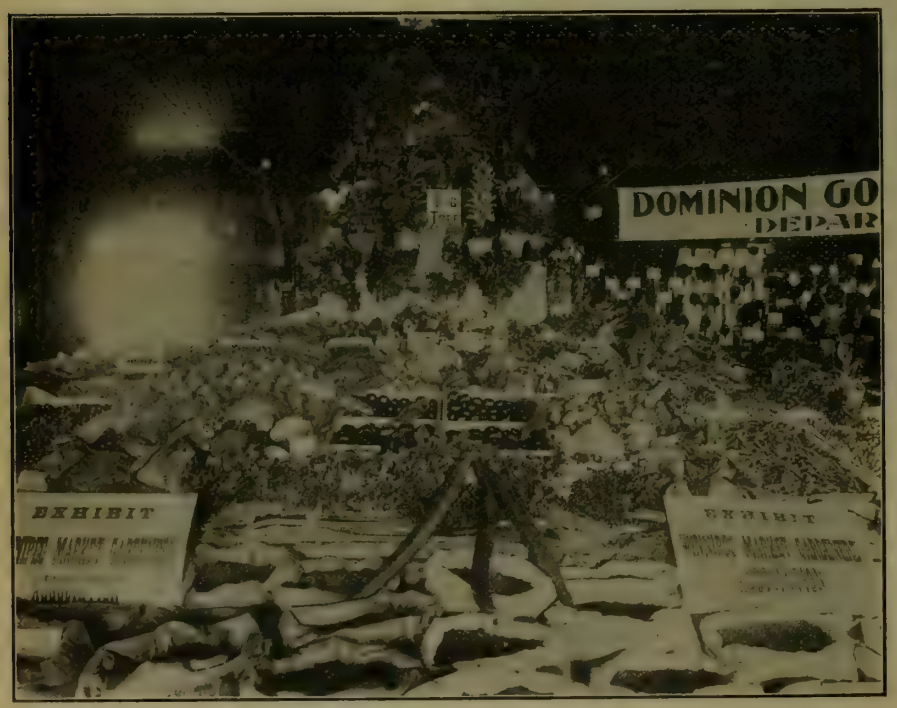
For 150 years Manitoba and the Canadian Northwest have attracted the attention of the hardy pioneer. At first the land was exploited as a fur country, and its fame as such is still expressed in the prosperity of the Hudson Bay Co., who eventually secured control of that trade. Later, the hardy settlers found the soil fertile and the climate suitable for farming. The most far-sighted of these predicted, more than a generation ago, that the Canadian west would some day be famous for its wheat areas.

Opinion regarding the possibilities of the west differed so radically in early years that it was only the great political sagacity and the determined conviction of Sir John Macdonald, Lord Strathcona, and a few others, that made possible the construction of the C. P. R.

A Vital Step .

The completion of the C. P. R. marked a vital step of progress in the Canadian west. The consequent inrush of immigration, the boom in Winnipeg, and later the depression following, are all part of that era of development.

It is recognized that the past six or seven years have constituted another epoch, an era of expansion surpassing in magnitude any previous records.



Vegetable Display by Winnipeg Market Gardners' Association.

Good crops and good advertising (for the west as a farming country has been advertised in the United States and Europe with a persistence and discretion that would be a credit to any advertising expert) have made a combination which has resulted in an influx of population and a remarkable increase in the area of wheat lands under cultivation. A reflex result has been an expansion in Winnipeg which, though partaking of all the characteristics of a boom, is looked upon by conservative business men as not merely legitimate but inevitable.

Time Ripe for Exhibition.

Realizing the extent of this forward movement and the impression it could not fail to leave on visitors, it was recognized by many that the time was ripe for an exhibition in Winnipeg which should be national in scope, and which would attract visitors from Great Britain as well as from the United States and eastern Canada. Not only would the best class of settlers be thus influenced, but the exhibition would serve to knit more closely together the bonds that unite the east with the west.

The people of Manitoba and the Northwest are as patriotic in their business relations as are those in any portion of the Dominion. They would appreciate, as would the manufacturers of the east, any factor which would furnish opportunity for the manufacturers to demonstrate to them the excellence of their wares. It was deemed that if the manufacturers came into close touch with, and studied closely the needs of, the western trade, that the result would be to extend the demand in the Canadian west for Canadian goods, and thus make the great expansion of the west of direct benefit to eastern Canada as well as to the west.

Many, however, have maintained that the time is not yet come for a Dominion Exhibition at Winnipeg. A year from now, they argued, would be soon enough. But it may be fairly said to be characteristic of western methods that if the time is not ripe for any development they force it, just as a gardener would force to fruition a backward plant.

Obstacles Surmounted.

Unquestionably the obstacles that have been surmounted have been so exceptional that only men of strong conviction would have attempted the task. In the first place the buildings were poorly placed and woefully inadequate; they were remodeled and greatly enlarged. The hotel accommodation for exhibition visitors was almost a negligible quantity; an accommodation bureau was established, and although tents and unfinished houses

had to be called into service, all visitors were placed.

True, when the exhibitors arrived the cartage and power facilities were far from satisfactory; the buildings were not completed; the details of management neither complete nor fully understood. Yet, despite the difficulties met at every turn by exhibitors and management, and despite the fact that the number of visitors at the industrial displays was not up to the expectation of many exhibitors, the Dominion Exhibition at Winnipeg in 1904 will be looked back to as one of the mile-stones which are marking the rapid progress of the west.

The exhibition was national in every respect. From British Columbia were exhibits of fruit and timber that would have been a credit at a world's fair. From Ontario, Quebec and the Maritime Provinces came a group of manufacturers—of practically every class of goods—who had learned of the great market opening up and wanting to win the attention and patronage of the western buyer.

An indication of the extent of the lines shown is given in the following descriptions and illustrations of the various displays :

The B. C. Fruit Exhibit.

"Oh, this is the British Columbia Fruit Exhibit," was the expression heard thousands of times during the two weeks of the Dominion Exhibition at the Prairie City of Winnipeg. In varying keys was the expression repeated, but all were indicative of surprise, delight and admiration. And truly the exhibit, which was sent by the British Columbia Government was worthy of all the praise lavished on it. "Made in Canada" the marching slogan of the Canadian Manufacturers' Association, had to give at least equal place in the public favor with "Grown in British Columbia" at the big Fair.

Some of the most perfect samples of fresh cherries possible to imagine were opened to the astonished gaze of the Western wheat-growers. They joined in saying, "Why do you not send more of this to Manitoba?" The reply to be truthful had to be, that the Pacific Province had not been in position in the past to make sufficiently large shipments of fruit to fill the demand which would be aroused by exploiting the trade. Now, however, it is beginning to be different. The fruit supply of the Canadian Northwest is to come from British Columbia and the latter province has by its recent exhibit, demonstrated that it is capable of getting from the soil the most magnificent quality and the greatest quantity required by the big demand market of the broad Western prairies.

Too late in the season for a large exhibit of small fruits, for which British Columbia is famous, and too early for the big line of plums, pears, apples, peaches, etc., which will be in plentiful supply, and full maturity in the next month or six weeks, the British Columbia exhibit yet had a most attractive display. During the first week a large portion of the space on the tables was occupied by the large early varieties of sweet cherries, Lamberts and Bings, two distinctive and celebrated Pacific coast varieties, being exceptionally good. The red were easily as large as good-sized plums. Splendid blackberries, raspberries and Loganberries were also shown several days, and one small crate of early peaches grown at Victoria arrived one day.

During the second week the late cherries, of varieties suited to preserving, were in abundant display. There were Morello, Nouvelle Royal, Olivet and it was explained to the visitors who thronged the British Columbia building, that these kept on ripening until the latter part of August. Many orders were sent to the coast as a result. Vancouver Island, at Victoria and vicinity is specially prolific in raising these late preserving varieties.

Exhibit of British Columbia Fruit.

Windsor, another dark cherry and the Royal Ann, the well known light red cherry, were well represented. In size and eveness of color and fineness of texture these cherries could not be surpassed, while the manner of packing (in ten pound boxes, with a division across the centre) was the equal of the best California packing, every row of the monster fruit being a marvel of precision and perfection. A large quantity of this fruit was distributed gratis during the week, so that seeing was not alone depended on to prove the excellence of the quality.

Another display which attracted much attention was that of the English gooseberries, a crate of which ripened to deep

Early as the time was there were a large number of boxes of apples received from the Chilliwack and Victoria districts. The varieties known as Yellow Transparent and Red Astrachan were the principal, and were very well matured. Some peach plums and Tragedy prunes, the latter from Victoria, and some of the others from the Okanagan were shown. In bottled fruits, preserved to show the natural color and appearance of the fruit, there was a large display sent from the Department of Agriculture at Victoria. At least 15 sorts of plums were shown and the bloom on each specimen was perfectly preserved. A grand collection of peaches, apples, pears, apricots, cherries, cur-

rants of all varieties and every other small fruit was also shown.

The display was artistically decked out with branches of fresh cherries showing the heavy fruitage of the branches in British Columbia orchards. Branches of the cedar, spruce, fir, and other native evergreen trees were used for garnishing the tables, and were much appreciated by the prairie folk. A magnificent collection of enlarged and framed photographs of British Columbia landscapes and orchards were hung on the walls of the building and formed a handsome attraction.

Mr. R. M. Palmer, Commissioner of Immigration for British Columbia, represented his Government at the Dominion Fair, and all through the two weeks he and Mr. W. J. Brandrith, secretary of the British Columbia Fruit Growers' Association, were indefatigable in explaining to the visitors who thronged the building all that the exhibit meant. There was but one opinion of the benefits which will accrue to the fruit-growing industry in British Columbia from this practical demonstration of the progress the province has made in modern methods of growing and packing fruit. Incidentally, as before remarked, the excellent quality and magnificent appearance of the fruit were given a practical demonstration, and the people will not soon forget the object lesson. Many from Ontario and other portions of the Dominion were forced to admit the superior quality of fruit from British Columbia.

Exhibit of Cowan's Chocolate and Cocoa.

The Exhibit of Royal Crown Soap.

Cowan Co., Limited.

The Cowan Co.'s elaborate and well laid out exhibit, made up of a most attractive assortment of cream bars, chocolate wafers, Swiss milk chocolate, crystalized ginger and chocolate ginger was most appealing to the sweet tooth of many a sightseer. The demonstration of the merits of the products of the company was carried on principally by Mr. C. Dimmick with the greatest success. During these demonstrations the aisle in front of the demonstrating counter was so crowded that at times it was practically impassable..

Royal Crown Soap Co.

A large space on the north side of the Winnipeg building, exceedingly well decorated in colors of blue and white bunting, drew the attention of visitors towards the exhibit and on approaching everything was seen to be bustle and excitement. This was the display of the Royal Crown Soap Co., of Winnipeg. This company, which manufactures such a great variety of soaps and perfumes had some half dozen of their employes on hand under the supervision of Messrs. J. H. Murphy and J. R. McMullen. The necessary machinery for manufacturing the Royal Crown brands had been installed and was run continuously to give the sightseers an idea of the method used in manufacturing this household necessity. A guessing contest on a large bar of soap was in progress, for which numerous valuable prizes were awarded. Three large bars of different soaps, made at the company's factory, attracted much attention and many small samples of the product of

The "Force" Exhibit.

the company were freely circulated among the visitors.

Force Food Co.

A noticeable and most attractive exhibit was that of the Force Food Co., the temporary home of "Sunny Jim" during the Dominion Exhibition. It was in the form of a parlor-like booth, finished off with a drapery of blue and yellow bunting, daintily arranged. From early morning till late in the evening, the surging crowds were to be seen satisfying their curiosity with a very liberal dish of this most tasty food. Mr. P. W. Nesbitt, who was in charge of the exhibit and his ever attentive assistants were always ready to interest those who were anxious to know the merits of this renowned cereal food. They were indeed well rewarded with a satisfactory explanation and a large sample package of Force to take home. By their smiles it was easy to see their appreciation of their treatment.

The Canadian Salt Co.

In the western end of the Eastern Manufacturers' Buildnig was located the compact and attractive exhibit of the Canadian Salt Co., of Windsor, Ont. The neatly and well displayed goods were gotten up in large glass receptacles, arranged to great advantage with the contrasting effect of the stand of dark wood. Mr. P. H. Pennock, the company's representative for Western Canada, was ever ready to demonstrate the qualities of the Windsor salt and with most interesting explanations.

J. Y. Griffin & Co.

In the Winnipeg building, at the south entrance, the visitors were confronted by the excellent display of the J. Y. Griffin Co., of Winnipeg, pork packers, produce and commission merchants. comparing it with other like exhibits, it can well be said that the display put before the public was unique in every respect. As a background were displayed the finished products of their establishment, consisting of hams, bacon, and various lines which they manufacture. In the foreground, upon a counter convenient in height and distance so that the most casual observer might take in each and every particular, stood a glass case wherein were a number of cured specimens of bacon and hams in sections, showing the excellent process through which they had been put. The booth itself was draped with bunting,

The Canadian Salt Co.'s Display.

the hues of which blended harmoniously and served to show off to a large extent the well arranged display contained within. In summing up this exhibit it is only necessary to state that this firm received the bronze medal as a recognition of the excellence of their products and display.

Christie, Brown & Co.

The exhibit of the Chrstie, Brown & Co. in the Eastern Manufacturers' Building readily attracted the attention of passers by. A magnificent square with the four sides closely packed and bricked in with numerous kinds of fancy biscuits neatly and attractively gotten up in glass-faced boxes made a most interesting and striking appearance when the many softly tinted lights illuminated the contrasting effects of the dainty and pretty display. Being situated at the west end of the north aisle in the building it was most conspicuous and ornamental. This greatly added to the beauty of the west end of the hall.

The Ham, Bacon and Lard Display of J. Y. Griffin & Co.

Exhibit of the Christie Brown Co.

A Successful Enterprise.

One of the most successful enterprises of the last few years, is that of the introduction of Lipton's teas on the Canadian market. There is no doubt that a great measure of the success is due to the fact, that they are put on the market first-hand, thus insuring finest quality at the lowest possible prices; a pleasing and telling combination. Sir Thomas J. Lipton, the proprietor of these teas, whom it is not necessary to introduce to the Canadian public, is the leading grower of Ceylon, and owns the largest number of estates situated in the finest tea growing districts of the island, such gardens as Dambatenne, Laymastotte, Mousakelle and Pooprassie are well-known to all who are interested in tea, as producing absolutely the finest grades of Ceylon tea. Lipton's teas have a world-wide reputation, as they are being used in every quarter of the globe, the sale for 1903 exceeding the enormous quantity of 93,000,000 packages. Any Canadians who intend visiting the World's Fair at St. Louis should see Lipton's attractive exhibits in the Ceylon court, the Agricultural Building and the Irish Exhibit.

Walter Baker's Cocoa.

A pretty and one of the most effective exhibits was that of Walter Baker's Cocoa and Chocolates. An appropriate dark rich brown burlap added greatly to the charm of the booth's interior. On the counter a show case displayed a most beautiful assortment of cocoas and chocolate and the young lady attendants were arayed in dainty and picturesque costumes representing the La Belle Chocolatiere, the trade mark of the Walter

The Cocoa Display of Walter Baker & Co.

Baker Co. At early morning the demonstrating commenced and many delicious cups of steaming hot cocoa were handed over the counter to the ever-ready and much appreciating patrons of the counter, until the hours of closing would oblige them to withdraw. In the year 1780, twenty-seven years before the electric telegraph came into use, the Baker cocoa and chocolate factory was established in Dorchester on the site now occupied by the large mills of that company.

Pugsley, Dingman Co., Limited.

A most interesting and attractive display was that of the Pugsley-Dingman Co., Limited, of Toronto, manufacturers of Comfort Soap. A massive four-sided column, running to a spiral-like roof, papered on all sides from about three feet from the base with soap wrappers, produced an excellent effect.

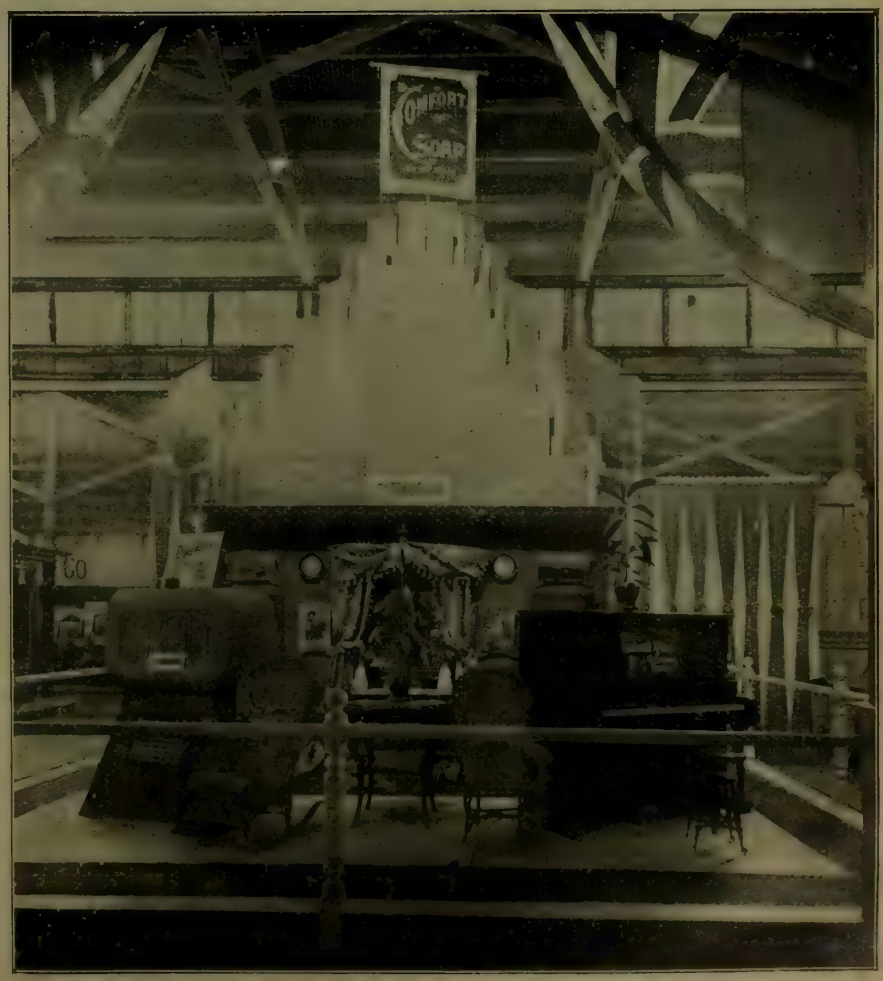
The guessing contest, which caused no end of comment regarding the weight of a gigantic cake of Comfort Soap, was placed on the platform slightly to one side of the column. This brought Mr. F. C. Cockburn, who was in charge of the exhibit, many thousands of answers, which were handed in on the company's ingenious little dodger and placed in a ballot box. To the person who gave the answer nearest to the correct weight of the soap, a beautiful upright piano was to be given, valued at $500.

Goods That Are Always Dependable.

That quality counts is evident in the rapid growth of the three large factories that manufacture Boeckh's standard brushes and Cane's Newmarket pails, brshes and Cane's Newmarket pails, tubs, washboards and clothes pins which have for the last half century been turning out manufactures of a set standard that has gained for them an enviable reputation. It has become generally known among the trade that goods bearing this firms' trade mark "are business bringers of intrinsic worth, being quick selling lines which afford a good margin of profit." They are "Made in Canada" goods and are of the reliable kind that help to make this phrase a guarantee of good value.

Edwardsburg Starch Co.

A splendidly designed representation of the Fort Garry Gateway at Winnipeg was erected for the Edwardsburg Starch Co. in a conspicuous location near the end of the north aisle in the eastern manufacturers' building. The material used was entirely made up of the company's neatly labeled package



The Comfort Soap Exhibit.

goods, of Benson's enamel, a cold water starch, and Benson's prepared cornstarch, which caused no end of complimentary remarks being made by the many thousands of sightseers as they passed this most attractive and ingenious get up, which showed up the goods to a splendid advantage. The works of the Edwardsburg Starch Co. are situated at Cardinal, Ont., with offices at Montreal and Toronto, and with their western representatives, Nicholson & Bain, at Winnipeg.

Exhibit of the Edwardsburg Starch Co.

Red Rose Tea.

An artistic and inviting parlor-like booth was that of the Red Rose tea. Comfortable chairs were nicely arranged around numerous tables, while courteous assistants poured out the clear rich liquid. The trimmings of the booth were of a red and white character. Being located in the Eastern Manufacturers' Building at the west end of the south aisle it was in a very conspicuous corner. Mr. Arnold, who was in charge, kept up pleasing and indefatigable demonstrations from early morning till the doors of Manufacturers' Hall closed for the night.

RETURNED
1904
Cut Book 22
Page 50

The Display of Red Rose Tea.

Canadian Milk Products.

This company's exhibit in the eastern manufacturers' building about the centre of the north entrance aisle, was one of particularly pleasing appearance. Turide was a splendid display neatly arranged and gotten up in packages of various sizes of the Canadian Milk Products Co.'s Lactomen, which is a form of sterilized milk. The demonstrating was carried on by Mr. Alexander, who was in charge of the exhibit. A bright yellowish flaky powder was shown which had the taste and odor of milk. This was explained to the interested spectators as being produced by drying milk rapidly at a high temperature between two steam-heated cylinders. The milk solids come off the drying rolls in moist sheets, which dry when cooled, and are passed through a sieve. The Lactomen creameries are located in Frownsville, Oxford County, Ontario, and the sales department is in the Mail building, Toronto, Ont.

Truro Condensed Milk and Coffee Co.

One of the best exhibits from far Eastern Canada was that of the Truro Condensed Milk and Coffee Co. This enterprising company, which was represented in Winnipeg by Nicholson & Bain, had their space in the Eastern Manufacturers' Building about the end of the north aisle. Their exhibit was artistically arranged in a number of pyra-

LIPTON.

THE LARGEST TEA AND COFFEE DEALER IN THE WORLD.

LIPTON'S TEAS

GAINED THE GOLD MEDAL AND ONLY AWARD
CHICAGO EXPOSITION, 1893.

LIPTON'S COFFEES

GAINED THE GRAND PRIX AT
THE PARIS EXPOSITION, 1900.

NOW BEING USED EXCLUSIVELY AT THE LEADING HOTELS AND RESTAURANTS AT WORLD'S FAIR, ST. LOUIS.

LIPTON'S TEAS

ARE SHIPPED DIRECT FROM HIS OWN GARDENS.

PACKED IN ½-LB. AND 1-LB. AIR-TIGHT TINS ONLY, NEVER SOLD IN BULK.

THE MOST POPULAR TEAS IN CANADA

OVER 93,000,000 PACKAGES SOLD ANNUALLY

FOR PRICES AND SUPPLIES WRITE A. MACDONALD & CO,. VANCOUVER.
HICKS BROTHERS, WINNIPEG.

OR TO **THOMAS J. LIPTON,**

HEAD OFFICES, 39 PEARL STREET, NEW YORK.
BRANCH OFFICE, 49 WABASH AVENUE, CHICAGO.

midal shapes, showing the different brands of condensed cream and coffee put up by the company such as the Jersey Condensed Cream and the Reindeer Condensed Coffee and other brands. The patrons of the demonstration counter were very numerous and were rapidly served.

Lever Bros. Soaps.

Near the centre of the south aisle of the Eastern Manufacturers' Building, well situated and most conspicuous to the eyes of the visitors, coming in either by the main or back entrance, stood the exhibit of the Lever Bros. soaps. Displayed in a number of show cases splendidly arranged by Mr. W. Bird and Mr. C. R. Temperaton, who were in charge of the exhibit, the many different makes of soap, such as the Sunlight, Lifebuoy, Monkey Brand, Y.-Z., Crests, and the Coral all now well known to the trade were on display.

Truro Condensed Milk and Canning Co. LIMITED
NIGHOLSON & BAIN, WESTERN AGTS
STANDARDS FOR RICHNESS AND PURITY
STANDARDS FOR RICHNESS AND PURITY
FOR RICHNESS AND PURITY

Exhibit of the Truro Condensed Milk and Canning Co. Limited.

Lever Bros. Display of Sunlight Soap.

Malta Vita Co.

The Malta Vita Co. had perhaps one of the most artistically arranged booths at the Dominion Fair. The colors selected were strong ones, and they were very harmoniously blended, so that the effect was both rich and effective, and the display stood out in bold relief among the heterageneous mass of colors. Oriental rugs of rich coloring, easy chairs of various designs, together with cut flowers, palms and ferns, were tastefully arranged, and the soft light reflected at night from a number of shaded lamps added a fairy like effect to the whole surroundings. The counter was presided over by Mr. F. J. Meagher, the general representative of the company, and the effect was increased by a bevy of comely young women who served the multitude with good old Malta Vita.

Frontenac Cereal Co.

An elaborately decorated booth was that of Orange Meat, which is made in Canada by the Frontenac Cereal Co., of Kingston, Ont. On a counter artistically draped in with the large labels used on the company's package goods were the numerous little dishes that Mr. B. H. Blakeslie, who had cnarge of the exhibit, used in the demonstrations of the various ways of preparing this most delicious cereal food. An interesting feature that caused no end of comment, and that drew many thousands around the Orange Meat booth, weighing 560 lbs., whose robust health and generous proportions were to be at-

No Grocer Needs to be Told

of the superiority of Sunlight Soap. We believe that not even other Soap makers will argue this point. Some Soaps sell because of a weakness of the public—a weakness for premiums. They flourish, it may be for a season, but they come to their proper place soon or late.

SUNLIGHT SOAP

has won its topmost place solely on the score of quality. Good business men have been associated with its making and its selling, and good advertising has done its part.

A well-satisfied customer is the best kind of customer. Lever Brothers' products ensure you such customers.

Ask your jobber for Lever's Price List when next you see him, or write direct to Lever Brothers, Toronto, if you find any difficulty in getting supplies.

Visit the Sunlight Exhibit at Toronto Exhibition

Good as Gold Coin

Merchants when stock taking can always list PURE GOLD BRAND goods as value for 100 cents on the $, for they are as good as GOLD COIN and are guaranteed to be pure foods—no adulteration.

Our products are :

Baking Powder, Catsup, Coffee, Jelly Powder, Extracts, Spices, Icings, Preserves and Jams.

We believe that nearly every Grocer between Newfoundland and Pacific Ocean, the U. S. Boundary and the North Pole, carries our lines and will endorse our claim for good quality.

Pure Gold Mfg. Co. LIMITED

TORONTO

"Orange Meat" as shown by the Frontenac Cereal Co.

tributed largely to the liberal use of this most nutritious food.

The National Cash Register.

One of the most interesting displays was that of the National Cash Register located about the centre of the north entrance aisle of the Winnipeg Building All the machines were displayed on beautifully illuminated pedestals, square in shape. On each side of these were handsome pictures of the different departments in their enterprising manufacturng plant in Dayton, Ohio. Mr. C. J. Whipple, the company's Western manager, in his indefatigable demonstrations on the operating and the use of this time-saving machine, had constantly a crowd of interested spectators listening and watching the explanations illustrated.. The National Cash Register Co. besides their extensive factory at Dayton, Ohio, were obliged to erect a large factory at Toronto in order to cope with the demands of the Canadian trade.

Dominion Packing Co.

Another of the far eastern Canadian firms whose exhibit aroused a widespread attention was the Dominion Packing Co. This firm, whose head quarters are at Charlottetown, Prince Edward Island, and who are represented in Winnipeg by Nicholson & Bain, were situated in the eastern manufacturers' building, and made an excellent showing of their various products. The canned goods on exhibition were very neatly arranged in the shape of pyramids, each package or can with its descriptive label. Probably the most conspicuous portion of the exhibit from a dealer's viewpoint was the first-class showing made of the special brands of hams and bacons cured and put up by the company at their headquarters, and known as the "Beechnut" brand.

Hamilton Coffee and Spice Co.

Near the centre of the south aisle of the eastern manufacturers' building was to be found the exhibit of the Hamilton Coffee & Spice Co., which was most strikingly neat and artistic. In the background, attractively arranged on numerous shelves, were the various brands of McLaren's extracts, jellies, spices and coffees, interspersed with gracefully arranged bunting of blue and white, giving an effect to the entire exhibit that was most interesting. The demonstrating was carried on by Mr. W. H. McLaren and his attendants, interesting the many visitors who were very anxious to see the results produced from the extracts by the makers themselves.

D. S. Perrin & Co., Limited.

Entering the eastern manufacturers' building from the north entrance, about half way up the aisle was located the interesting and most attractive display of D. S. Perrin & Co., Limited, of London, Ont., with Mr. Chas. Grundy, manager of their western branch at Winnipeg, in charge of the exhibit From a two-foot base about 40 feet in length, rose an inclined shelving attractively arranged with neatly assorted biscuits in glass-faced boxes, extending from the base of the display to about 10 feet up the wall. The picturesque effect was increased by a beautifully and artistically arranged Union Jack flag set in the centre of the exhibit.

Bovril Extract Co.

About the centre of the northern aisle of the eastern manufacturers' building, situated in such a way as to be most

Exhibit of National Cash Registers.

Profit for the Dealer
Value for the Consumer

It is goods that combine these two features that every dealer wants. These elements are splendidly combined in

BOECKH'S Standard Brushes and Brooms

BRYAN'S London Brushes

... AND ...

CANE'S Newmarket Woodenware

They are ready sellers and trade winners every time. Being standard goods they are kept in stock by all reliable wholesale jobbing houses, any of whom will supply you with our illustrated catalogue for the asking.

UNITED FACTORIES, Limited

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: TORONTO, ONT.

How Lactomen was Shown.

conspicuous, was the daintily gotten up booth for the display of Bovril extract of beef. The facings were entirely of white, with most exquisite trimmings of gold lines bordering the white background. On the counter all day long the dainty cups and saucers were being filled with this most nutritious and stimulating beverage by Mrs. Small and her ever attentive assistants.

Libby, McNeill & Libby.

About the centre of the south aisle of the Eastern Manufacturers' Building was to be found the exhibit of Libby,

McNeill & Libby, of Chicago, who manufacture over 74 brands of tinned meats. This display of the good things arranged neatly on the counter was indeed striking. Mrs. L. S. Thorman, who was in charge of the exhibit, demonstrated the good qualities and gave to the many thousands of passers by generous samples of the leading lines. The interior part of the booth was beautifully decorated with numerous prettily arranged palms and ferns..

St. Lawrence Starch Co.

A most attractive and compact exhibit was that of the St. Lawrence Starch Co., Limited, of Port Credit, Ont. In a show case were the various brands of starch put up by the company, with a foundation of loose starch in the lump. This made a splendid background for the package goods of Ivory Gloss in the 6 and 1-lb. sizes, together with an assortment of No. 1 white and Ivorine water starch for all kinds of cotton and linen goods, which were piled in the shape of a pyramid in the centre of the case.

Blue Ribbon Tea.

The space laid out for the Blue Ribbon Tea Co. was most commodious, and gave the ever attentive assistants sufficient room to move around comfortably. This attractive and pretty booth was draped most artistically with blue and white bunting, and the splendid illumination brought out a most beautiful contrasting effect throughout the entire display. Mr. J. H. Morrow, who was in charge of the exhibit, saw that all operations in the brewing of the tea were carried out in such a way as to produce the very best quality of the product.

Exhibit of Hamilton Coffee and Spice Co.

Display of the Dominion Packing Co.

Canada Maple Exchange.

At the extreme end of the south aisle of the Eastern Manufacturers' Building attractively decorated in a blue and white design was the exhibit of the Canada Maple Exchange under the supervision of Mr. R. Small. The booth was beautifully gotten up and bordering the blue and white bunting were the maple leaf labels, the company's trade mark.

The Brantford Starch Works.

A splendid corner laid out in a most conspicuous and artistic way was utilized to show the goods of this company. It was arranged in the shape of a large pyrimid, lightly framed in by an attractively decorated railing and dome-like roof, neatly covered with red and white bunting. It was easy to see that the splendid display of Celluloid starch for linen and Crystal Maize corn for cooking purposes was the work of an adept and Mr. D. T. Williamson proved himself proficient in this pursuit.

BANANA CONSUMPTION IN U. S.

One of the many proofs of the vastly increased consumption of fruits among the American people is seen in the fact that in 1899 a little more than a million bunches of bananas were exported from Honduras to the United States. In 1903 the total exceeded two millions, and consular estimates put the probable aggregate in 1904 at three millions.

The Exhibit of Brantford Starch.

TRADE WITH JAMAICA.

TO encourage trade between Jamaica and the balance of the British Empire, a permanent exclusive exhibition and sale repository of the food products and manufactures of the different portions of the Empire has been organized at Kingston, the capital of Jamaica. Circulars are being sent to all the leading boards of trade and commercial bodies throughout the British possessions.

Jamaica's imports for the fiscal year ending march 31, 1903, bordered on $10,000,000, of which but $600,000 was drawn from the Dominion, as against $4,000,000 from the United States, and this, too, notwithstanding that no single item, whether farm product or manufacture, aggregating this very appreciable amount, could not have been supplied equally satisfactory from Canadian sources.

It is felt that a permanent exhibition and sale rooms for the food products and manufactures of Canada will supply to the traders and consumers in these markets the much-needed opportunity throughout the year for inspecting and obtaining importations from the Dominion regarding the goods in which they may be interested. Everything will be done to interest the local trader and reach the actual consumer, with a view of aggressively diverting trade into Canadian channels.

Arrangements can be made for the sale of food products, and the handling of further consignments, as also the sale and booking of orders for any articles exhibited or catalogued. Correspondents may order direct, but agencies, if desirable, can be arranged.

All sample shipments and exhibits, addressed "Anglo-Canadian Commercial Museum," Kingston, Ja.,—together with the name and address of the exhibitor—through the courtesy of Messrs. Pickford & Black, steamship agents, Halifax, will be conveyed free of all freight charges. All local incidental expenses are inclusive of space charges.

It is contemplated to open the first series of the Canadian section on or about September 1, 1904. But, while there is no time limit for the acceptance of exhibits, space being limited, it will necessarily be a case of "first come first served."

A tourist information bureau, reading room and commercial library is attached, and every endeavor will be made to attract and induce the many thousands of tourists and in-transit passengers constantly visiting the islands from Europe, the United States, South and Central America, Panama, Mexico and Cuba, to inspect and note the various exhibits.

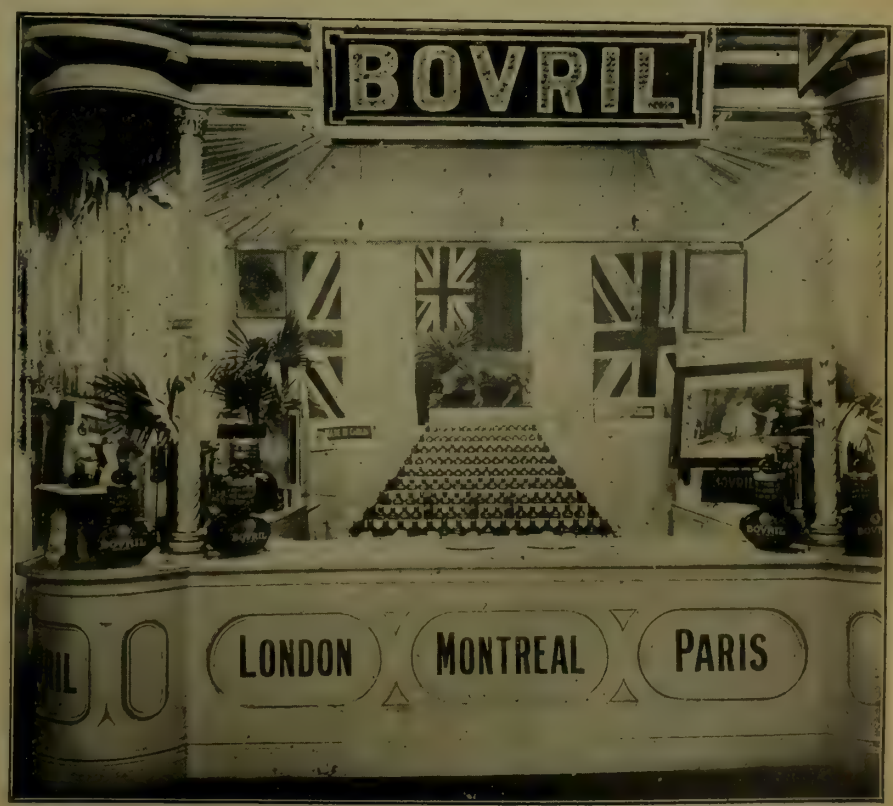
PERSONAL MENTION.

John T. James, of Bridgeburg, Ont., was a caller at the Toronto office of The Canadian Grocer on Saturday last. Mr. James was returning home with his wife from a holiday sojourn in Muskoka. Both were delighted with the trip and felt much benefited by it.

The employes of McWilliam & Everist, wholesale fruit merchants, Toronto, ran an excursion to Cooksville last Sunday. There were 20 in the party, and they had an enjoyable time.

LIPTON'S TORONTO REPRESENTATIVE.

Through an inadvertance the name of Geo. Musson & Co., instead of that of the Canada Grocers', Limited, was given in last week's issue as the Toronto representative of Lipton's teas.



How Bovril was Displayed.

TESTING DAIRY HERDS.

THE Department of Agriculture, Ottawa, has for some time been recommending the establishment among Canadian dairy farmers of co-operative testing associations, somewhat similar to those which have had such a marked effect in increasing the milking capacity and reducing the cost of production in Danish dairy herds. Under the direction of the Minister of Agriculture, an object lesson along that line is now being given in the district about Cowansville, Que., with the Government Cool Curing Room as the centre where the testing is done and the records kept. Arrangements have been made whereby 82 farmers in the vicinity undertake to keep accurate records of the daily milk yield of each cow in their herds. Samples of both morning and night's milk are taken three times a month and tested for butter fat at the Cool Curing Room. The milk records sheets are collected monthly and these are compared with the books of the cheese factories to which the farmers send milk, so that a fairly efficient check on accuracy is provided. Some 1,450 cows are concerned in this Cowansville cow census, which shows that the large dairymen of that district are alive to the importance of weeding out the unprofitable producers. The testing association is, as yet, merely in the experimental stage, but if it works out satisfactorily, it will doubtless lead to a considerable extension of the movement.

Exhibit of D. S. Perrin & Co.

MR. ARMAND CHAPUT'S LOSS.

Mr. Armand Chaput, of L. Chaput, Fils & Cie., Montreal, is receiving the sympathy of his numerous friends and acquaintances on the death of his only son, Jean Charles. The little one, whose age was 14 months, was taken ill last Friday and died on Sunday. The family are summering at Vaudreuil and the little one was in the best of health until a sudden attack of teething resulted in brain fever and death. The Grocer extends sympathy to Mr. and Mrs. Chaput.

AN ERROR.

A typographical error was made in last week's ad. of Messrs. L. Chaput, Fils & Cie; 500 cases currants Olympus 1-lb. cartons, should have read 5c per lb., not 50 lb. Buyers will understand this correction and read 5 cents per lb.

Exhibit of the St. Lawrence Starch Co., Limited.

THE WEEK IN CALIFORNIA FRUIT.

Toronto, August 10.— The arrivals have been fairly heavy, although the market was well sustained, and fairly good prices have been realized. Bartlett pears are in their prime now, being evenly packed and free from scab. Some very fine peaches, Fosters, Crawfords and Elbertas, have come forward, and, from the prices realized per box ($1.15 to $1.50 per box generally), it would seem a favorable opportunity for preserving, a box containing as much as 1½ baskets. It is probable that local peaches will not be very plentiful this season owing to the severe Winter. A few grapes, of the Fountainbleu variety, have been noticed and have commanded good prices.

Exhibit of Libby, McNeill & Libby.

ENORMOUS GROWTH OF LAKE COMMERCE.

THE people of the United States have thus far scarcely realized the importance and magnitude of the traffic on the chain of lakes. Only a short time ago Detroit stood second as a port of entry in the United States, and by this time she may possibly stand first, as she handles over 17 per cent. of the exports of the entire series of northern border and lake ports. It has long been a proud boast of the City of the Straits that more than twice as much tonnage passes through the Detroit River during the season of lake navigation as through the Suez Canal during the entire year. This is literally true. The figures for 1902, for instance, as given by the Blue Book of American Shipping, are 48,000,000 tons for the Detroit River, as against 11,248,413 tons for the international waterway.

The summaries of the tonnage passing the Government locks at Sault Ste. Marie afford the best indication of the enormous growth of lake commerce, as the greatest development of the grain and iron ore trades has been through ports at the head of Lake Superior. These reports show that the freight movement in 1902 had reached the enormous total of 35,961,146 net tons, against 11,214,333 tons in 1892, only ten years previous, and against only 1,567,741 tons in 1881, the first year in which the number of tons of freight was recorded. Similar gains are shown in the registered tonnage of vessels, which amounted to 31,955,582 tons in 1902, as compared with 10,647,203 tons in 1892. In 1903 the totals were: Iron ore, 21,654,898 tons; coal, 6,937,633 tons, and grain, 93,480,198 bushels.

VISITING THE EAST.

Mr. Geo. W. Baynes, representing the Preston Metal Shingle and Siding Co., Limited, was a visitor to the Montreal and Quebec trade this week. This was Mr. Baynes' first trip east since the destruction of their factory by fire a month ago. Though almost completely wiped out they have everything in good running order again and the wants of their customers are receiving close attention.

A FLYING TRIP.

Mr. Geo. H. Macfarlane, assistant manager E. W. Gillett Co., Limited, Toronto, was a caller at the Montreal offices of The Grocer on Tuesday. Mr. Macfarlane was taking a flying trip to Quebec and Sherbrooke. He reported that though his company had been handicapped in getting their orders out since the destruction of their Toronto factory, they were now getting into fairly good shape. They will be in their new King street west factory, October 1st, and with every convenience and improvement in same anticipate having every order promptly attended to.

TIDINESS IN DISPLAYS.

TIDINESS and neatness in dress are to be commended in every walk of life, and the well-dressed man or woman unconsciously commands deference and respect. By "well dressed" is not meant richly or gaudily dressed, but merely an appearance indicating care and attention. The sloven in dress

Display of the Canada Maple Exchange.

rarely commends himself to consideration.

Just so is it with the store or the window. It is quite as important for the grocer to have neat and fresh displays as it is for him to be careful in his dress. His store will become so much the more interesting, not merely to every customer who enters it, but to every passer-by who glances at the windows.

Changes of dress on the part of persons are frequently effected for the mere sake of show, and are thus not exactly commendable, but it must be said on the other hand, that frequent changes and rearrangements of the contents of the store serve a useful and praiseworthy end. Every idle moment can with profit be spent in devising fresh ways for adding variety to the stock.

VICE-VERSA.

MANY years ago, before the production of grain was equal to the demand, wages of farm hands were high, but as production increased, the prices lowered faster than the rate of wages.

A farmer employed an industrious Irishman for five years, at the rate of fifty dollars a month "and found"—board, lodging, washing and mending. At the end of the term, he said to his man:

"I can't afford to pay you the wages I have been paying. You have saved money, and I have saved nothing. At this rate you will soon own my farm."

"Then I'll hire you to work for me," said the other, "and you can get your farm back again!"

The Blue Ribbon Tea Exhibit.

Mr. T. H. Estabrooks, the Red Rose tea man, has returned to St. John, N.B., from the Winnipeg Exhibition. Mr. Estabrooks writes The Grocer that in his opinion the exhibition reflected great ctedit on the management, and will result very satisfactorily to the eastern manufacturers.

The International Stock Food Co.'s Exhibit.

INTERNATIONAL STOCK FOOD CO.

In one of the tents near the fruit, flowers and dairy building, the International Stock Food Co. had a display which caught the fancy of the farmers. During recent years stock food has become a special in many stores and the International Stock Food Co. always take the retailer into account when dealing with the farmer. The purpose of the display at the exhibition was to demonstrate the value of the various lines to the visiting farmers, a method that assists the sale of the line in every retail branch. In addition to the stock goods and remedial preparations for stock which were shown an important feature of the exhibit was a model dipping trough, designed to show stock raisers a sure way of ridding cattle and sheep of mange or scab. The extensiveness of range and the merits of "International" foods and remedies are well known to The Grocer readers and the exhibit at Winnipeg did much to extend the reputatoin of the line throughout the West. In addition to literature distributed the firm gave away "Dan Patch, 1.56 1-4" buttons until the rapid demand had exhausted the supply. Any enquiries from dealers seeking agencies for stock food are requested to write to the Toronto or Winnipeg offices of the Company.

Molasses

Just received cargo Molasses Ex Barque "Hibernia" direct from Barbadoes, **800** puncheons choice Barbadoes Molasses—Now on wharf ready for delivery. We offer same at prices that should tempt buyers—Higher prices may be looked for,—now is the time to buy.

Canned Goods

If you have not placed your orders for Canned Goods, 1904 pack, it will pay you to write us for prices—All the best and leading brands carried in stock. We guarantee full delivery.

Ph. Richards
BRANDY

We are booking orders for Fall delivery of these excellent and well-known Brandies.

Laporte, Martin & Cie.

Wholesale Grocers and Wholesale Wine and Spirit Merchants . . . .

. . . MONTREAL

Exhibit of Pay Roll Plug Chewing Tobacco,

The name **BORDEN** indicates THE BEST.

The ***Pioneers*** in the manufacture of ***CONDENSED MILK*** in America, we were the first to place upon the market the ***purest*** and most perfect products of milk and cream in convenient and condensed form.

2 brands always and ever reliable and profitable :—
BORDEN'S "Eagle" brand CONDENSED MILK and
"Peerless" brand CREAM.

For sale by all Canadian jobbers.

WM. H. DUNN
AGENT, MONTREAL

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO. St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

EVERYBODY WANTS

FREEDOM

SCOTCH WHISKY

(Thoroughly matured in wood.)

MacLEAY, DUFF & CO.,
GLASGOW, SCOTLAND.

B. O. BELAND,
Agent, - 1684 Notre Dame Street, - MONTREAL.

LOYALTY.

LOYALTY is the first qualification which is required of every employe by the successful merchant. Loyalty does not mean fawning; it does not imply the currying of favor by sinking all your own dignities; yet it means more than simply doing your specified work well. It means faithful service plus a whole-hearted, personal allegiance.

Loyalty in the employe is necessary to the merchant's getting-on; but it is just as necessary to the employe himself. You cannot rise far nor fast if you do not have fervent faith in the "boss"; and if you lack that faith, change your boss.

The loyal employe does not sacrifice his own opinions, nor the right to express them; but he will choose to express them face to face with the "boss." If it is a good criticism, it may carry weight and will then be appreciated; but if the criticism is not worth while, is

The trade journal ad that aims at nothing more than immediate orders interests that very small fraction of readers who are contemplating purchases. But the advertising built for general simplicity impresses every reader, and when purchases are made a year later, or five years later, the advertiser is still a factor to be reckoned with.—Mahin's Magazine.

not worth making to him face to face, the loyal subordinate will certainly not bauble it to the other hands, or to his outside friends, or at home.

Nor will you listen to the babbling of others concerning your employer, except to answer them then and there with a protest. You will defend him any time, anywhere, with the same spirit as if your father, or yourself, were the subject of the babbling.

The loyal employe stands up for his own opinions before his employer and stands up for his employer's opinions before the world.

Loyalty in the employe counts for much in helping the good impression which the shop attempts to make upon the public at large. If the hands show lack of enthusiasm for the shop the customer will soon show lack of confidence. On the other hand, if you show in your manner and words that you believe the shop is "the real thing," the contagion of that belief will spread to the customers and must influence favorable opinion for the store.

An Interesting Exhibit at Winnipeg.

Merchants and storekeepers found much to interest them at the "Pay Roll" plug chewing tobacco booth during the Dominion Exhibition at Winnipeg. The exhibit was in the Winnipeg Building and as will be seen from the photograph it is a regular eye-opener as indicating the splendid value of the premiums which dealers and consumers get by saving snowshoe tags and certificates from "Pay Roll." Silverware, musical instruments, clocks, bicycles, cutlery and all kinds of useful and fancy articles were tastefully displayed and the actual sight of these gifts afforded convincing proof of the way in which the manufacturers of "Pay Roll" plug chewing tobacco share profits with their customers.

A slovenly advertisement may attract attention, but it is likely at the same time to breed disgust and fill the mind with distrust as to the thing advertised.

Messieurs the Ambassadors of Trade

TO WIT, THE SALESMEN CALLING ON THE GROCERY TRADE OF CANADA:

To employ your leisure moments while on your holidays, tell us the best story of a clever business deal in your own experience, or in the experience of any of your acquaintances.

What is the Best Stroke of Business you ever heard of?

This is the question. We offer three prizes for the three best answers.

A Silk Hat
for the best story;

A Silk Umbrella
for the next best;

A Seal Wallet
for the third best.

Send more stories than one if you have more than one. Send fictitious names of the people concerned if wisest. And send in answers not later than August 31st.

Boys, help along the idea! We want these good things for the reading columns of your good friend—

The CANADIAN GROCER

Address correspondence to
DEPT. G, THE CANADIAN GROCER,
10 Front St. E., Toronto.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, August 11, 1901.

Groceries.

IN view of the fact that the travelers are off the road, trade conditions are reported to be remarkably good. Mail orders are coming in well, and a good Fall's business is generally anticipated, especially as crops are generally good and money appears to be circulating freely throughout the country. The general feeling in the trade is optimistic. In canned vegetables peas are attracting some attention. Canned meats have a fair demand, and salmon are likely to be high in view of the short pack. Sugar has taken another rise of 5c, and is firm at present quotations, one firm having withdrawn from the market. Syrups and molasses show no new feature since last week, and teas locally are not eliciting much interest. Coffees are higher and firm, but local jobbers have not yet decided to go into the market. Spices are meeting a seasonable demand, while foreign dried fruits are largely nominal at present, although some buying has been done in California raisins at a low figure.

CANNED GOODS.

Peas are the only commodity in the canned goods line attracting much interest, as no prices have as yet been made for corn or tomatoes. The market, however, is strong. The canned meat trade is reported as fair. In salmon reports from the coast confirm the expectation of a short pack and high prices are inevitable. We quote :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 82½	1 25
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1's	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 00
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf," 1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92½
½-lb. flats, 5 cases and over	....	1 17½
½-lb. flats, less than 5 cases	....	1 20
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ¼s, "	....	1 00

SUGAR

As we went to press last week we had to advise an advance of 5c per hundred pounds in local quatations. We have again to note a further similar advance, effective at noon on Tuesday, 9th inst., in accordance with which we list Montreal granulated, in barrels, $4.60 ; Acadia XXX granulated, $4.50, and Berlin granulated, $4.50, basis f.o.b. Montreal. This marks an advance of 65c per hundred pounds from the lowest point of the year, and our readers will have noticed that this advance has been gradual, and in no sense spasmodic or speculative, for it has been based upon actual conditions, and has been in close sympathy with outside markets, where there has been a steady progression, with only occasional fractional reactions. The prime factor in the recent advances has been the very severe and prolonged drouth in Europe, particularly in Germany and Austria, which has continued since the early Summer. So little rain has fallen since May 1st that the water in the rivers Elbe and Oder has fallen so low that navigation has been greatly retarded, and, at present, remains closed, causing continental refiners to buy back sugars previously sold for July and August delivery. It is stated that the drouth has been unexampled since the year 1839, so far at least as Austria is concerned, and the damage to growing crops has been irretrievably serious. It is estimated by Mr. Licht, the well.known statistician, that the beet crop has been damaged to the extent of 10 per cent. in Germany and 15 per cent. in Austria, which, it is figured, will amount to fully 400,000 tons. This added to an estimated deficiency of 400,000 tons in the sowings, will mean a crop of say about 5,000,000 tons for all Europe compared with last year's 5,850,000 tons. This will be the smallest European production for several years past. In this connection it is interesting to note the increased consumption of Europe, which is apparent in all the principal countries, and amounts to 662,156 tons, or, 25 per cent. since September 1, 1903, when the Brussels Sugar Convention went into effect. Coupled with these conditions we have the gradual absorption of the Cuban crop, which for all practical purposes will be little or no factor for the current campaign. Total stocks in the island are 96,500 tons against 106,500 tons last week and 266,500 tons same time last year. The statistical position in the United States and Cuba together shows total stocks of 263,373 tons against 559,492 tons last year, a decrease of 296,116 tons from last year. Combined stocks of Europe and America at latest uneven dates were 2,035,376 tons as against 2,503,970 tons last year, a decrease of 468,594 tons. Reciepts at the three Atlantic ports for week ending August 3 were 42,863 tons, with meltings increased to 42,000 tons, leaving stocks practically the same as previous week ; and, it is interesting to note, there remain unsold in importers hands only 17,500 tons. Sales for the week record an advance in raws of ⅛c per lb. for spot sugars, which are now quoted firm at 4⅛c for 96 test centrifugals, duty paid, while sugars for shipment are held at higher prices, with no transactions at the moment. There have been considerable sales of Java sugars to arrive, but at moment offerings are confined to those for September shipment, which would mean November arrival. It is estimated that total sales of Javas to United States of present crop cannot be far short of 250,000 to 260,000 tons, leaving only a small balance of 40,000 to 50,000 tons for sale, from which it will be seen that these sugars and Cubans need not be considered factors in the situation for the balance of this season, and that American refiners will have to devote more attention to Europe, where the conditions are already well known. Beet sugars for the week have advanced from 10s to 10s 1½d per cwt., and, at the close, owing to reports of rain in some parts of Europe, the market has reacted and declined 3 farthings on realizing sales. The quotation is now nominal at 10¾d, basis f.o.b. Hamburg, for August and September shipments, which is equal to duty paid parity of 4.13 for 96 test centrifugals, or, say equal to price last paid for these. There is a good demand locally for refined, and we are informed that one refinery has withdrawn from the market for the present. We quote :

Paris lumps, in 50-lb. boxes	....	5 33
" in 100-lb. "	....	5 23
St. Lawrence granulated	....	4 68
Redpath's granulated	....	4 68
Acadia granulated	....	4 58
Berlin granulated	....	4 58
Domestic beet, granulated, 1902 (off grade)	....	4 38
Phoenix	....	4 58
Bright coffee	....	4 48
Bright yellow	....	4 43
No. 3 yellow	....	4 38
No. 2 "	....	4 18
No. 1 "	....	4 08

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

There is no change to be reported in these lines. Syrups are dull while molasses is strong with seasonable demand. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32

Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¼
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

Messrs. Wisner & Co.'s Shanghai circular to hand this week gives some interesting information on China teas. The market is reported steady on black teas, with common still in demand. The green tea market is supplied with fair quantities, and ready sale is found on basis of prices established, varying from 10 per cent. to 20 per cent. below last year, on the higher grades of tea. Quality generally is somewhat poorer than last year, but there is still a full average crop. In style the teas are satisfactory. Ping Sueys have had a slow market. Prices of chops have been maintained owing to the firmness of holders. Prices of pin heads and extras have advanced somewhat. Recent arrivals show that the quality is not very satisfactory, the amount of scum being especially noticeable. An arrangement has been made among the native tea men not to import any more Ping Sueys into Shanghai for two months, an arrangement which it is thought in Shanghai they will be able to carry out. Even should the present dull condition continue it would appear that there is no hope of getting Ping Sueys at a low price during the current year. The quantity of black tea shipped from Shanghai to Canada for the season up to July 15 was 493,334 lb., and of green tea 37,333 lb. In Japans business locally is still very slow in face of excellent values being offered in new teas. It is not thought the market will be lower on Japans, and yet the general dullness in green teas and the fact that many buyers are out of town on holidays has prevented any important operations, but if the best class of tea is to be secured buyers cannot defer long as the quantity of tea available in Japan falls off rapidly during the current month and till the end of the season. Ceylon greens share the dulness in the Japan trade, but they have the great merit that good quality can be obtained all the year round. In Indian and Ceylon blacks there is steady business doing, good medium teas being very cheap, though generally the quality is much inferior to that of some months ago, but is now improving. Tea for price is firm in all three markets—London, Colombo and Calcutta. Good Pekoe Souchongs costing from 6¾ to 7½c, c.i.f. We quote :

Congou—half-chests, Kaisow Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

There is a fairly active market for coffee in New York, and prices have advanced. Foreign markets are higher and the trade are buying more readily. Arbuckle Bros. are reported as buyers. Locally the rise has shut off business, as jobbers are unwilling to come into the market at present prices. We quote:

	Per lb.
Green Rios, No. 7	0 08½
" " No. 6	0 08½
" " No. 5	0 08½
" " No. 4	0 08½
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

The New York market is generally active and a little higher, both for spot and to arrive. The demand is normal and steadily expanding with the natural progress of the season. Those needing supplies will do well to anticipate needs. Stocks now available are small and prices generally stiffer. In London prices for both black and white pepper have risen and are very firm. There is a fair trade locally. We quote :

	Per lb.		Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25 0 35
" white	0 23	0 27	Cream of tartar	0 25 0 30
Ginger	0 18	0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

There is no change to note in either of these two lines. Interest is not lively. We quote :

	Per lb.		Per lb.	
Rice, stand. B		0 03¾	Tapioca, staple	0 03½ 0 03½
Patna	0 05	0 05½	" double goat	0 04½
Japan	0 06	0 07	Carolina rice	0 10
Sago	0 03½	0 04		

Foreign Dried Fruits

The currant crop, which was reported for various purposes by interested parties in Patras who had sold on too low a level, as likely to result in over 200,000 tons, has recently been estimated after careful investigation by the Government, at 145,000 tons. Since this estimate was given serious and continued rains have occurred in many of the districts, and considerable damage has been done, with the result that an advance of 2s has taken place, and the market is very unsettled and firm offers difficult to obtain. Retention this year is fixed at 35 per cent, which, on an export of 100,000 tons, would absorb 35,000 tons, or, practically the whole of the crop. But as the average export in normal seasons is about 135,000 tons, it will be seen that not more than two-thirds of a normal export is available for that purpose, and, therefore, low prices for any part of the season are entirely out of the question. Valencia raisins are reported to be a moderately good crop. Malagas are also about average. Orders are being placed for California raisins, and considerable business is resulting from the low range of prices. We quote :

PRUNES.

	Per lb.		Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½ 0 07
90-100s	0 05	0 05½	50-60s	0 07 0 07½
80-90s	0 05½	0 05½	40-50s	0 07½ 0 08
70-80s	0 06	0 06½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½		Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES

	Per lb.	
Californian evaporated	08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected	0 07	0 07½
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

Jordan almonds will be very short this year ; valencias a fair crop. All nuts in shell range about 15 per cent. higher than last year. We quote :

Peanuts, green, per lb	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb.		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb		0 12
Almonds, California, paper shell, per lb		0 15
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 12
Filberts, per lb		0 09
Pecans per lb	0 14	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

Country Produce.

EGGS.

Receipts have been heavier and the feeling easier this last week, but there has been no quotable change. The loss is still heavy from all reports. We still quote 16 to 17c for eggs.

HONEY

The interest in honey is growing, and some very good this year's comb has made its appearance in the commission houses. We quote :

Honey, extracted clover, per lb	0 07	0 07½
" sections, per doz.	1 65	1 75

BEANS.

There is nothing new to report in beans, which are not engaging much interest at present. We quote :

Beans, mixed, per bush		1 25
" prime, "		1 35
" handpicked, per bush	1 55	1 65
" Lima, per lb	0 05½	0 06½

Green Fruits.

The market has been fairly good this last week with local supplies light. Raspberries have been the principal factor locally, with a sprinkling of early peaches and plums from the Niagara District. The holiday season has made trade a little quiet, but there is a heavy demand for California fruits, of which the price is reasonable and the quality fair. A fair crop of peaches is expected this year, but commission men do not expect low prices. A fair crop of plums is also predicted, but not at all equal to last year. The apple crop promises to be good generally, and the English ap-

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

Fine Shelf Goods

You can have no more attractive line on your shelves than

McGregor's Preserved Pineapple

in very attractive glass jars. This line is prepared with the same care that every article bearing the name of **McGregor** is made.

1 lb. glass jars, per dozen, $1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

ORDER A CASE OF 2 DOZEN.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

For Your Information

Parke's Catsup Flavor is a concentrated extract of spices. A 25c. bottle will flavor and keep from souring catsup made from a bushel of tomatoes.

If you are up-to-date and put it in stock you will find that when the season is on it will sell rapidly. It affords a good margin, gives such complete satisfaction that those who purchase will send many more customers to you for it.

The price is $2.00 a dozen. On receipt of order for three dozen we will allow express charges and furnish advertising display.

Trade supplied by Lyman, Knox & Clarkson, Wholesale Druggists, Toronto, by all wholesale grocers in Hamilton, and by the manufacturers, Parke & Parke, Hamilton.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA** and **LOWER PROVINCES.**

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ple, though inferior to the Canadian, will help to keep down prices, and buyers are cautious in making prices. We quote :

California late valencies, per box	4 50	4 75
Verdelli lemons, 300's, per box	3 75	4 00
" 360's, per box	2 50	3 25
Florida pineapples, per crate	4 25	4 50
Bananas, large bunches	1 75	2 25
Banana's, 8's, per bunch	1 25	1 50
Bananas, red, per bunch	1 50	2 00
Apples, Canadian, baskets	0 25	0 30
Limes, per box		1 25
Tomatoes, per basket	0 75	0 80
Watermelons	0 25	0 35
Cantaloupes, Indianas, per basket		0 70
Gooseberries, per basket	0 00	0 65
California peaches, per crate (4 baskets)	1 00	1 25
" plums	1 50	1 75
Raspberries, per box	0 07	0 08
California Bartlett pears, per box	2 25	2 75
Blueberries, per basket	1 00	1 10
Black currants, "	1 00	1 20
Blackberries, per box	0 07	0 08
Peaches, Canadian, per basket	0 25	0 40
Plums, Canadian, "	0 50	0 60

Vegetables.

During the week under review the price has dropped on some articles as a result of the good supply of home-grown products on the market. Cauliflowers are still scarce. Dry onions appear for the first time, selling at 50c per basket. The demand is good, and taking it in general is fairly good. Following are our quotations :

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 15
Parsley, " "		0 20
Sage, per doz.		0 15
Savoury, per doz		0 15
Carrots, new, per doz.		0 20
Beets, new, per doz.		0 20
Rhubarb, per doz.		0 20
Green onions, per doz.	0 15	0 40
Green house water cress, per doz.		0 25
Green cucumbers, per basket		0 25
Waxed beans, per bush	0 60	0 90
Cauliflowers, per doz.	0 60	1 50
Green peppers, per basket		0 75
Canadian new potatoes, per bush		0 85
Michgan celery, per doz		0 50
Canadian celery, per doz.		0 50
Vegetable marrow, per basket	0 60	0 75
Green corn, per doz.		0 12

Fish.

During the week under review the demand for fresh fish has become a good deal better. Prices remain the same. Our quotations :

Halibut, "		0 12
Sea salmon, "		0 18
Whitefish, fresh caught, per lb.		0 09
Haddock " per lb.		0 06
Cod, steak " "		0 08
Perch " "		0 06
Trout, lake, per lb.		0 09
Herring, lake, per lb		0 07
Pike, per lb		0 07

Grain, Flour and Breakfast Foods.

GRAIN.

During the week under review the demand on the wheat market has been good. As a result of an excitable market prices have advanced, nevertheless trade is very brisk. Manitoba northern Nos. 1, 2, and 3, have each advanced 3c per bushel; red has advanced 4½c per bushel; white has advanced 4c per bushel. Oats are a trifle firmer, having advanced ½c per bushel. White peas advanced 1c per bushel. We quote :

Manitoba wheat, Northern No. 1 "	1 07½	1 08
" " " No. 2 "	1 04½	1 05
" " " No. 3 "	1 02	1 02½
Red, per bushel, on track Toronto	1 02	1 02½
White " " "	1 02	1 02½
Barley " " "	0 46	0 49
Oats " " "	0 37½	0 38
Peas " " "	0 69	0 70
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " "	0 63	0 64

FLOUR.

The excitable wheat market still keeps the demand for flour increasing. Trahe is brisk and everything looks bright. During the week under review Manitoba wheat patents and strong bakers' have each advanced 10c per bbl. Ontario wheat patents have advanced from $4.60 and $4.95 to $5.10 and $5.20, and straight roller has advanced from $4.55 and $4.70 to $4.70 and $5. Our quotations are as follows :

Manitoba wheat patents, per bbl.		5 10
Strong bakers "		4 85
Ontario wheat patents "	5 10	5 20
Straight roller "	4 70	5 00

BREAKFAST FOODS.

Though prices are still unchanged on this market, trade is still brisk and the demand continues to be good. Following are our quotations :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

During the week under review the hide market still remains very strong, with a scarcity of hides. Wool is very strong with no supplies. While on the other hand the tallow market is very weak. Trade is brisk and the outlook is good. Our quotations are as follows .

HIDES

No. 1 green, per lb.		0 08½
" 2 " "		0 07½
" 1 " steers, per lb.		0 09
" 2 " "		0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 10
" " " 2 " " "		0 08
" " " 1 15 to 20 lb "		0 09
" " " 2 " "		0 07
Deacons (dairies), each		0 65
Sheep skins	1 00	1 25
Lamb skins		0 50
Shearlings		0 45

TALLOW.

Rendered Tallow, per lb.	0 04	0 04½

WOOL.

Unwashed wool, per lb.	0 11½	0 13
Fleece wool, new clip, per lb	0 19	0 20
Pulled wools, super, per lb.	0 19	0 21
" " extra "	0 21	0 23

QUEBEC MARKETS.

Groceries.

Montreal, Aug. 11, 1904.

AMONG the jobbing trade a general feeling of quietness seems to prevail, some claiming that while trade is quiet, and as expected for the time of year, it is nevertheless better than last season, while others are very pessimistic. The western idea of allowing the travelers two weeks' vacation at this dull season is approved of by some jobbers, who say they might as well save the traveling expenses, as the "boys" don't seem to get heavy orders. Money is coming in in a fairly satisfactory manner, due no doubt to the fact that Quebec farmers, on account of the poor prices ruling in cheese, have turned to the manufacture of butter, and are thus receiving ready cash to turn into the country merchants. Sugar advanced 5c per 100 lbs. on Tuesday, with a firm beet and raw market statistically, and from German and French crop reports it will be wise to consider present

prices as favorable purchasing figures. In teas things are very quiet, little trading going on. New low grade Japans are reported stronger on account of none being offered by the farmers; prices are so low that it does not pay them to work the low grades. Ceylon and Indians, as well as Chinas, are dull, with nothing to report of interest. Local business is small and few parcels are turning over. Canned goods are quiet; new raspberries, strawberries, peas and beans, are being delivered to the jobbing trade. salmon and lobsters are high. Syrups and molasses are unchanged and uninteresting from a life point of view. In dried fruits, currants are looking better; California prunes are very cheap and are being freely sold. Bananas are a glut on the market and selling as low as $1 to $1.10 per bunch. Canadian apples are making their appearance and receiving attention. In fish a stillness prevails. Fish eaters are out of town, and the heat has also a good deal to do with restricting consumption. The cheese market is a conundrum, and a bad one financially to many in the trade. In butter, exporters are buying more freely at higher prices. Flour is firmer and millers have advanced from 10c to 20c per bbl. this week. Eggs are not coming in as freely as last year, and prices have shown an advance of ¾c to 1c doz. Spices remain unchanged. Coffees are strong in New York and are held firm here.

SUGAR.

All refined sugars were advanced 5c on Tuesday of this week. Foreign markets are very strong. Beet and raw sugars are firm and every indication that another advance may eventuate. The demand this year for sugars is reported among the trade as being better than last.

Granulated, bbls.	$4 60
" ½-bbls	4 75
" bags	4 50
Paris lump, boxes and bbls	5 10
" " ½-boxes and 1½-bbls	5 10
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 25
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 50
Bright coffee	4 35
" yellow	4 30
No. 3 yellow	4 30
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 90
Raw Trinidad	3 40
Trinidad crystals	3 50

SYRUPS AND MOLASSES.

The market in molasses is featureless. There is practically no demand, as the trade throughout the country seems to be well supplied. Brokers report little doing on account of inability to get offers accepted.

Barbadoes, in puncheons		0 28
" in barrels		0 30½
" in half-barrels		0 31½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02¾
" ½-bbls	0 02¾	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

The statistical position continues strong and a firmer tone prevails in New York. Locally business is quiet and the New York fluctuations are not sufficiently strong to advance prices here.

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Dull market and featureless. Pepper is about the only article having a tendency to firmness and a possibility of slight advance. Cloves and nutmegs are unchanged.

	Per lb.	
Peppers, black	0 17	0 19
" whit	0 22	0 28
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 14	0 17

TEA.

Since our last report the market has remained about the same for all kinds of tea, particular interest, however, being taken in musters of new teas arriving per Empress of Japan, or in parcels lying in Yokohama or Kobe for shipment. Prices are exceptionally low, but as against this the appearance is much inferior to last year's tea. Locally the Japan trade is quiet. Cables just received advise scarcity of low grades. Prices have been so low that it has not paid to pick these teas. High grades, of course, are maintained in price. Ceylon, greens and blacks, are quiet and very little trade is turning over. The same applies to China teas.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 17
Common		0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13¾	0 14
China greens—Pingsuey gunpowders	0 12	0 12½
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

New strawberries, raspberries, beans and peas are coming into the market, deliveries being made by the canners. Reports indicate that the corn crop is looking well. Upon the contrary tomatoes are in need of warm weather and rain. There is no change to report in prices and the business turnover as usual at this time of year is small. Salmon continues strong. Lobsters are maintaining their high price. It is reported from abroad that the French sardine crop will be better this year than it has been since 1901. Small sardines have appeared in great abundance in the fishing grounds on the western coast of France. It now seems certain that the absence of sardines last year and the year before was due solely to the cold and boisterous Spring. This Spring, which has been a normal one up to date, finds the smaller variety of the famous little fish already on hand in abundance, and the packers look forward to an excellent catch. This information will doubtless be of interest to importers, who were compelled last year to place many orders for sardines in Spain and Portugal, from which countries they received a product much inferior to the sardines of France.

Fraser River salmon		5 75
Skeena "		5 65
River Inlet and Lowe Inlet salmon		5 35
Spring sockeye		5 00
Cohoes		4 00
Humpbacks		2 75
Tomatoes		1 05
Corn		1 25
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 47½
Lawtonberries, 2s		1 57½
Raspberries, black		1 42½
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47½
Cherries, red pitted, 2s		2 30
Baked beans, 3s		1 03
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetable and fruits. Other lists will be given later.

Vegetables.	Per doz.
2's Asparagus Tips	$2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

Fruits.	
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black. standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50

2's Plums, Damson, light syrup	1 00
2s " " heavy syrup	1 30
2½s " " "	1 57½
3s " " "	1 85
Gals. " " standard	2 95
2s " Lombard, light syrup	1 05
2s " " heavy syrup	1 35
2½s " " "	1 62½
3s " " "	1 90
Gals. " " standard	3 15
2s " Green Gage, light syrup	1 15
2s " " heavy syrup	1 47½
2½s " " "	1 72½
3s " " "	2 00
Gals. " " standard	3 45
2s " Egg, heavy syrup	1 52½
2½s " "	1 80
3s " "	2 10
2s Raspberries, red, heavy syrup	1 40
2s " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2s " black, heavy syrup	1 35
2s " " preserved	1 50
Gals. " " standard	4 75
2s Rhubarb, preserved	1 15
3s " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2s " " " 1904 pack	1 60
2s " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

Local market is quiet. Quotations on new valencias are out and opening prices are lower than last season. Currants, it is expected, will be short crop this year by about 10 to 15 per cent. Sultana raisins are firm. Nuts are looking up slightly. New crop of figs is reported as likely to run under last year's pack, but quality is very good. California dried fruits are selling at astonishing low prices. We quote :

VALENCIA RAISINS,

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ½s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Nothing much to report in the way of changes this week. On Monday four carloads of California fruits were sold at auction. The fruit consisted principally of pears, peaches and plums, the pears selling from $1.60 to $1.80; plums from $1.40 to $1.75, and peaches from $1.60 to $1.75. Two loads of Georgia peaches arrived and only sold from $1.50 to $1.75. Bananas are somewhat of a glut in the market, and prices have dropped 25 to 50c a bunch. A car of Canadian apples in baskets was received on Monday, and brought from 15 to 20c the basket. Tomatoes are in good demand at 60 to 70c per basket. The demand for raspberries has fallen off, everybody seems to have been loaded up.

Cocoanuts, per bag of 100	....	3 50
Canadian apples, in bbls.	2 00	2 50
Pineapples, 24 to case	....	5 25
" 30 to case	....	4 50
Bananas	1 10	1 75
Bananas, red, per bunch	....	1 75
New Messina lemons 30o's	....	4 00
" " 360's	....	3 25
Peanuts, Bon Tons	....	0 12
" Sun brand	....	0 11½
" Diamond G brand	....	0 09½
" Coon brand	....	0 08
New Brazils	....	0 13½
New potatoes, per bbl	....	2 50
Limes (100)	....	1 25
California peaches, per crate	....	1 50
California plums, per crate	1 75	2 25
Cantaloupes, California, per crate	....	6 50
Gooseberries, per basket	....	0 75
California late valencias, per box	4 25	4 50
Verdelli lemons, 300's, per box	4 00	4 25
Watermelons	0 25	0 40
Raspberries, Canadian	....	0 08
California Bartlett pears, per box	....	2 50
" " per half box	....	1 00

Vegetables.

The increased receipts of new potatoes have pared down prices somewhat. New green corn at Bonaecours market is selling from 9 to 12½c per dozen. In quantities for retailing as low as 7c is ruling. Cucumbers are coming in freely now, though it is not expected that the crop will be large this year, in fact for pickling purposes it is claimed a great shortage will have to be faced.

Egyptian onions, per sack	....	1 75
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb.	....	0 75
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savory, per doz	....	0 15
Carrots, new, per doz	0 25	0 30
Beets, new, per doz	....	0 25
Egg plant	0 15	0 20
Rhubarb, outdoor, per doz	....	0 20
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 30
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Asparagus, outdoor, per doz	1 00	1 50
Florida new potatoes, per bbl	3 75	4 00
Green peas, per bush., 12 quart basket	0 20	0 25
" cabbage, per doz	....	0 70
" beans, per bush	0 75	1 00
Waxed beans, per bush	....	1 00
Cauliflowers, small, home grown, per doz	1 50	2 00
Green peppers, per basket	....	0 75
Canadian new potatoes, per bush	0 90	1 00
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 50	0 60

Fish.

Business is on the quiet side on account of the absence on Summer vacations of the larger portion of regular buyers of fish. There is a fairly good demand for western dore, but supplies are short at present. Gaspe salmon is entirely out and British Columbia salmon in consequence is starting to come in with ready sale at about 15c. It is not expected that any quantities of western fish will reach this market before about September 10. Some No. 1 green codfish are arriving, but prices are high; they are worth from $5.50 to $5.75. Skinless codfish is scarce; prices are firm. We quote :

Haddies	....	0 07½
Smoked herring, per box	....	0 18
Fresh haddock, per lb.	....	0 04½
Pike, " round and dressed	....	0 07
Halibut, fresh, per lb.	....	0 11
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, frozen	0 14	0 15
Fresh steak cod	....	0 05
Lake trout, per lb	....	0 08
Whitefish	....	0 08
Dore	....	0 09
Fresh mackerel	....	0 10
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl	....	4 75
" half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, "	....	6 50
" per keg	....	0 95
Holland herring, per keg	0 65	0 75
Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates 12 5-lb. boxes	....	0 05
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb. (new)	....	5 00
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz.	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Standard bulk oysters, per gal	....	1 50
Selects	....	1 75

Country Produce.

Eggs—Receipts continue small for the time of year, consequently prices are firmer, an advance of 3-4c to 1c is noted over last week's quotations.

Selected	....	00 19
Candled	00 17	00 18
Seconds	00 11½	00 13

The range in quotations is wide; 15c f.o.b. country points is reported in some quarters, while 15 1-2c is given as a ready offer by purchasers.

Beans—Slow demand, little doing and prices unchanged.

Choice primes	1 35	1 40
" car lots	....	1 30
Primes	....	1 35

Honey—New honey coming in better supplies but as yet little business going. Prices are easy.

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07	0 07½
Buckwheat	0 06	0 06½

Maple Products.—Prices unchanged and little business being done.

Maple syrup, in wood, per lb.	0 05½	0 05½
Maple syrup, in large tins	0 60	0 70
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08½	0 09

Flour and Feed.—The market is decidedly improved and the anticipated short condition of the wheat crop has had a tendency to stimulate trade. Some millers, notably Ogilvie, advanced 20c per barrel on their Royal Patent this week. The general tone of the market is firmer.

Manitoba spring wheat patents	4 90	5 00
" strong bakers'	4 60	4 70
Winter wheat patents	5 10	5 25
Straight rollers	4 70	4 75
Extra	....	4 00
Straight rollers, bags	2 30	2 35

Feed—The demand for mill feed is much improved and prices for both bran and shorts advanced $1 per ton.

Ontario, bulk	15 50	16 00
Shorts	17 00	18 00
Mouillie	22 00	28 00
Ontario bran, in bulk	15 00	15 50
shorts	16 00	17 50
Manitoba bran, in bags	19 00	20 00
shorts	....	21 00
Mouillie	23 00	28 00

Oatmeal—Market quiet with unchanged prices.

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, bags	2 55
" bbls.	5 30

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B.C., Aug. 4, 1904.

WITH the continuance of hot weaing rapidly, goods going out in ther, large stocks are not movsmaller consignments; that is, such perishables as butter, lard, etc. The demand is fair, and the slight depression in the market noticed for a week or two is passing away. Prices rule on the average, with little alteration. In groceries the only change is an advance of 1-8 cent per lb. in sugar.

* * *

There are big demands for fruit in all lines, with plentiful supply and reasonable prices. The only line not arriving in the best of condition is pineapples, they coming by boat. For that reason they are not as plentiful as other fruits. Pears, while abundant, are to some extent not up to the usual good quality which generally is sent up from the south. Watermelons are very popular, and range from $3.60 to $5 per doz. They are at the wholesalers in carload lots and are in fine condition being sent by the refrigerator cars, which are now coming into general use for the shipment of all kinds of fruit from California. The expense comes a little higher, but people are easily willing to pay the extra cost, provided they get a good article. The same principle obtains in everything.

Oranges and lemons are still scarce, this being the between season; Valencias are the variety obtainable. Canteloupes go at $5 per crate; bananas from $2.50 to $3; pears, $2.25; plums, $1.50 to $1.75.

The announcement that plums and prunes were a failure on the lower mainland of British Columbia is borne out. The continued dry weather has settled the matter, and the fruit is dropping off the trees to such an extent that in many instances the orchards are bare. The cause of the bad crop occurred early in the season, the blossoms not taking well. Native plums have come in, and are going at 75c to 80c per box.

Local apples are now on the market in small quantities, but are expected to come in large consignments very soon. These are the white variety, and are sent down from Chilliwack. The class is good, and there will be a good crop this year. In short, the only failure in crops is in the plums and prunes. Apples are selling at from $1.25 to $1.50 per box. California apples, which have for some time past been in the market, will, of course, drop out now that the home-grown article is in season.

Wholesale men were a little surprised by the flood of apricots on the local market from Washington State. They expected the price to be fairly high, because of the shortage in California, and the always good demand for this fruit for preserving. Instead large quantities came from Wenatchee, one firm alone importing 5,000 crates. The quality is not so good as that of California, but they went in the absence of something better. The season now is about over.

* * *

Advices from Dawson are that all the fresh fruits are in the market there, watermelons, cherries, peaches, celery, pears, etc. Prices range high, the cost of importation being heavy, but the demand is good. Figures change rapidly, for the fruit has been a long time picked. An instance of this took place in cabbages, when one of the dealers cut the price of cabbage from 11 cents to 6 cents, and other dealers are forced to sell at a loss to move their supply before it spoils on their hands. Prices generally are tending downwards, with the summer imports, and this will continue for another month, until the frost sets in. There is no special feature in the market there this week.

* * *

It was reported a week ago that the flour mill at Enderby was to be removed to Lethbridge, Alta. On the contrary, the correct information in relation to the matter shows an enlargement of the industry. The mill at Enderby will remain, and another will be constructed at Lethbridge, which will act as a sort of feeder to the one at Enderby.

A syndicate, with considerable capital, has secured options on several ranches in the Lansdowne district of the Okanagan, and it is said it purposes to take up all the available land in that section, and go into fruit raisng on scientific principles. Lansdowne can hardly be excelled for the purpose, and will easily rival the famed Coldstream.

Wheat is slightly lower, and hay is down $2 per ton, as the new crop is now being received on the market.

Yukon trade promises to be good this year, and several large orders have been received from Dawson houses.

A rise is being looked for in cured meats, in addition to the increase already noted.

MANITOBA MARKETS.

Winnipeg, Aug. 5, 1904.

The Dominion Exhibition is now over and all the exhibits are quickly being removed.

All markets are steady with the exception of sugar which has again advanced 5c.

Sugar—The market has again advanced 5c and Montreal granulated is quoted now at $5.20 per barrel and $5.10 in sacks; yellows at $4.60. Wallaceburg the market quotes at $5.10 in barrels and $5 in sacks.

Canned Vegetables—The market is firm in all lines. Prices are generally well maintained and we will be unable to quote prices on the fresh supplies of corn and tomatoes until the stocks are available.

Flour—The market has now advanced on No. 1 and No. 2 patents, quoting No. 1 at $2.55, No. 2 at $2.35 and No. 3 holds good as quoted last week at $1.80.

Rolled Oats—The market is steady and prices firm; 80-lb sacks are quoted at $2.25; 40-lb. sacks at $2.30; 30-lb sacks at $2.35; 8-lb sacks at $2.65; and 6-lb. sacks at $2.85.

Cornmeal—The market is quite firm quoting cornmeal at $1.75 per sack and 90c per half sack.

Coffee—The market now quotes No. 5 green Rio, good quality, from 9 3-4 to 10c per lb.

Evaporated and Dried Fruits—The market is firm but all kinds of evaporated fruits are scarce. Ne stock of evaporated apples will be on the market till about November 1. Evaporated apricots, 1904 stock, choice quality, are quoted at 13 1-2c per lb.

Green Fruits—The market is now fairly steady. Oranges are quoted at $5 a case; lemons, $5 a case; bananas, $2.75 to $3 a bunch, peaches $1.35 a case; pears

$3.50 a case; plums, $2.00 a crate; Washington apples, $2.50 a box; apples, $6.00 a barrel; watermelons, $4.00 to $5.00 a dozen as to size; tomatoes, $1.50 a crate; blue berries 7c lb.; rhubarb, 2c a lb.; native cabbage, 3c a lb.; and cucumbers 65c a dozen.

Eggs—The market situation is steady and the demand is heavy. Eggs are jobbing to the trade at 21c per dozen.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Aug. 10, 1904.

BUSINESS is but fair. The higher price quoted for flour has caused an improved demand. Our western friends, particularly those who wish to sell us goods, should remember our Exhibition to be held next month. They cannot find any better advertisement or any way to so quickly gain the favor of our people than by making a good display. In this way they can bring their goods to the personal attention of the best buyers, not only of the city but of the Province. We continue to have cool weather. Perhaps the coolest Summer for years.

The trade have been somewhat surprised at the continued low price of rice rather lower prices being quoted this week. Jam, of which a large quantity is brought here from Ontario, is quoted rather higher. The chief feature in the local market is the high price of fish in all lines. Stock is very light.

Oil.

While buyers found the prices rather higher than at this season last year, the fact that prices are much lower than they have been quoted during a large part of the year, caused the booking of the large part of the Fall orders early. In paint oil, linseed is quoted somewhat higher. Turpentine is held firm. Lubricating oils show no change. Coal oil is easier, though quite full prices are still asked.

Salt.

A cargo was landed this week, containing both Liverpool coarse and fine salt. There is but a fair demand. Part of the cargo was put in store. There is further supply afloat. Prices are kept firm, and it is to the advantage of buyers to have orders filled ex-vessel, this saving storing charges.

Green Fruit.

Dealers complain that sales are rather light. At this season California pears have a large demand. Prices this season are quite low. California plums are also low. In apples the sale so far has been light. Georgia peaches are quoted low and are splendid stock. We expect to have New Brunswick apples next week. Bananas are plentiful. Oranges are high. Lemons remain unchanged. Native tomatoes are now being received. Melons have but a slow sale.

Dried Fruit.

There is but a light spot business. The lower prices quoted on the coast for California raisins have somewhat upset the market. Freshly seeded, 1903 stock is offered at exceptional figures and spot 3 cr. loose are also very low. The quality of the goods make them very desirable. Malaga raisins are quoted, in layers and seeded, at prices about the same as Californias. Loose are rather higher. So far any information received makes the price of Valencias about as last year. Currants have not yet been generally quoted. Figs are quite firm. Dates are low. In prunes prices are very low this season. It should mean a large sale for the larger sizes. In peels, citron is quoted well above opening prices. Evaporated apples are rather higher with stocks light.

Canned Goods.

There is nothing of special interest Owing to an arrangement among the trade nearly all the dealers quote the same prices. New peas are now freely offered. In all lines fair spot stocks are held. Corn is perhaps the exception. Strawberries and peaches are very firm. Owing to the short pack of Spring salmon, this grade is held very firm at the high price. New lobsters are now on the market at light prices. Sardines, haddies, and kippered herring are very firm. Stocks are light. So far the pack of sardines has been very small.

Sugar.

Price has again slightly advanced, making price well above the figures quoted a few weeks ago. Market is very firm. Dealers continue to carry full stocks.

Molasses.

While there is quite a full stock of Porto Rico held here, market is firm at rather higher prices. The stock of Barbadoes is not large.

Fish.

Dealers are almost out of business for want of stock. Salmon season is over. Fresh haddock and cod are very scarce. Dry cod were perhaps never so scarce at this season. Prices are high. In pickled and smoked herring there begins to be increased demand, but stocks are very light, particularly of smoked herring. While the season is yet quite early in these two lines, the outlook is bad.

Flour, Feed and Meal.

This line has shown some business during the week. Ontario flours have shown an advance. Some millers are also quoting higher prices on Manitoba. There is a fair demand for feed at even prices. Oats are very scarce and hard to get. Oatmeal is still held at the high prices. Cornmeal is firm. Beans seem the weak point but even they are firmer. There is a limited sale. Barley and split peas are still scarce.

CHEAP POTATOES.

A recent report from London, Ontario, announces that new potatoes are appearing in large quantities, selling at from 60 to 70 cents a bushel or about 90 cents a bag. The tubers are splendid in size and the crop is large. This means cheap potatoes.

CAPITAL INCREASED.

The Robert Greig Co., Limited, of Toronto, have been authorized to increase their capital from $65,000 to $150,000 by the issue of 1,700 shares of new stock of $50 each.

HINTS TO BUYERS.

H. P. Eckardt & Co. are offering some special values in Japan teas at low prices.

S. H. Ewing & Sons, Montreal, call buyers' attention to their pickling spice in this week's issue. These spices are carefully selected and cleaned and should interest grocers at this time.

Mr. E. D. Marceau's ad. in this week's issue presents tempting features to the trade. Interested buyers will find prompt reply to inquiries.

Simpson's Lime Juice in ½-pint bottles may be had from H. P. Eckardt & Co.

H. P. Eckardt & Co. are doing a good business with "Crescent" brand tomato catsup in quart bottles.

WALL PAPER.

PRESENT DAY MURAL DECORATIONS.

By Arthur Seymour Jennings.

THE public taste in mural decoration fluctuates almost as much, if not as rapidly, as that in ladies' dresses. The requirements of to-day are very different from those of ten years ago, and, no doubt, in another decade other and dissimilar styles will be in vogue. Indeed, the demand for novelty, while not so pronounced in England as it is in some countries abroad—the United States, for example—is very real, so that art students and designers may always be reasonably sure of finding a market for their work, provided, of course, that it is novel and really decorative.

We may leave aside from present consideration those features of modern decoration which have proved to be but short-lived, and direct our attention to the styles which have remained in favor for a long time, or appear to be likely to do so.

Taking wall papers in their various grades first, the question has often been asked whether the fashion is set by the manufacturers, or whether it is distinct demand on the part of the public. Probably each contributes to the result. The wall paper manufacturer who produces a new style, or a series of hangings quite out of the ordinary run, usually "makes haste slowly." The production of a single new design means the risk of not a little money, as the cutting of the blocks or cylinders from which the design is printed is somewhat expensive. For this reason only a few patterns that are distinctly novel are brought out in one season. If they meet with favor—if the sales justify it—the "line" is largely increased the following year.

It is worthy of note that a custom of the wall paper trade, widely followed, is to reprint a selection of certain designs every thirty years or so. At present there is a demand for pearl, white moire, and striped papers that were popular in the "sixties."

We may now consider the new styles which are most sold to-day, and first among these must be placed "ingrain" papers, or those which are colored in the pulp from which the paper is made. This class of paper is usually either quite plain, or printed with a stripe, or with a small dotted pattern technically known as "powdering." This pattern is almost always printed in the same color as the ground, but a little darker. Often the difference in tint between ground and pattern is so small that the design can hardly be discerned. The wide use of these plain or nearly plain papers is generally admitted to be one of the best evidences of the process of applied art in mural decoration in recent years.

It may, at first sight, be thought that the use of plain papers does not give much encouragement for the artist. As a matter of fact, however, they are but rarely used, excepting in conjunction with a comparatively bright and often elaborate frieze. The reader who has studied design will be quick to understand why this combination gives such satisfactory results. We will take a well-furnished dining-room as an example. Here we probably have a good many pictures upon the walls, and the plain background, if the proper hue is chosen, forms a setting or foundation for them, which adds to their beauty instead of detracting from it, as is almost invariably the case when a conspicuous pattern is employed. The "powdering" design, so unobtrusive, yet serves to nicely break up those portions of the surface where there are no pictures, while the broad, boldly-drawn frieze, probably full of coloring, gives a fitting cap to the wall surface, and forms a combination effective and decorative. And, be it observed, it hardly matters how strong the colors are in the frieze, because it is above the line of pictures, while the expanse of plain surface will probably require a firm coloring in order to produce a proper balance of parts and a satisfactory whole.

It is in the design of the frieze that the artist will find his greatest opportunities. We do not now refer to the ordinary patterned frieze or border, designed on what Mr. Lewis F. Day calls the "turn-over" principles—that is, of a pattern having its left and right identical—but rather to that class of design which is most sought at the present time. There are two divisions to this class, or perhaps they might be more properly considered quite separately. The first is the "landscape frieze," the second the "hand-stencilled frieze."

WALL PAPER
ONE DEALER SAID TO OUR TRAVELLER
"YOU DON'T NEED A SALESMAN TO SELL THE STAUNTON 1904-5 LINE."
LIKELY YOU'LL SAY THE SAME WHEN YOU SEE IT.
WAIT FOR OUR TRAVELLER.
STAUNTONS LIMITED
TORONTO.

Stauntons Limited.

A very cordial invitation is extended by Stauntons Limited, wall paper manufacturers, 934 Yonge street, to their customers and the wall paper trade in general to visit their factory during the Toronto Exhibition. The company will also have rooms at the King Edward Hotel during the exhibition, and all visitors will be made very welcome.

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER.

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

All Grocers know that

Good Coffees and Spices

will make a **transient** customer a **permanent** one.

We are making permanent customers every day.

Todhunter, Mitchell & Co.,

WHOLESALE IMPORTERS - - 7 EAST FRONT ST., TORONTO

To the Grocery Travellers of the Dominion—

Just after your holidays we believe you are all feeling well—we hope you are and ready for business.

And Now—just a word for the future:

If you want ***insurance for nothing*** write us. Find out. It's interesting.

Snowdon, Forbes & Co., - Montreal

BEET SUGAR INDUSTRY IN U. S.

THE following are extracts from a report of the United States Department of Agriculture on the beet sugar industry in the United States during 1903 :

There are now built and ready for operation five beet sugar factories, four of which were not ready for operation during the campaign of 1903. There were fifty factories in operation and eleven additional ones which were built and put in operation during the year 1903. While the product of beets per acre is at present only eight to nine tons, as compared with thirteen tons per acre in Germany, the introduction of extensive farming of the beet fields will speedily change these conditions. With careful farming the beet grower will be able to raise fifteen tons per acre in districts depending upon rainfall, and seventeen tons per acre in irrigation districts. The prevalent price of beets during the year was $5 per ton, and it costs about $30 an acre in rain districts and $40 an acre in irrigation districts to raise them.

While the product per acre is greater in the Old World than it is in the United States, at the present time the sugar content of the beets raised in the States is much higher. Seven or eight per cent. is the average in Germany, but in the United States the average is sixteen or seventeen, and frequently runs up to twenty and even twenty-five per cent. in isolated instances. The factories now produce 220 pounds of sugar per ton of beets, and much improvement is possible in this respect.

At present the average extraction of sugar by the factories in the United States is about eleven per cent. of the weight of the beets. An extraction one per cent higher would mean twenty pounds in sugar from a ton of beets, which at four and a-half cents per pound is worth ninety cents. An extraction two per cent. higher would mean forty pounds more sugar worth $1.80. An increase of three per cent. in the extraction would mean sixty pounds more sugar worth $2.70, and an increase of four per cent. eighty pounds worth $3.60.

During the year 1903 in the United States there were 242,576 acres in beets, the average yield being 8,418 tons. Altogether there were 2,076,494 tons of beets raised, from which 485,209,087 pounds or 240,604.4 tons of sugar were manufactured. The average price of the beets was $4,999 per ton and their average sugar contents was 15.08.

Sure Money

Grocers are looking to-day to the manufacturer for Money Makers. A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef

will repay the trouble.

This line is a Money Maker. Everybody comes back for more.

TRADE MARK
This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT
TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS.
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
Toronto LIMITED Montreal

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

RUSSIA'S FOREIGN TRADE.

RUSSIA'S foreign trade in 1903 across her European borders amounted to $309,770,000 in imports and $489,131,850 for goods exported. The following are the principal participants in that trade:

	Exports.	Imports.
Germany	$119,686,000	$121,385,500
Great Britain	112,270,000	57,680,000
France	39,088,500	14,471,500
Austria-Hungary ..	19,055,000	117,368,500
Holland	52,015,000	.....
Belgium	22,402,500	.....
Italy	29,200,500	.....
United States .	2,729,500	32,239,000

It is estimated that of the Russian exports to Holland and Belgium (consisting principally of grain) $33,990,000 worth were reshipped thence to Germany. Russia's imports from the United States in 1902 were valued at only $19,776,000. The great increase for 1903 is owing to larger importation of cotton and the enhaned cost of the same, as also to the increased imports of agricultural implements and machines from the United States. The 1903 importation of Russia exceeds that of 1902 by $38,316,000 in value, which has its cause in Russia's favorable crop in 1902. The largest increase among the imports is that of agricultural machines and implements, figuring $13,029,500 value, against but $9,373,000 for the year before. In all other machines of iron and steel Russia's importation for 1903 shows a decline amounting to about 25 per cent. as compared with the average of the three preceding years. Of Russian exports showing large gains for 1903 as compared with 1902 are to be noted wheat and rye, butter and eggs, white soft sugar, naphtha. timber and lumber and iron ore. More than half of Russia's total exports consists (in point of money value) of grain, the exports of the latter (including flour and bran) amounting to $246,005,500. Butter exported amounted to $16,274,060, and eggs to $26,265,000. Last year Russia shipped abroad nearly three times the quantity of white soft sugar exported during the previous year.

China, Crockery and Glassware.

Create a Demand for China.

IN this line particularly the merchant who limits himself to staples gets the small end of the profit business, and the unsatisfactory part besides. A customer will waste time haggling over the price of sheeting or white cups and saucers, because they make up the actual needs, and the money goes hard. When a piece of merchandise strikes her fancy and creates a desire to possess, she pays the price with little argument. The merchant who once brings himself to see the possibilities within the scope of this department will make better and more profitable use of it. There is a good profit to be extracted besides any amount of good material to use with beneficial effect on the business as a whole. This latter qualification is really the best side of the line. This does not mean that profits need be sacrificed, but rather that it is possible to get a double draw. There are not many lines of goods where the consumer is so completely at sea as to value. Most any piece of china among the endless variety suggests greater value and higher price than it could be sold for. The ornamental nature of the goods carries this suggestion, hence they are always interesting when presented in a clean, attractive manner. Right here is where a great many merchants err. They allow the department to shift for itself, and when there is occasion to show a lady the goods, they are anything but attractive, being soiled and dust-covered. The clean, well-kept wholesale show rooms about the market should prove an object lesson to merchants.

Buy Ware of Repute.

THERE is a well-timed tendency in the trade of this country to depart from the once predominent feature, that of buying only the cheapest goods obtainable, and in no branch of trade is this change more noticeable than in the crockery trade. Only a few years ago every dealer, both wholesale and retail, bent his best energies on looking up dinner and toilet ware that had nothing to recommend it save its low price; the ware being frequently so poor that breakage in transit amounted to 25 per cent.

Several of the cheapest makers have since gone out of business, but there are many still left in Staffordshire, and these have succeeded in improving the outward appearance of their ware, but with little or no improvement in the quality. The result is that many of these goods are still being bought by Canadian dealers from want of a thorough knowledge of the nature of the ware. The ordinary dealer may never obtain such knowledge from personal experience, and crockery may only be a side line with him, but he can easily safeguard his interests by buying only ware of known repute.

A Potting Triumph.

For many years the problem of making crockery to stand the rough usage incidental to that of large hotels, railways and steamships, has been a vexed one. By the introduction of the welded edge, made exclusively by John Maddock & Sons, this problem has been absolutely solved. The welded edge has been conceded to be a veritable triumph. The old roll rim formerly made by them in common with other makers, has now been entirely discarded by Maddock & Sons for obvious reasons. The roll rim they state is practically no protection against chipping, whereas the welded edge reduces chipping to a minimum. The roll rim makes the articles unnecessarily heavy, whereas the welded edge adds but little weight, yet adds materially to the strength and durability of the ware. Besides, these goods are craze-proof, hence do not absorb grease or other substances. They are in use in the four quarters of the globe, and Maddock's Canadian representative, E. W. Klotz, of Toronto, will be pleased to send free booklet of testimonials from satisfied users in all parts of this continent, to any one desiring a copy of this interesting publication.

Reliable Lines.

BUYERS of crockery, china, glassware and lamps, owe it to themselves to see the lines being shown by Taylor & Mulveney, Hamilton, before placing their orders for this class of goods. This firm has shown great progress, and to accommodate their rapidly growing trade have lately been compelled to almost double their warehouse room. Their present floor space is some 4,000 square feet, and this space is taxed to the limit to handle the large and varied stock carried.

Fancy china is a strong feature here, and the new goods now being opened out in this line all bespeak the excellent taste shown in their buying, every piece from the cheapest plate or cup up to the most expensive set all show the same careful selection.

In English dinner ware the lines shown are very attractive, and, being from such makers as A. Meakin Co., J. & G. Meakin, Grindley & Co., the quality is assured. Several lines are carried in full open stock, which is a great advantage and convenience to the retailer, as extra pieces or matching can be procured at any time.

Hot Weather Try-Out.

THERE is no better time in the whole year to try out the merits of this department than the hot weather months. These months of slow and uncertain business will figure as days turned to profitable account if the people can but be induced to come to the store in quest of bargains which can be offered in these lines. Such bargains fit ready-money and easy-to-buy ideas. The showing can be made most enticing and generous, so there need be no cause for disappointments on the part of the trade, in the matter of choice. This hot-months selling fits in at a time when the store in general is sorely in need of stimulating merchandise—something to make a noise with—something that fits the weather and the season; nothing better than glassware running to berry sets, tumblers, water sets, etc.

How's the stock of generous size water pitchers and water sets? Don't miss the greater part of this easy money by keeping a stingy assortment of none too clean glass pitchers for your customers to look at and pass by. A window full of water pitchers may sound big, but it does not mean such a tremendous assortment. You know a few dollars makes a bigger showing in this line than in most any line in the store. An assortment of half-gallon pitchers offered at $1.55 a dozen by a local house would make a good showing with a 25c price card, but marked at 19 cents give a stock the appearance of being particularly low in price. Such a leader would make the assortment offered at $2.00 look up as wonderful values at 25 cents. The same would hold good with other offerings, as you scale up the price. It is not a very hard matter to get a dollar and earn more for crystal glass fire polished pitchers that look the value.

RETURNED
OCT 25 19[illegible]
Cut Book 26
Page 1

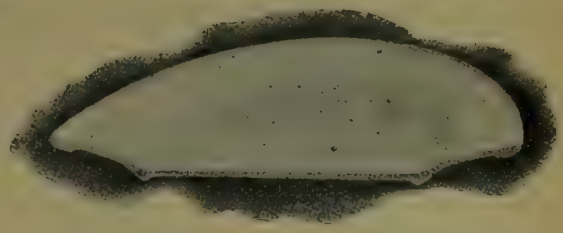
The Peerless "Hamilton"

For stock pattern, this has no equal.

—A quick seller and profit maker.
—Try it and be convinced.

Remember Maddock's is the brand that hasn't crazed for 40 years.

Maddock's Welded Edge Hotel Ware.



IT'S THE EDGE THAT COUNTS FOR DURABILITY.

Specially made for use in

HOTELS, RESTAURANTS, CLUBS, COLLEGES and HOSPITALS, on RAILWAYS and STEAMSHIP LINES.

CRESTS, BADGES AND MONOGRAMS NEATLY EXECUTED.

E. W. KLOTZ SOLE AGENT FOR CANADA Toronto 24 WELLINGTON STREET WEST, Import only

VISITORS TO WINNIPEG

will please note that the above lines are carried in open stock by H. J. Boyd, 137 Bannatyne ave., Winnipeg.

Dinner Sets
Toilet Sets
Fancy China and Lamps

We are showing a very large assortment in above lines. Newest shapes, up-to-date patterns, best ware procurable and rock bottom prices.

Open Stock Dinner-ware

In this line we wish particularly to call attention to three patterns which are winners, **Blue Countess, Pink Beauty** and **Pink Carmen.** Send for samples and price lists of these patterns, they are too good to be missed.

Taylor & Mulveney

Hamilton, Ontario

The Official Report of

The Maritime Board of Trade

will appear in The Canadian Grocer of date Aug. 26th.

This number has a favor and value in the Maritime Provinces of the highest sort. There will be printed

a large Extra Edition.

of this number of the Grocer.

Advertisers

Looking for Maritime Trade

should arrange for space in this number of the Grocer without delay.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

SITUATION VACANT.

WANTED—Experienced grocery and crockery man to take charge of department. Address application and salary expected to Gardner & Co., Rat Portage, Ont., (33)

ARTICLES WANTED

TEA MIXER WANTED.—Wanted to purchase, tea mixer in good condition; also tea packing machine. Address City Tea and Coffee Co, Portage ave., Winnipeg. (34)

AGENTS WANTED.

AGENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32tf)

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

AGENCY WANTED.

A FIRM of wholesale provision merchants and manufacturers having a large number of travellers working all parts of England, are open to take up good agency for a proprietary article. Address: "Push," c/o J. G. King & Son, 10 Bolt Court, Fleet St., London, Eng. (34)

FOR SALE.

GENERAL store and dwelling, contents of store post office. Must be sold to close estate. Good location for business. No opposition. Box 166 CANADIAN GROCER, Toronto. (33)

FOR SALE.—General store and dwelling, contents of store, post office. Must be sold to close estate. Good location for business. No opposition. BOX 166, CANADIAN GROCER, Toronto, (33)

FOR SALE—Good grocery business including dwelling, room for extension, postoffice, in connection. Postmaster, Orr Lake, Ont. (33)

DAVID PAGE PERKINS—Commission merchant and manufacturers' agent, Portland, Me., U.S.A.; trades made of every description under packers' or buyers' labels at the very lowest prices on Maine and Baltimore canned goods; headquarters for finnan haddies, American sardines, canned clams, gallon apples, canned figs, blueberries, maple syrup, lime juice, baked beans and all kinds dry, smoked and pickled fish, salmon, bluebacks, mackerel and shrimps, codfish, smoked and kippered herring; headquarters for New Orleans sugar, molasses and rice; shipping same from New Orleans; on teas, can match any samples sent at lowest prices; all teas shipped from New York; your trade desired; dealer in white, Scotch and green peas, grass seeds and raw popcorn; agent for sale cheese and apples for export; corresponce solicited of buyers in England. (33)

FIRST USE OF TEA.

BY whom or when the use of tea for drinking purposes was first discovered is lost in antiquity. It is spoken of as a famous herb in Chinese literature as far back as 2,000 years B. C., at which time its cultivation and classification were almost as thorough and complete as they are today. One of the ancient legends says that its virtues were accidently learned by King Shen Nung She, the Chinese monarch who is also known as "the divine husbandman," who, the record says, flourished forty centuries ago. He was engaged in boiling water over a fire made of the branches of the tea plant and carelessly allowed some of the leaves to fall into the pot.

The liquid which he expected to come from the vessel simply as sterilized water was miraculously converted into an elixir of life by the accidental addition of the tea leaves. Soon after it became highly esteemed in all the oriental cities and was used as a royal gift from the Chinese monarchs to the potentates of southern and western Asia.

This same King Shen Nung She not only earned the title of respect by which he was known through the discovery of the virtues of tea, but because of being the first to teach his people how to make and use plows and many other implements of husbandry.

We want your

COFFEE

trade

Our "TORONTO CLUB" Blend will please the most critical drinkers. Put up only in ½s and 1-lb. packages, and gives the dealer a splendid margin.

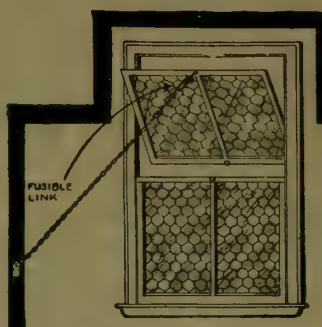
TORONTO CLUB COFFEE CO.
TORONTO.

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

IRISH

Consumers prefer Canadian products. If you want to sell communicate with
J. H. Sheridan, 6 D'Olier St., Dublin
(23)



FIRE-PROOF GLASS WINDOWS.

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write

METALLIC ROOFING CO., LIMITED,
Wholesale Mfrs.
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

BIRD SEED

No grocer has trouble if he sells

BROCK'S

NICHOLSON & BROCK, - TORONTO

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

"Nectar" Black Tea, in lead packets and fancy tins only.

NOW IS YOUR TIME

By last advice from Japan we learn that the total receipts of tea, to the shipping ports, show a shortage of 17,000 piculs (2 million and a quarter lbs.) and we can safely say that prices have reached bottom, when we consider that they are lower than for 5 years past.

On what stock I have on hand I have reduced prices to the lowest level of the market, and I AM A SELLER. I want to clear what I have to make room for the new, which are coming by every steamer from Japan and China.

For my "Condor," of the new crop, instead of buying them at THE FULL reduction, I have ordered them finer in leaf and cup quality, so that I can show you something extra in value.

Buy now, you can't go astray.

EX STR. EMPRESS OF JAPAN, NOW AT VANCOUVER, FROM YOKOHAMA:

50	Half-Chests "Condor" XXXX, sun dried,	**23½c.**
50	Half-Chests "Condor" XXXX, pan fired, (colored)	**23½c.**
26 x 30	lb. Boxes "Condor' XXXX, sun dried,	**24½c.**
35	Half-Chests Choicest Early Dust, (sold).	
50	Half-Chests "Condor" XX, extra fine quality,	**18½c.**

FROM SHANGHAI, CHINA:

120	Catties extra-choice and fancy, new season, first crop Pea Leaf Gunpowder,	**22½c.**
82	Catties choice, new season, first crop, Imperial Gunpowder,	**17½c.**

ASK FOR SAMPLES. IT PAYS.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET,

MONTREAL.

"ONE" Baking Powder, Mustard, Spices, Cocoa.

NOTHING TOO GOOD FOR THE WEST.

—THE SALE OF—

VAN HOUTEN'S COCOA

is growing enormously in the West.

"We want the best and we know when we get it," expresses the Western view.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX, N.S.

Ever and always in the front rank

MOTT'S CHOCOLATES

"Diamond" and "Elite" brands.

"CANADA'S BEST."

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

NEW GOODS

SWISS MILK WAFERS

SWISS MILK CHOCOLATE CREAMS

THE CLIMAX OF CONFECTIONERS' SKILL

WE ARE BUILDING OUR REPUTATION AND BUSINESS CONNECTION ON A SOUND BASIS.

HONEST BUSINESS PRINCIPLES.
ABSOLUTELY PURE GOODS
AND CLEANLINESS IN EVERY DETAIL.

A. J. STEWART, LIMITED
CORNER DUNCAN AND ADELAIDE STS. TORONTO

The boy is in the ring—

you will be too with reliable grocers selling

HIRES' **Root Beer**

—If your jobber don't keep it write direct to

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

—It is a ready seller – and a profitable one.
—Just the thing for this warm weather.

Biscuits And Confectionery

Making Biscuits in Australia.

THE first process in biscuit-making is mixing the dough. All the necessary ingredients, such as flour, sugar, eggs, butter, flavoring, etc., are placed in the mixer, which is set in motion and so completes the dough mixing. Leaving the mixer it is passed on to the next process, which in the baker's phraseology is termed "breaking the dough." The heavy rollers operate either way, and press this dough out until any lumps are thoroughly broken. The dough after leaving the first breaker is next cut into squares and passed on to more rollers until the third set reduces it to the thickness of the required biscuit. It is then carried along until it comes underneath the stamper. This cuts out the biscuits and stamps them with the name. The edges and scraps of dough pass upwards, where they fall on a tray and are returned to the breakers for re-rolling. The biscuits continue to travel straight along on trays, which are transferred to the ovens.

This all seems simple enough, the most important part, of course, being the ingredients and their proportion, but in order to turn out a uniform-looking article great care must be taken to see that the ovens are kept at a regular heat. For most biscuits this stands at 370 to 400 degrees.

All the ovens used for biscuit-baking are what are known as traveling ovens, the trays containing the biscuits simply being carried by an endless chain from the inlet to the outlet. Two kinds of traveling ovens are used, the first being filled at one end with unbaked biscuits, which are received at the opposite end baked. The time given to baking, however, is so short that it might almost be termed drying. The older pattern of circular traveling ovens are on much the same principle, the difference being that in this case the trays travel round with a circular motion instead of straight through the oven. This enables them to be filled and emptied by the same operator.

The attractiveness of a biscuit is always enhanced by a bright, fresh appearance, and in order to obtain this it is necessary that the baking should be done with a slightly moist heat. For this purpose steam pipes are fixed over the ovens, and as the trays pass through light jets of steam play upon the surface, with the result that the desired effect is produced. As the trays are received out of the ovens they are stacked up to cool off, when the biscuits are removed and sent to undergo the next process. If they are plain sorts this is simply packing, but with fancy kinds the jam and icing have first to be applied.

An Electric Bakery.

WHILE cooking by electricity possesses many advantages, it has never been adopted generally or on a large scale on account of the lack of economy. Recently in Montauban, France, a bakery has been equipped to operate by electricity, being so arranged that at any time a return may be made to the usual method of heating the oven by wood. In this establishment the oven is circular, 10 1-2 feet in diameter and 1 foot 7 3-4 inches high, with a single opening at the front. The electric current passes through a series of resistances formed of wire and arranged on a frame which may be raised or lowered by an arrangement of pulleys. These resistances are divided into four groups, two of which, consuming the most current and therefore producing the most heat, are placed in the centre of the oven. At the beginning the resistances are lowered, connected in parallel and the current passed through for one hour and twenty-six minutes, when the proper temperature for baking is attained. The unbaked loaves are then inserted, after the frame carrying the resistances has been raised. Naturally, when the oven is once heated there is required less expenditure of energy to maintain the temperature, which may be regulated at the will of the baker. The current is derived from an ordinary 110-volt street circuit, and must be given to the bakery at an advantageous price to make the experiment successful.—Harper's Weekly.

Some Men Enter Business

wholly unprepared. You have doubtless had experience with Biscuit makers whose enthusiasm exceeded the worth of their goods. Perhaps you have bought—to find yourself with an unsaleable line.

Do you know that our factory is one of the largest of its kind in the Dominion?

The home of

Perfection Cream Sodas

is perfectly appointed, and every detail is supervised with exacting care.

Send us an order.

3-LB. CARDS OR TINS.

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.
BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

PROPRIETARY MEDICINES.

IN the Senate on August 5, Senator Sullivan moved for a statement showing the names of all liquid mixtures known as patent of proprietary medicines, purporting to remove the most varied forms of disease occurring in the human body. He said many of these drugs contained 40 per cent., more 30 per cent. of whiskey, whilst good Hollands contained 25 per cent., and lager beer only from 2 to 5 per cent. These pernicious compounds were sold freely, often as vegetable compounds. The physician conscientiously endeavored to do the best he could for his patients. If he lent himself to any secret remedy he fell, never to rise again. These compounds were made of ordinary ingredients. A day or two ago an aperient pill was sent around with the compliments of a member of Parliament as a fruitive," but all the fruit about it was a little lemon flavor in the coating. There were, again, fabrications of diseases anti-febrine. He did not know how many antis. As to testimonials, he could go into the street and for 25 cents get a poor fellow to give him a testimonial about any disease he liked to inflict on him, and have a fresh disease next day. If the advertisements were cut away the sale of these things would cease. He commended Sir William Mulock for his intention to keep advertisements of these things out of the mails.

He introduced this motion because of the action of the College of Physicians of Ontario. Many a woman had been made a drunkard, and the home ruined by these things. When he was a student he was cautioned as to giving tinctures which were merely alcoholic solutions of substances water would not dissolve. He was not conjuring up any bugaboo. If the Senate could veto the sale of these things they would have justified their existence. It was a fearful thing to think of a Government granting the power to poison their own people. There is no restriction to the sale. He challenged contradiction.

RECEIVED
AUG 12 1904
Cut Book 22
Page 39
Orig.

Reap the Fruits of Experience

60 years business experience have learned us many things that will be of benefit to you and your business. These years have given us a knowledge of conditions in manufacturing our lines that is possessed by no other firm in Canada. This gives us an immense advantage, as it enables us to put better work and better goods into our products and in this way turn out lines that cannot be compared to others at the same price.

We print an indexed quarterly price current that we would be glad to mail you gratis on receipt of a postal—it is worth while.

The OZO Co. Limited
MONTREAL
Michel Lefebvre Vinegar Works
Winnipeg, Vancouver and St. John, N.B.

HAY FROM QUEBEC.

LARGE quantities of old hay are being imported from Quebec into Halifax and other points on the western shores. This is being done in anticipation of a considerable shortage in the local hay crop, especially in the vicinity of Halifax. It is known that the crop will be shorter than last year—which was also a poor year—Yarmouth being the only county in the province where an average cut is looked for. A gentleman from Sackville, who was recently here, said the crop in that section of New Brunswick will also be poor. In an average season he usually cut 300 tons—this year he will not get more than 100. Large quantities will have to be imported, as there is no reserve stock in Nova Scotia to fall back on. In former years there has been, but the shortage last year drew on it and this year finds the barns all empty. The continued dry weather has burned the crop in this province, but fortunately in Quebec the cut is heavy, and there are also thousands of tons of old stock still on hand. There is no reason to believe that the price in Nova Scotia will be any higher than it is at present unless there should happen to be a shortage in the United States.—Halifax Herald.

Wilson's Refined Cider

ACKNOWLEDGED THE FINEST MANUFACTURED

Also manufacture CIDER VINEGAR and EVAPORATED APPLES

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Canada.

An Irresistibly Delicious Confection

PETER'S THE ORIGINAL MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

Greig's

White Swan

Flavoring Extracts

40 Flavors—all sizes

SOLD ALL OVER CANADA

Long and successful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting. Our guarantee goes with every bottle.

QUALITY—The Key-note throughout

The ROBERT GREIG COMPANY, Limited

White Swan Mills,

TORONTO.

It's our Business!

It's What we're here for!!

TO SEE THAT YOU
GET THE BEST
POSSIBLE VALUE
FOR YOUR MONEY

Quality is the First Consideration with us.

'PHONE
MAIN
645.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, CANADA

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3426.

GREEN FRUITS

THE CANADIAN FRUIT CROP.

DIVIDING the apple crop into Fall and Winter varieties, the reports show medium to full crop of the former. In the apple sections, from which the bulk of the Winter fruit will be obtained for export, the crop is not as large as last year, but may be classed as light to medium. A very clear distinction must be made between Fall apples and good storing stock. The reports from Great Britain and Europe generally show a very large crop of fruit that will come into direct competition with our Fall varieties, and may slightly affect the market for Winter fruit; but up to the present time European fruit has not competed seriously with our best keeping varieties. The apple crop in Canada appears to be singularly free this year from the attacks of insects and fungus diseases. It is quite probable that the codling moth will not be a serious pest, but there are indications that the spot may yet develop to a slight, if not a serious, degree.

Pears, except in British Columbia, will be a light crop. There will be very few for export, but the quality of those will be good.

Peaches and plums are almost an absolute failure. There are, however, a few favored sections where the Winter did not materially affect these two fruits, and in such orchards the crop will be medium.

The grape crop will be fairly good, but in the large producing districts of the Niagara Peninsula black rot has shown to a serious extent, and it is impossible to predict the extent to which the crop will be curtailed by this pest.

Strawberries have been very uneven. Where they were not Winter killed the crop has been good, but the Winter killing was so general that the yield has been a small one.

Raspberries were also a light crop.

Cherries in British Columbia have been a full crop, but a light crop throughout Ontario. In the rest of Canada, wherever grown, they have been light to medium.

Black currants are a full crop. Red currants not quite so good, but still a large crop.

Canadian Fruit at St. Louis.

CANADA holds her own among the states and countries of America in her fruit display at the St. Louis World's Fair. Even with California included, when real domestic value is considered, there is perhaps no exhibit in the horticultural department which compares with that of Canada, for oranges can never take the place in household economy that apples do, and for apples of high quality and great variety Canada stands unapproached. In her display of apples alone she is showing no less than ninety-four varieties in their natural state, just taken from cold storage. In addition to these, fully fifty choice varieties are displayed in bottles preserved in liquid compounds. The average fair visitor may well open his eyes at this, but he sees in addition forty to fifty varieties of choice pears, an equal number of varieties of plums, several different kinds of grapes, cherries in great variety, and, to cap it all, a long list of the choicest peaches. We can imagine him saying in amazement, "Does all this fruit grow in Canada?"

A Test Case.

On behalf of Mr. E. D. Smith, M.P., a writ has been issued against the Canadian Express Company. Unstated damages are asked. The trouble is over the failure of the company to carry out its contract respecting the delivery of fruit for the plaintiff. Mr. Smith shipped some fruit from Aylmer, Ont., to Aylmer, Que. The Canadian Express Company carried it as far as Ottawa, intending to turn it over to the Dominion Express Company at that point, the Dominion Company having an exclusive office in Aylmer, Que. But the Dominion Company refused to carry the fruit from Ottawa to Aylmer, Que., because the Canadian Company had carried it the greater part of the journey; consequently the fruit remained in Ottawa, and Mr. Smith suffered heavy loss.

Fruit Show at Toronto.

Fifteen hundred dollars in prizes will be given at the Fruit, Flower and Honey Show to be held in Toronto during the second week of November. Among the important gatherings that will take place at the time of the show will be the annual meeting of the Ontario Fruit Growers' Association, and the Ontario Bee Keepers' Association, while a meeting of delegates from the various horticultural societies of the province will also be held. The Ontario Government has made a grant of $1,000 to aid the exhibition, which has been supplemented by a grant of $200 from the city of Toronto. Particulars regarding the show may be had by writing to the secretary, Supt. H. B. Cowan, Parliament Buildings, Toronto.

A Valuable Report.

The 40th annual report of the Fruit Growers' Association of Nova Scotia has just been published, and as usual is an interesting number. It contains a verbatim account of the proceedings at the annual meeting held at Bridgewater, January 27 and 28, with all the reports and addresses there delivered. Some of the papers read were: "Varieties of Apples for the Commercial Market," and "Pruning," by A. McNeil, of Ottawa; "Conserving Soil Moisture," by W. S. Blair, Nappan; "Causes of Failure in Beginning Fruit Growing," by W. T. Macoun, Ottawa; "Shipping Apples in Boxes," by J. D. Sherwood, Wolfville, and "The Business End of the Orchard," by R. I. Messenger.

Fruit for Winnipeg.

The fruit inspectors at Winnipeg have expressed the opinion that better transportation services and better packing were necessary to bring fruit to Winnipeg in good condition. The consensus of opinion seemed to be that fruit shipped from Ontario was too long on the way, and not properly packed, or rather in a great many cases carelessly packed. Fruit would arrive in good condition, but within twenty-four hours after its arrival it would be ready to throw away, due to the fact that it had been so long on the road.

Hint to Apple Exporters.

Very large quantites of apples may be successfully placed in the district of Leeds and Hull, Eng., says J. B. Jackson, the commercial agent of the Canadian Government stationed in that district. To this end intending apple exporters are invited to correspond with Mr. Jackson direct. He says it will facilitate matters materially if intending shoppers will specify the kinds of apples and amounts per month which they intend shipping.

Export of Canadian Apples.

The export trade for Canadian and American Fall apples will be somewhat restricted, but owing to the better quality of Canadian apples they will still have the preference in the European marketsf There will be the nec?ssity, ever, of rigidly excluding all second quality fruit. Fall fruit of first-class quality will in all prabability bring a fair price, but it is almost certain that second quality fruit will not bring much, if anything, over the cost of marketing. The supply of good Winter stock of apples suitable for the British market during the months of January, February and March is not excessive, and it seems reasonable to expect that the demand will be almost equal to that of last year.

CALIFORNIA
Peaches—Pears—Plums—Grapes
IN THEIR PRIME NOW
LOW IN PRICE. ELEGANT FLAVOR. SPLENDID KEEPERS.
Fresh cars arriving daily. Send us your orders.
WHITE & CO., Wholesale Importers Fruit and Produce, TORONTO

W. B. Stringer. J. J. McCabe.
IN THE RUT?
Phone Office, Main 520.
Well, get out—The way to do it in the Fruit Business is to have us (Brokers) select your goods. Its even better than coming to the Market yourself, and you know how much more satisfactory that is than mailing your order. We'll give you all round satisfaction.
Quality Price Prompt Shipment
W. B. STRINGER & CO., FRUIT BROKERS.
Can. Representatives for J. C. Houghton & Co., Liverp'l & London 61 Front St. East, Toronto.

Arriving Almost Daily—
Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES.
Finest Quality. Prices Right.
Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.
Hugh Walker & Son, - Guelph, Ont.

Ridge Hall Fruit Farm.
Fancy, smooth Tomatoes and Cucumbers in large supply. Green Corn and Early Peaches ready in a few days. Give us your orders.
E. E. ADAMS, Leamington, Ont.

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Apples Vegetables
Dried and Evaporated Green and Desiccated
FINKLE & ACKERMAN
BOWMANVILLE.

Window and Interior Displays

Timely Hints and Suggestions

"Finest in the World."

WHEN Mr. Alexander MacWillie, of Toronto, was on his travels round the world in the interests of the Heinz Co., of Pittsburg, he had a splendid opportunity of seeing the grocery stores of the world and comparing them with one another. As there were very few nooks and corners of the earth into which Mr. MacWillie did not peer, what he has to say on the grocery stores is authoritative. Here is his description of a store in Johannesburg, of which an illustration is supplied on this page.

The photograph is one of the display windows of the store of C. H. Thrupp & Co., grocers, Johannesburg. Located on the fashionable shopping steeet of the Golden City, these windows with their generous supply of plate glass shelves, fixtures of solid brass and nickel, and electric light fittings, are undoubtedly the most attractive grocery display windows in all the world. The effect when the lights are on is particularly striking and attracts the attention of crowds of passers-by.

The interior of the store is in keeping with the exterior—furnished to the smallest detail in mahogany—with plenty of plate glass and splendidly equipped provision, confectionery, fancy grocery and toilet goods departments. Taken as a whole the store of C. H. Thrupp & Co. is without an equal in Europe or America so far as artistic, substantial and aristocratic appearance is concerned. The business of this firm has been established over fifteen years. The stock represents direct importations from America, Asia, Europe and Australia, and the clientage is representative of the wealthy city of Johannesburg, where the purchasing public are exceedingly exacting in the matter of high quality, large variety and prompt service.

Store Front of C. H. Thrupp & Co., Johannesburg, S.A.

An Odd Window Display.

A Chicago druggist recently had a novel window display to advertise a certain kind of candy. One end of the window was banked up and covered with a good imitation of sod. On this two or three logs, charred on one side and six or eight inches in diameter, were laid close together as they would be in a camp-fire. To the inner or charred side of the logs were pasted long strips of red and yellow tissue paper. A fan concealed below blew the strips of red paper up between the logs making a very realistic imitation of flames. A concealed electric light shone upon the tissue paper and helped to carry out the dilusion.

Over this mimic fire an iron pot filled with candy was suspended on three sticks, and a show card bore the words, "Our candies are always fresh." The display attracted a good deal of attention and many thought that the tissue paper flames dancing against the bottom of the pot were real fire. This kind of artificial fire could be used in a great many ways in window decoration.

A Novel Display.

A Chicago seed store attracted considerable attention to its windows by exhibiting an incubator filled with eggs. A large card bore the sign, "These eggs are due to hatch June 11th," and on the hatching day the window was surrounded from morning till night by a crowd of curious people patiently watching for the chicks to materialize.

Some time before, the same store had a hen with a brood of newly-hatched chicks in one of its windows. While a hen and chickens are by no means an unusual sight, they never fail to attract attention.

E.W.GILLETT COMPANY LIMITED ROYAL YEAST GILLETT'S PERFUMED LYE MAGIC BAKING POWDER
ROYAL YEAST CAKES
MAGIC BAKING POWDER
NEW FACTORY
Purchased By
E.W.GILLETT COMPANY LIMITED
TWO DAYS AFTER FIRE.

FLOUR AND CEREAL FOODS

United States Wheat Exports.

THE statistics of exports of breadstuffs from the United States for the fiscal year 1904, which ended on June 30 last, shows an extraordinary falling off in comparison not only with the year before but with a considerable number of years before. "The world's crop was the largest ever gathered," said Bradstreet's, "but our rivals, Argentina, Russia and India, have supplied the great export surplus, and we have had to be content with, in some respects, the least satisfactory trade for many years past."

The following figures of United States grain and flour exports as given in Bradstreet's from the Government returns will be found of interest:

	Wheat Bushels.	Wheat Value.	Flour Value.
1904.....	44,158,744	$135,815,918	$67,841,274
1903.....	114,181,420	87,795,104	73,756,404
1902.....	134,856,102	212,875,222	65,661,974
1901.....	132,060,667	96,771,743	69,459,96
1900.....	101,950,389	73,237,080	67,760,886
1899.....	139,432,815	104,269,969	73,093,870
1898.....	148,231,261	145,684,659	69,263,718
1897.....	79,562,020	59,920,178	55 914,347
1896.....	60,650,080	39,709,868	52,025,217
1895.....	76,102,704	43,805,663	51,651,928
1894.....	88,415,230	59 407,041	69,271,770
1893.....	117,1 1,109	93,534,970	75,494,347
1892.....	157,280,351	161,399 132	75,362,283
1881.....	150,565 477	167,698,485	45,047,257
1880.....	153,252 795	199,546,305	35,333,197

The export of wheat from the United States during the past fiscal year was the smallest in any fiscal year since 1877, twenty-seven years ago, while the value of the grain exported was the smallest there is record of for at least thirty years. The export of flour was the smallest since 1899, but the higher prices paid make better comparisons with most past years. Reducing flour to its wheat equivalent, a total export for the fiscal year of 119,441,719 bushels is reached, which is the smallest aggregate sent out from the United States since 1891, while the value of the wheat and flour exports is the smallest since 1896.

Afraid of Canadian Competition.

THE United States millers are alarmed over the continued growth of our exports of wheat and flour. At a recent meeting of the Millers' National Federation at Buffalo, they referred to "the ruinous competition of Canadian wheat in European markets."

They cannot see any way of stopping Canada's production of wheat. Canada is destined to be one of the world-factors in wheat production. They admit that, but are anxious to preserve their milling industry. To do so, they must have a law which will allow them to import Canadian wheat, grind it and export it without having to pay any customs' duties. This is the problem which they are endeavoring to meet. At present the Canadian wheat is being ground either in Canada or in England, and flour from Canadian wheat is superior to and is displacing United States flour in the British market.

At present the United States has a drawback law which was intended to allow a refund of the duties paid on imported materials used in the manufacture of imported articles. It does not, however, provide for such cases as the grinding of Canadian wheat and the mixing of the resulting flour with flour from United States wheat. The millers are anxious for a special law to enable them to secure a refund of duty paid on Canadian wheat without the necessary "identification" of the present law.

Canada must preserve its own milling industry and the Government should see that the conditions are kept favorable for the grinding of Canadian wheat in Canadian mills. If the United States millers wish to share in this trade, let them build branch mills in Canada, as the manufacturers of agricultural implements and locomotives have done. — August Canadian Magazine.

Canadian Flour in Japan.

IN his first report to the Department of Trade and Commerce, Mr. Alexander Maclean, the newly appointed commercial agent of the Dominion in Japan, pays especial attention to flour, the bulk of which now comes from the Pacific coast states of the American Union. He says that some Japanese bakers say that they are unable to get from Canadian flour more bread per pound than from American. Others say, however, that they are able to get a trifle more, some as much as 15 per cent. more than from American flour. One good baker stated that at present the difference against Canadian flour averaged 50 cents per barrel, so that he was unable to use it, except for fancy baking. Were the price equally on a par with the American, he could use it largely, whereas he at present only uses the American article. Australian wheat and flour having been coming into the market somewhat lately, and as prices are put between the Canadian and American, the market to some extent has been opened for the sale of both wheat and flour from the antipodes.

Will Come to Montreal.

MR. ALEXANDER McFEE, of the Montreal Corn Exchange, expresses the opinion that with a good crop in the American west this year the amount of American wheat and corn that will come down the St. Lawrence route will greatly exceed that of any previous season. A large increase will be rendered possible by the greatly increased tonnage that is now running on the route from American as well as from the Canadian lake ports. The Canadian fleet of eight steamers has a capacity of 408,229 bushels, while the fleet of the Great Lakes and St. Lawrence Navigation, which comprises ten steamers, will be able to handle 790,000 bushels. This will mean that every two weeks after the crop begins to move out of the country over 1,100,000 bushels can be brought to Montreal by the cheaper Canadian all-water route.

Rust in Northern States.

Mr. H. V. Jones, the Minneapolis crop expert, who has recently made a trip through both the Dakotas and Minnesota states, reports that he found large areas of wheat ruined by rust in South and North Dakota and abandoned as worthless. Rust continues to spread, taking new territory every day. The wheat crop of South Dakota is placed as low as 35,000,000 bushels, provided there is not another day's damage. This is 20,000,000 under the Government's July report. North Dakota, says Mr. Jones, will give a greatly reduced yield under the most favorable conditions, while Minnesota will about hold her own.

Master Bakers Meet.

NEARLY 150 delegates attended the third annual convention of the Canadian Association of Master Bakers at Hamilton on Tuesday and Wednesday of this week. The first business on Tuesday morning was the address of the president of the association, E. Parnell, London. This report dealt hopefully on the future of the organization, and referred to the sanitary conditions in the bakeshops and the desire to introduce modern machinery. The necessity for the organization was commented upon, and references made to the harmonious conditions existing between employer and employe.

Secretary Jas. Acton, Toronto, followed with his report. He said that when the organization was formed two and a half years ago there was a membership of two score. Now there were representatives from Vancouver to Newfoundland. One feature of the year was the call for a standard three-pound loaf in Ontario. The law says that the loaf should be four pounds, and an effort will be made to have this changed so that three pounds will be the standard. A standard loaf should be the watchword for the coming year, and he hoped that legislation would be granted allowing the bakers to make whatever size loaf they chose so long as they were stamped. This would remove a great deal of unpleasantness between municipalities and the bakers. He advocated Sunday labor, characterizing it as a necessity, and hoped that the membership would increase so that the influence of the organization would be doubled.

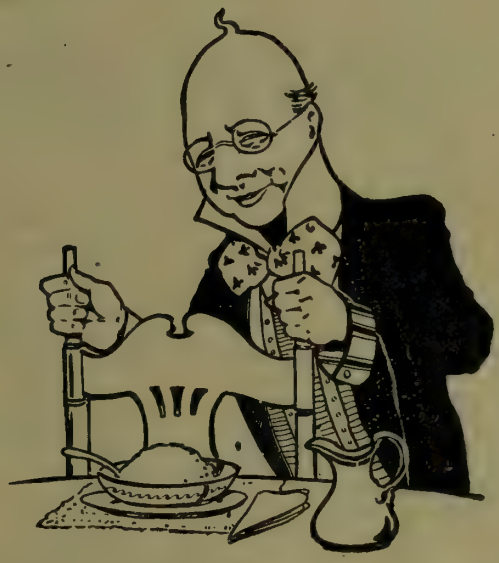
The remainder of the session was taken up with hearing addresses and discussions thereon. Prof. Harrison gave a lecture on bacteriological examination of samples of Canadian flour, following which D. M. Tod, Oshawa, read a paper on what inducements can be offered to bring young men of intelligence into the baking trade. There were two other addresses, Mark Bredin of Toronto on machinery in the large bakery, and Wm. Vair of St. Thomas on the same topic, this last being followed by a discussion.

Swindled.

A clever scheme, of which a number of Ottawa grocers were the victims of late, has come to light. It appears that a man in the garb of a boatman has been in the habit of going to grocers and stating that his craft has just come in and has ordered supplies of groceries to be delivered at the Queen's wharf. After giving the order the man went to some of the stores a second time and secured an advance of $1, saying that it would be paid back when the groceries were delivered. A number advanced the money, but when the dock was visited by the delivery rig neither boat nor man were in evidence. At the same time, however, the merchants were out the amount of their temporary loans.

Standard Grain Co.

At a meeting of the Standard Grain Co., held in Winnipeg, organization was completed and the election of officers carried out. T. M. Banting, grain dealer of Banting, Man., was elected president, C. C. Smith, of Smith & Hunter, proprietors of the Antler Roller Mills of Carnduff, N. W. T., a director. A Laycock of Foxwarren, is vice-president; F. W. Robinson of Winnipeg, manager, and J. C. Browne of Winnipeg, secretary-treasurer.



¶ There isn't any "have-to" about eating "FORCE" cold—though it's mighty good that way.

¶ Lots of my friends toast it in the oven a few minutes and think it a great improvement to eat it hot.

Sunny Jim

If your digestion troubles you, try cutting out the toughest combinations—those you know an ostrich would have trouble with—and eat "FORCE" every day; just as if it cost as much as the things your machinery can't take care of.
You won't be denying yourself.

"FORCE" is made in Canada.

CONDITION OF WESTERN WHEAT CROP.

WHEAT cutting in Manitoba is pretty generally expected to take place about August 21. A continuance of fine weather for two more weeks will assure the largest crop ever reaped west of Lake Superior.

Dr. Saunders, director of experimental farms, who is now in the west, telegraphed from Brandon on Monday: "Have seen crops east and west of Winnipeg to Brandon. Wheat on Summer fallowed land very promising; on stubble and Fall ploughed east of Portage crops seen are below the average, but grain averages better west of Portage. Earlier sorts of wheat are plump in berry, and hardening. Later sorts still soft. Mr. Bedford, superintendent of the experimental farm at Brandon, has just returned from long trip through southern Manitoba. He found the grain everywhere fully an average crop. North of the main line of the C. P. R. in Manitoba wheat is said to promise fully an average yield. Crop not so well advanced as usual; generally estimated about a week late. Weather very favorable."

THE C.P.R. REPORT.

On Tuesday the Canadian Pacific Railway issued the most exhaustive crop report compiled this season from the advices of its agents throughout the west. The tone of the advices is favorable. Sufficient rain has fallen generally throughout the country to keep the grain in good shape, except along the Estevan branch between Elva and MacLean, where farmers are complaining of dry weather. The La Riviere, Souris and Miniota sections report from two to ten hours' rainfall during the week ending yesterday, while there were only slight showers generally along the main line and Prince Albert branches.

There are a few streaks of untoward conditions in the report, which are, however, without exception only local in extent. A hailstorm near Killarney did much damage, but crops generally in that vicinity are reported as looking extra well.

A U.S. AUTHORITY'S VIEWS.

Charles S. Clark, manager of the Chicago Grain Dealers' Journal of Chicago, wired his paper from Winnipeg last Saturday: "Dealers in attendance at the annual meeting of the Northwest Grain Dealers' Association agree to a man that a remarkable improvement has occurred in the condition of wheat during the last two weeks. Although the crop is ten to fourteen days late, recent weather has been pushing it. Straw is short and strong, heads long and filling fast. Stand is so thick that in many places a yield of 35 to 45 bushels is expected. Fifty per cent. of the crop is now through blossom, and by the middle of next week all will be through. Cutting will commence in all districts August 20th to 25th. Estimates of the average yield for Manitoba and Assiniboia vary from 18 to 20 bushels to the acre, with the assurance of greater yields if frost holds off until September 1st, in which case the crop from 3,450,000 acres seeded will amount to 69,000,000 bushels. The last crop, according to a very carefully-compiled report issued this week by Secretary Fowler of the asociation, who has every facility for learning of each bushel marketed, was 52,320,000 bushels. With favorable weather these Provinces can easily spare 17,000,000 bushels more for export than last year. Reports of red black and blue rust in Spring wheat of the Dakotas and Minnesota, which have come from Minneapolis in quick succession, are looked upon with suspicion, and reports of grain rust are expected next. No rust here, and recent arrivals from Dakota fields report none."

Macaroni Wheat.

THE interesting announcement is made that marcaroni wheat from Northern Russia has been successfully introduced in the United States and thrives in the semi-arid regions of the West, a crop of 10,000,000 bushels being in sight this year. Secretary Wilson of the Department of Agriculture, says that no experiment in scientific agriculture undertaken by the department will prove of greater value to the people, since it will provide a valuable harvest for the rugged and almost barren sections of part of the American Northwest. North and South Dakota will produce 8,000,000 bushels this year. Reports received by Secretary Wilson from the farmers trying this wheat indicate that it thrives in abundant sunshine, does not require a large amount of moisture, resists vigorously the attacks of the smuts and rusts and is a strong grower, yielding largely (from 25 to 100 per cent.) in excess of the ordinary bread wheats. A Washington letter gives the following interesting account of the characteristics and uses of this wheat:

The several varieties of Macaroni wheat, while differing widely in their chemical and milling properties, nevertheless possess many traits in common. They have strong straws, which prevent lodging; also heavy chaff, furnished with long beards, which protect the kernels from the fierce heat of the sun and prevent shattering—a grave objection to our common blue-stems.

Macaroni wheat has many uses that will make it acceptable and valuable in American dietaries. In fact, it is deserving of a much more extended use than it enjoys at the presnt time; and no doubt when the manufactured products are to be had fresh and at a reasonable cost their consumption will increase enormously. The first and most obvious use of macaroni wheat is in the manufacture of macaroni, vermicelli, and other forms of edible pastes. At present time this country is importing these products largely. In 1903 these imports amounted to 28,787,821 pounds, valued at $1,171,922. Three years ago not a single factory in the United States was making macaroni from macaroni wheat. All that was made in this country was of an inferior quality and was sold as such on the market; being produced from bread wheats. Now several factories are using American macaroni wheat, and some are proudly branding their products "The best in the world, made in America from American-grown wheats," etc. It is safe to predict that in a short time all our factories will be using American macaroni wheat.

A second use for macaroni is for the purpose of "blending." This high grade flour mixed with a low grade bread wheat flour makes a most valuable article for bread-making and pastry cooking. In Southern Europe blended flour is largely used, and no doubt its use in the United States will increase as the supply becomes abundant and its value understood.

Montreal Shipments.

Compared with last year there has been a great falling off in the receipts and shipments of grain at the port of Montreal so far this season. The following table offers a comparison:

Receipts—	1904.	1903.
Wheat, bushels ..	6,850,000	11,739,000
Corn, bushels	943,000	4,288,000
Shipments—		
Wheat, bushels ..	4,667,000	9,000,000
Corn, bushels	803,000	3,665,000

Total receipts of corn and wheat were, therefore, 8,300,000 bushels behind last year, while the shipments show a proportionate decrease. The Canada Atlantic Railway has brought down 2,718,000 bushels of grain, as compared with 4,642,000 to date last year.

Record Shipments.

The Frontenac Cereal Co. recently shipped their first carload of Orange Meat from Kingston to Australia.

MEN OF THE WEST

Are you selling as much Orange Meat as you can? There is nothing in the breakfast food line that equals it—nothing that surpasses it—nothing that is selling better in Canada to-day.

ORANGE MEAT

is a wheat food—ready for serving—honey-flavored. It is made from the very best wheat this good wheat country can provide, is milled in a perfectly appointed mill, is put up in most attractive cartons—the best we think, and others think, yet seen.

PREMIUM COUPONS

accompany every package. They call for Silverware of superior quality. These coupons are being mailed in to us by the thousand, testifying to the popularity of the idea. The gathering of these coupons makes good and steady business for the grocer. Apart from the coupons, the goodness of Orange Meat itself makes for heavy business.

ORDER FROM YOUR WHOLESALE GROCER.

SEE THE ILLUSTRATION OF OUR WINNIPEG EXHIBIT WHICH APPEARS ELSEWHERE IN THIS ISSUE OF THE CANADIAN GROCER

PACKED AND PRICED AS FOLLOWS:

Single Cases, containing 36 15-cent packages - - -	**$4.50**
5-10 Case Lots, with Freight prepaid - - - - -	**4.40**

Orange Meat
The Premium Food

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Third Reading of Tobacco Bill.

ON Friday, August, 5, the bill introduced into Parliament by Hon. L. P. Brodeur, Minister of Inland Revenue, intended to stamp out the contract system used by the American and Empire Tobacco Companies in their business relations with Canadian jobbers, was given its third reading and sent up to the Senate. The most general opposition to the measure expressed in Parliament was to the effect that too great power was placed in the hands of the Government. Mr. R. L. Borden thought that the Attorney General should be empowered to go before the courts and secure a judicial pronouncement, cancelling the licences of offending companies, rather than that the matter should be left in the hands of a Minister of the Crown.

—

The Tobacco War in Australia.

ABOUT three years ago, says The Melbourne Age, the great American tobacco corporation, which had obtained control of the tobacco trade in the United States, turned its attention, in accordance with the usual policy of monopolistic trusts, to Great Britain, with the view of capturing the trade in that country. The British manufacturers, recognizing the seriousness of the attack with which they were threatened, sank their rivalries and formed themselves into a strong organization to meet it. A great struggle then ensued for the British trade. Hundreds of thousands of pounds were spent by the rival combinations. The result of the battle was a compromise, under which the British manufacturer was allowed to retain control of the home trade, but had to surrender the greater portion of the export trade to a company in which the Americans had a decidedly predominant interest. This company was formed with a capital of £6,000,000, and its object, in the words of the president, was to "conquer the tobacco trade of the world," having a special eye on that of the British colonies.

On March 14, 1903, it was announced that Dixon's Tobacco Co., Limited, and W. Cameron, Bros. & Co., Proprietary, Limited, had been amalgamated as the British-Australasian Tobacco Co., Limited, with a subscribed capital of £1,500,000. A circular was issued at the time explaining that the object of this amalgamation was to fight the American and British combination, which has declared its intention of capturing the colonial markets. "During the last few months," the circular stated, "strong indications have pointed to the fact that the attention of this company is being directed to Australia, and in order to better meet the anticipated attack, and before wresting from Australia the control of its tobacco industry, Dixon's and Cameron's business have lately been considering measures of joint action for mutual defence. Negotiations have resulted in the decision to follow the lines of the British precedent."

It was subsequently stated that the Dixon and Cameron combinations had secured the Australian business of T. C. Williams, of Richmond, Va., the famous tobacco manufacturers and the largest exporters of aromatic tobaccos to the Australian States. There was a second notification stating that the business in Australia of David Dunlop, of Petersburg, Va., the maker of the well-known Derby brand of tobacco, and the chief exporter of dark tobaccos to Australia, had also been taken over by the British Australasian Co. on a hundred years' lease.

Towards the end of last year it was announced that a movement was on foot for consolidating certain large interests in the Australian trade. Shortly afterwards the announcement was made that J. Kronheimer Proprietary, Ltd., of Melbourne, and W. D. and H. O. Wills (Australia), Ltd., had amalgamated, under the title of Kronheimer Limited. The next move was the absorption of the National Cigarette Co. by Kronheimer Limited and the closing of the factory. Kronheimer Limited were appointed sole distributors for the American Tobacco Co. of Australia, who control a very large number of the leading brands of cigars made in Havana and Manila. They were also appointed sole agents for the David Dunlop and T. C. Williams tobaccos, the agencies of leading brands of imported cigars and cigarettes were taken over from the old companies, and the State Tobacco Co. handed over their distributing business to Kronheimer Limited. Then Messrs. Alfred Gross & Co. announced their retirement from the Australian trade, and finally the British Australasian Tobacco Co., Limited, passed over the distribution of their manufactures to the same concern, imported tobaccos and nearly the whole of the distributing trade in locally manufactured tobaccos. A large portion of the

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

For the Grocer we recommend

Pharaoh and **Pebble**. Of course for the regular tobacconist it is quite right to carry a score or more brands of cigars. But for the grocer, whose interests are more diverse, it is best to handle a couple of strictly good lines, one at 5 cents and one at 10 cents, and **Pebble** and **Pharaoh** fill the bill. If you can't sell our cigars we buy them back, and you don't lose a cent. If we were called upon to buy our cigars back very often we wouldn't make this offer. Haven't you an order?

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

all right, aren't they?

so is **T & B** smoking tobacco.

What grocer does not sell it?
What smoker does not prefer it?

Geo. E. Tuckett & Son Co., Limited
HAMILTON

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
67 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

The Grocers' Favorite

The RONTO 5c. Cigar.

A TRADE BUILDER

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Smoking
Tonka
Solid Comfort
Pinchin's
Hand Made

Chewing
British Navy
King's Navy
Beaver
Apricot

WE PUT UP

a good article, that pays a good profit.

McAlpin's Tobaccos

are favorites with an immense army of smokers and chewers.

It is in the flavor—The grocer gets his reward in better profits.

McAlpin Consumers Tobacco Co., Limited

TORONTO.

local cigar and cigarette trade is also in their hands. The movement started a year ago by the formation of the British Australasian Tobacco Co., ostensibly to fight the British American combination in its attempt to capture the Australian trade, has evolved into a monopolistic agency which transacts the distributing business for both combinations, and which practically dominates the whole of the tobacco trade in Australia. It is evident that the trend of events has been viewed with alarm by retailers. A meeting of the Tobacconists' Association of Victoria held recently, unanimously agreed to form the association into a limited company, a step which is no doubt intended to strengthen the position of the retailers should any aggressive action be taken by the powerful combination in the wholesale trade.

Consumption of Cigarettes.

ACCORDING to Mr. Maclaren, M.P. for Huntingdon, who has been trying to force an anti-cigarette bill through Parliament, the manufacture and sale of cigarettes in Canada grew from 34,000,000 in 1890 to 83,000,000 in 1895, the year in which the American Tobacco Co. appeared on the scene and started manufacturing in Canada, turning out 82,000,000 of the total output that year. In 1900 123,000,000 were manufactured, of which 102,000,000 were produced by the American Tobacco Co., and last year the manufacture had grown to 216,000,000, of which 191,000,000 were produced by the company named.

Tobacco and Baldness.

A MEDICAL man is responsible for the theory that the smoking of tobacco tends to develop baldness. For some reason or other every mysterious disease is attributed, sooner or later, to tobacco, says The London Globe. But there were brave men before Agamemnon, and there was disease before the days of Sir Walter Raleigh. Julius Cæsar, who lighted neither churchwarden nor Havana, was wont to comb his thinning locks forward over his brow in order to cloak his baldness, and Elisha certainly could not have preserved his hair at the period when he was insulted by ribald boys. From earth's earliest ages there have surely been men walking under the everlasting firmament with smooth and shiny heads, and we altogether protest, therefore, against the addition of baldness to the cumulative charges brought against tobacco.

It is one of the saddest evidences of mortality's inherent and incurable baseness that tobacco, which is certainly one of mankind's chiefest blessings, should be forced to bear out into the wilderness of medical theories nearly every sickness and evil which, so far, the sacred weed has been unable to remove.

Less Cigars Made.

THE inland revenue collection for the London division for July amounted to $35,438 53, as compared with $36,771.43 for the same month of 1903, showing a decrease of $1,332 90.

With the exception of the revenue derived from cigars from the factories, the items were little changed from those of a year ago. In July last year, cigars turned out of the London factories yielded a revenue of $9,319, while last month the amount collected from that source was only $7,355, a decrease of nearly $2,000. The cause of this is said to be a feeling of uneasiness on the part of the cigar manufacturers regarding the hotel licenses. When the license year commenced the holders of licenses merely got a three months' extension, and they were given to understand that if the law was not observed as it should be some heads would surely drop. As the decison of the commissioners to grant renewals for the balance of the year was not made known until nearly the end of last month, the cigar manufacturers went slowly. Hence the output of the factories was less, and consequently the revenue was reduced.

Philippine Cigars and Tobacco.

NEARLY all the tobacco grown in the Philippines is utilized in the manufacture of cigars and cigarettes, which are sent to Spain, to India, the East Indies, China, Japan and other Asiatic countries. While Manila tobacco and cigars will never supplant those of Havana in the American market, says a contemporary, there is every inducement to extend the industry and cater to the American taste. People who have lived in Manila will tell you that they prefer Manila cigars to Cuban, and that everybody else will after they become accustomed to them. They certainly have the merit of economy. You can buy the very best qualities of cigars for less than $10 a hundred, and as long as they are fresh they have an excellent flavor, but as they become dry they take on a weedy taste, which explains why they are liked so much better there than elsewhere.

The two enormous cigar factories employ several thousand men and women.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St and McDermott Ave.,) Winnipeg

In former times tobacco was a government monopoly. Like every other foreign plant, it was introduced by the friars. The first cuttings were brought from Mexico. In order to promote its cultivation, every family in the agricultural district was required to produce a certain number of plants annually, and a heavy fine was imposed when the crop was short.

The tobacco was all shipped into Manila and assorted by experts. The inferior leaves were burned, and none but the best were made up into cigars and shipped into Spain. During the earlier part of the nineteenth century there were several riots and many local disturbances on account of the vigor with which these regulations were enforced. The profits of the monopoly to the government grew and grew until they finally reached several millions of dollars, and were so tempting that the privilege of manufacturing cigars was finally awarded to favorites of the crown, and gradually fell under the control of private individuals and companies.

Prof. F. Lamson Scriber, chief of the Bureau of Agriculture, is doing everything he can to promote the tobacco industry by teaching the farmers improved and economical methods of production. He has given them many useful hints derived from Cuban plantations. He is also teaching them to study the diseases of the plant and the methods of preventing and curing them, and how to treat the injurious insects that are constantly invading the fields. The quality of Manila tobacco can be much improved, Mr. Scribner thinks, but the farmers are very conservative and are reluctant to abandon old methods for new ones.

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

THE "FOLLOW UP" SYSTEM AND ITS ADVANTAGES.

By Henry C. Hammack.

BEING assistant to the president and general manager of the Lima Locomotive & Machine Company, Lima, Ohio, who also has charge of the sales department, I found it necessary to devise a scheme to follow up our inquiries from prospective customers for locomotives. I started a system three years ago, at first in a rude manner, yet it answered the purpose and brought the desired result, and since then I have improved on it as opportunities presented themselves.

We have two card index boxes of about 1,200 cards capacity each. In these boxes the principal cards are carried. In one box we have an eighty-division alphabetical index, and in the other box two sets of monthly and daily guides. Now, when we receive an inquiry two cards are filled out; one is filed in alphabetical index under proper letter; the other card is filed ahead in monthly and daily guides, 15 days from date inquiry is answered.

This is the beginning of the usefulness of the "Follow Up" system. In our business, as well as in other classes of business of similar nature, it often becomes necessary to know whether we have ever quoted a certain party without wasting so much time as would be required in order to go through correspondence in letter files, and the card filed in the alphabetical index will at once be found useful for this purpose. You can turn to these cards and find this information in one-fifth the time required to look up correspondence.

These cards also serve another purpose: Throughout the different parts of the country there are a great many commission houses and houses that buy and sell second-hand locomotives. These parties frequently write for prices for customers, asking that we quote price reserving them a dealer's commission. Our rule is to allow no one a commission on sales to customers whom we are already in correspondence with or old customers whom we have sold to before. As soon as we have inquiries from these commission or second-hand houses, we can tell at once by turning to the cards in alphabetical index whether we are in correspondence with parties mentioned or whether we have made prices to them. This is also a saving of time, probably money, in case letters should be misplaced in file by some error and could not be found at time of looking up correspondence. There have been times when we had to rely on correspondence entirely.

The cards carried in the other box are filed ahead 15 days from date of answering inquiry; after the 15 days' time has elapsed, the card is taken out and we go over the correspondence in letter files to see if we have heard from parties in the meantime, and if not a "call up" letter is written them. Then the card is filed ahead another fifteen days.

If no response is received to our first "call up" letter, a second letter is written; if no response, then a third letter is written and so on until four letters have been written. Mostly some sort of a reply is received to our first letter. If the reply is favorable, we file the card ahead 10 or 15 days for consideration. It may be that before the first 15 days rolls by we have the matter in such shape that a sale is about to be effected.

If we receive favorable inquiries from a section of country where one of our salesmen is traveling, correspondence is at once forwarded to him for further attention. Or if it happens that a number of inquiries are received from one section of the country, then a salesman is sent out to look after same. In case orders are received from parties making inquiries, cards are taken out of index box containing monthly and daily guides (which we call "running cards") and marked across face, "Sold a certain weight locomotive," whatever it may be, then filed away in alphabetical index in other box, taking out the card originally placed in alphabetical index and destroying same.

In case it is desired to file card away containing inquiry which is received from parties from whom we cannot get any response, or parties not being in the market or purchasing elsewhere, the card is taken out of the index box containing "running cards," and marked across face, "cannot get any response," "are not in the market, made other arrangements," "purchased second-hand locomotive," "purchased new locomotive elsewhere," whichever the case may be. These cards are filed away in alphabetical index (taking out original cards and destroying same) until the end of the year and then filed away in transfer case for future reference.

This system having been in use only three years, has saved the company many thousands of dollars. I can recall one instance where the fact of this system being in use brought about a sale of a locomotive which sale alone amounted to $7,000. It was this way: We answered an inquiry received from a prospective customer quoting on an engine. We made out cards as usual and filed them away in the proper way. When the 15 days rolled by the card was taken out of the "running cards" and correspondence looked up, but we found we had received no responce. We at once wrote them a "call up" letter and it developed that our first letter quoting price had never been received by customer. As soon as he received the call up letter he wired us, stating that letter making price had never been received by him, and asked for a duplicate. The duplicate letter was received O. K., and after considering our proposition wired us his order. Afterward, in writing us, explaining the matter, he stated that he supposed, as we did not answer his letter, we did not care to make him a price and he had decided to order elsewhere. This simply shows the benefit of the system in one instance.

This system enables us at all times to have our prospective customers, also customers whom we have sold and parties whom we were unable to effect a sale to, at our finger ends, which is quite a benefit to any sales department.

A system along this line could be applied to most any kind of business, and parties who have not yet got out of the "rut of the old way" will do well to establish it. I am quite certain that good results would be forthcoming inside of three months after system was established.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Turn Away

From the old style of book-keeping. You are losing money daily and you know it.

Why not adopt a system by means of which you can know positively that you have sent out every account correctly? Simplest form yet invented. Any one can be a book-keeper.

Write for Catalogue.

The Briggs Ledger System Co., Limited

75 York St., - Toronto, Can.

A DISTINCT TYPE

The OLIVER has certain superior features and unique improvements exclusively its own.

The OLIVER Typewriter

The Standard VISIBLE Writer.

Operates as smoothly as the delicate mechanism of a watch. durability unquestioned.

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER TYPEWRITER CO.

183a St. James St.

MONTREAL.

Agents wanted in all unoccupied territory.

Write for our Great Special Offer.

CABLE FROM LONDON.

London, May 27, 1904.

British Government to-day ordered fifty more Oliver Typewriters. LONDON.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

TORONTO'S QUICK AND SURE PRINTERS

We do all kinds of good printing cheap. Let us handle your next order and you will be satisfied. Latest styles in Type and Borders. Everything up to date.

1,000 LINEN LETTERHEADS THIS MONTH, $2.50.

G. A. Weese & Son, 44 Yonge St., Toronto.

ADVERTISE YOUR BUSINESS

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. WRITE TO-DAY.

GEO. J. SMITH BUREAU, 621 BROADWAY, N.Y.

WE WRITE ADS. IN FRENCH.

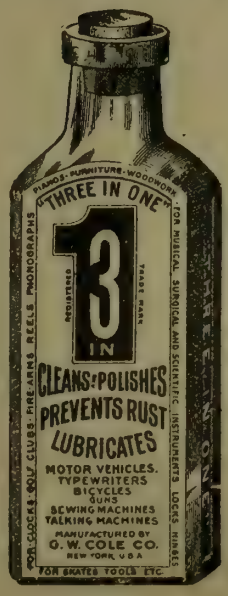
NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

3 in One



Does It All

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling **"3 in 1"**

Sold by Jobbers in

HAMILTON	WINNIPEG
MONTREAL	ST. JOHN, N. B.
TORONTO	VANCOUVER

G. W. COLE CO.

141 Washington Life Bldg., New York.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc.
505 McKinnon Bldg., - Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street. Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee, etc.
Regular and Special Audits.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.
For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto,
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. , Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

LEARN TO ADVERTISE YOUR STORE

or if you have not time yourself, pay for a course for one of your bright clerks. Get booklet on our specialized course in advertising. Tells about our new method of advertising study.

SEPARATE COURSE FOR EACH LINE OF BUSINESS

Our method is absolutely new and practicable. It tells you all there is to learn about advertising your particular goods.

GOOD ADVERTISING IS TO-DAY THE BASIS OF SUCCESS

Begin now; take our course of study and learn to advertise your store. We look after your advs. while you take your course. Send for our booklet.

CANADIAN CORRESPONDENCE COLLEGE, Limited
Phone Main 4302 161 Bay St., TORONTO

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.

FIRST-CLASS

STENOGRAPHERS

SUPPLIED AND TRAINED BY

METROPOLITAN Business College
— OTTAWA, ONT. —

R. A. FARQUHARSON, B.A. Principal.

1889.

The Belleville Business College, Limited,

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.
See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. BELLEVILLE, ONTARIO. J. Frith Jeffers, M.A., President.

This Space $45 per Year.

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts, - London, S.E.

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN COFFEE & SPICE CO., TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 11, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½	Size, 5 doz. in case	$0 40
¼	" 4 " "	0 75
½	" 3 " "	1 25
1	" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1bs.	$1.75
Orange, white and almond, ½-1bs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1bs.	3.75
" " ½-1bs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb. tins, 4½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30

	Per lb.
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	6 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1f

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

"Semper idem," or in good Anglo-Saxon,
"Always the same,"
is a good motto,
particularly when used in connection with

Edwardsburg "Silver Gloss" Starch
and
Benson's Prepared Corn

—Two lines that have been "always the same"
—and "always the best."

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans	$	0.90
6-oz. "	"	1.35
10-oz. "	"	1.85
Quart "	"	3.75
Gallon "	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$3 75	$3 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40
(Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL.

CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartod.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

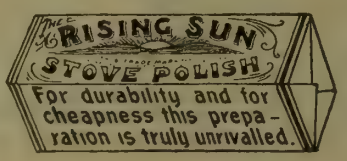
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—
10c. pkges, cases 5 doz., per doz.... 1 00
less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

SUN PASTE
TRADE MARK REGISTERED
STOVE POLISH
MANUFACTURED BY MORSE BROS. CANTON, MASS. U.S.A.
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 ½-lb.	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0	42½
" II 40-lb. boxes	0	40
" III 80-lb. boxes	0	35
EMD AAA Japan, 40 lb "at	0	32½
" AA " 40 "	0	30
Blue Jay, basket fired Japan, 70 lbs.	0	30
"Condor" IV 80-lb. "	0	32½
" V 80-lb. "	0	28½
" XXXX 80-lb. boxes	0	24
" XXXX 30-lb. "	0	25
" XXX 80-lb. "	0	21½
" XXX 30-lb. "	0	22½
" XX 80-lb. "	0	19
" XX 30-lb. "	0	20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0	28½

Black Teas—"Nectar" in lead packets		
Green Label, retails	0 26 at	0 20
Chocolate Label "	0 35 at	0 25
Blue Label "	0 50 at	0 36
Maroon Label "	0 60 at	0 45
Fancy tins—Chocolate, 1-lb	0	32½
" " —Blue, 1-lb	0	42½
" " —Maroon, 1-lb	0	50
" " —Maroon, 1-lb	1	50

"Condor" Ceylon black tea in lead packets		
Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at	0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at	0 23
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at	0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at	0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at	0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 60 at	0 40

Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 per lb.	0	35
No. 2 "	0	30
No. 3 "	0	25
No. 4 "	0	20
No. 5 "	0	17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold for ½ lbs. & ¼ lbs. per lb.	Sold for ⅛ lbs. per lb.
Ceylon-India, Ex. oh'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	32		40
" 3 O L. Blue	22		30
4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 50
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 55

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45 $10 90
" casks, 50 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins..	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS; Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Assorted Packages Fancy Lamps

We emphasize our assortments of "KOPP" Lamps.

Write for colored sheets showing full assortment and prices.

Full line of Regular Lamps now ready.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. That is why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES"

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell, Ltd.

Philippe & Canaud's

SARDINES

in oil now on hand in ¼s and ½s,

C. E. COLSON & SON, AGENTS Montreal.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Cowan's Perfection Cocoa

GROCERS!

BUILD UP YOUR COCOA AND CHOCOLATE TRADE BY PUSHING

COWAN'S

was tested by thousands at the great Dominion Exhibition in Winnipeg, and pronounced delicious. It will suit the most fastidious taste.

Cowan's Chocolate

(sweetened or unsweetened) is unexcelled for cooking or drinking. Cowan's Milk Chocolate, the finest eating chocolate made.

THE COWAN COMPANY, Limited

TORONTO

World's Greatest Meat and Vegetable Cutter

CUTTER AND MIXER COMBINED—A MONEY MAKER

THE

Buffalo Silent

Fastest Cutter in the World for SAUSAGES, all kinds of FRUITS, MINCE MEAT, PICKLES, etc.

SAUER KRAUT CUTTER

JOHN E. SMITH'S SONS CO.

MANUFACTURERS of BUTCHER'S MACHINERY

50 Broadway, Buffalo, N.Y., U.S.A.

Tartan BRAND

Canned Vegetables
Canned Fruits
Canned Salmon
Coffees

Soaps
Spices
Baking Powder
Package Teas
Extracts

If you want to handle the best goods you must have the "TARTAN BRAND." Write us for full particulars if our travellers do not call on you.

Fully guaranteed by

BALFOUR & CO., Hamilton

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, AUGUST 19, 1904. NO. 34.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

Assorted Macaroons

IN HALF POUND TINS.

A New Line of Biscuits Designed to Please Fastidious Customers.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE**, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, includ- the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

THE "VAMPIRE" Spiral Flycatcher

(Has come to stick !)

Clean, Simple Novel and Effective

Clears the House of Flies.

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end, the Spiral is elongated and forms the most effective Flycatcher known.

MOST ATTRACTIVE AS A WINDOW DISPLAY. LARGE PROFIT AND NON-POISONOUS.

Labels in French if required. Send for a Gross.

SOLE PROPRIETORS :
KAY BROTHERS, Limited, - Stockport, England.
SOLE AGENTS :
The LEEMING, MILES Co., Limited, Montreal, Can.

"Let the GOLD DUST twins do your work."

Why break your back to keep your floors clean ?

GOLD DUST

will do the work twice as well, in half the time, at half the cost. It's the modern cleaning substitute for soap. A household without GOLD DUST is almost as badly off as a ship without a rudder. For your own sake try GOLD DUST in cleaning. You'll never again be without it.

THE N. K. FAIRBANK CO., - - Montreal.

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,

Montreal. Toronto.

Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week —looking for bait to build up their businesses with — in THE CANADIAN GROCER. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait again;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto. — 232 McGill St. Montreal

Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, - Toronto, Canada

As the fruit season is near at hand, we solicit an inquiry from the trade, for Currants, Valencia and Layer Raisins. We represent old and reliable houses, and can give lowest possible prices, taking quality into consideration. Write, wire or 'phone us when in the market.

REFERENCES
BRADSTREET'S or DUN'S — IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

WINNIPEG.

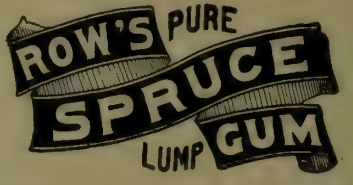
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

A CARD THIS SIZE
—COSTS—
$30.00 per year
Weekly Changes if Desired.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM
in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

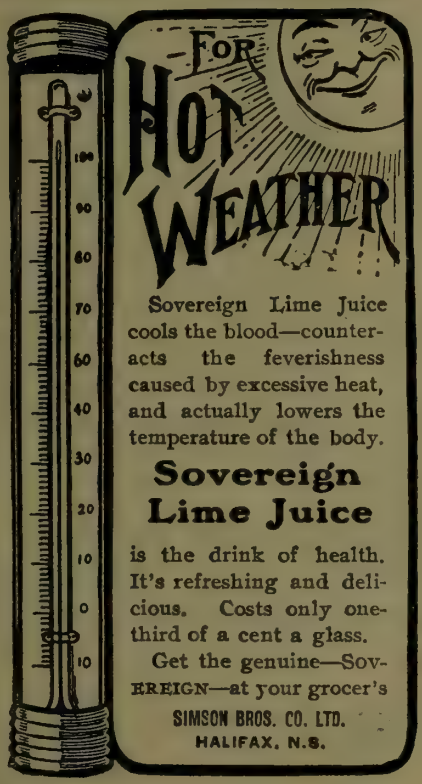
VINEGAR—

The Vinegar Season is with us. It is the business of the wholesaler to stock goods for the busy season. We made our contract for Vinegar months ago when the market was very low and now it's up to the retailer whose stock is low, to share with us in the profits of our good buying, as can be seen by the following prices:

PROOF STRENGTH	25 CTS. PER GAL.	*Freight prepaid on five bbls.*
CRYSTAL PICKLING	19 " "	
WHITE WINE XXX	16 " "	

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea.



Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

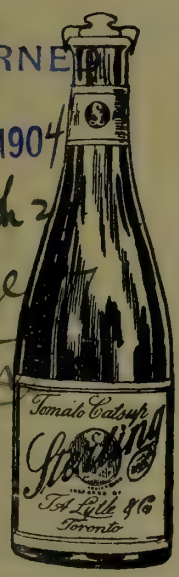
Get the genuine—SOVEREIGN—at your grocer's

SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

RETURNED SEP 1904 Lytle Co Page Four



OUR AIM IS TO PLEASE

Every grocer who supplies his customers with "STERLING" Brand Pickles and Catsup is sure to please them.

Ask any grocer whose customers have tried them the reason they please, and the answer is because they have the fine quality and rich flavor of a Canadian-made relish, being made of the best material and put up in attractive form.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

"COW'S HEAD" Brand
Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

C. E. COLSON & SON, - Montreal.

Every country has its superior points—

JAPAN has its Tea the pecularities of which are **fragrance, cleanliness,** healthfulness and invigorating qualities——

The satisfaction derived from drinking **JAPAN TEAS** can be secured from no other Teas—they are absolutely alone in this respect——

Buy **JAPAN TEAS**

Purnell's English Malt Vinegar

In Bottles and Bulk

ESTABLISHED 1750.

Brewery, Bristol, England.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.
St. John, N.B., ROBERT JARDINE.
Montreal, Que , J. M. KIRK, 25 McGill College Ave.
Toronto, Ont., J. WESTREN & CO., 630 Ontario Street.
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.
Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

PICKLING SPICE

Buy Now —We call the attention of the trade to our special **PICKLING SPICE**, a combination of 19 varieties of best selected spices. In pickling, the best spices produce the best results. Will be pleased to submit samples and prices.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

TEA ROSE DRIPS

DON'T FOOL YOUR CUSTOMERS.

Give them the very best article in its respective line. TEA ROSE DRIPS is the best pure cane sugar syrup made. It will pay you to push it.

ROSE & LAFLAMME, Agents,
MONTREAL.

" Memory is built of the bricks of attention."

We want to ask you to let your attention linger on

Paterson's Camp Coffee Essence

so that when you are buying Coffee your memory will serve you faithfully.

ROSE & LAFLAMME,
Agents, Montreal.

PROVERBS

Every horse thinks his own pack heaviest.

And so the men in the tea business whose money is not invested in Ceylon Teas imagine that the teas they deal in outbulk in favor and in output

Ceylon Teas

Ceylon Tea growers do not deal in "thinks." Positive, definite knowledge is their basis of belief and action, and the grocery trade who put their influence on Ceylon Teas but hasten a day of good things for themselves.

Is it greens you want?

Is it blacks you want?

Buy Ceylons.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply.

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,

Baldwins,

PUMPKIN, CATSUP, PORK and BEANS in all forms.

Greenings.

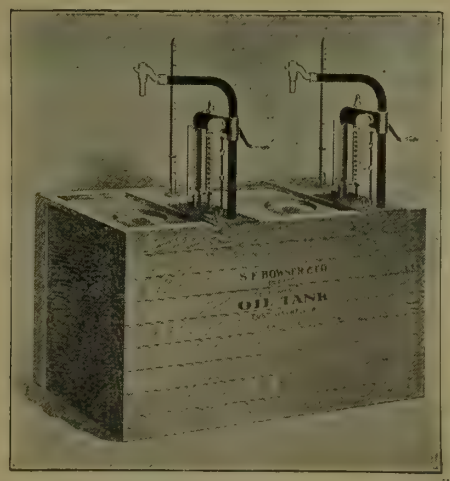
The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.



Double First Floor Outfit

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If, on the other hand, you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self-Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "B." Better write now while you have it in mind.

S. F. Bowser & Co., Fort Wayne, Ind.

It's a Good Thing to Eat Codfish—

Especially Nova Scotia Cured Codfish. The best brands are **"HALIFAX" AND "ACADIA"**

They are good and **tasty.** There's just enough salt in them to give them an unrivalled flavor.

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

THE AUER GAS LAMP

Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

In business "for keeps"

This is the first year of our history—but not the last. Next year our goods will be inquired for, and demanded, by hundreds of the best retail grocers all over Canada. We have already succeeded in marketing

The Old Homestead Brand

of

Canned Fruits and Vegetables

to our complete satisfaction. The success of this new brand was never in doubt for a moment. The wholesale trade has been only too anxious to get our output—the very superior class of goods we pack being the reason. But we are stirring up the retailers to ask their wholesalers for the OLD HOMESTEAD BRAND.

Peas, Raspberries, Beans, are in season. Orders solicited. Place same with your wholesaler.

The Old Homestead Canning Co.
Picton, Ont.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers ?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.

Wood's Primrose Ceylon Tea

Have you heard of the properest thing on ice at this physically depressing time?

"Its draft of cool refreshment renews the joy of life in happiest hours."

Tell your customers to squeeze a few drops of Lemon Juice into a glassful of this luscious Iced Tea, sweeten to taste, and they will get a drink that the Russians most admire, and that even conquers the Japs.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street MONTREAL

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.

No. 08712

Height 31 inches Width 22 inches
Length 25 inches Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

COMMERCIAL TRAVELING IN CANADA*

SPECIAL TO THE BIRMINGHAM DAILY POST.

FOR several years past Canada has loomed large upon the horizon of commerce. Such glowing accounts of its prosperity have reached this country that the most somnolent of British manufacturers have been awakened to the existence of the great Dominion in the far Northwest. As a result, the last six months or so have witnessed an irruption of British commercial travelers into the colony in numbers—so I have been assured—far greater than have ever before been known. I myself was one of this crowd, and, as anything that can add to the general knowledge of the conditions of traveling in Canada is of special interest just now. I propose to give a resume of my experiences, pro bono publico. It is perhaps pardonable to state that, although new to Canada, I am an old hand "on the road," with an experience that embraces nearly every European country. I am, moreover, perfectly familiar with the goods I have to sell. My impressions, therefore, are not those of a novice; nor are my experiences those of that other very common type in Canada—the commercial adventurer, who has scraped together a few scratch agencies in goods he has never handled before.

It was with high hopes and no small expectations that I set out for these fresh fields and pastures new. If I did not indulge the vision of a virgin soil, unfurrowed, as yet, by the plough of the British commerical, at least I felt reasonably sure that I would find a people well-disposed towards English goods—a people alert to see the merits of a new idea, keen to appreciate freshness of design, able to discriminate between the substantially and the flashily made articles, and, above all, a people who, when they bought at all, would buy largely. Alas that I should have to record it, but the truth must prevail! one after another I came to see these illusions shattered. And I have amply convinced myself that my experiences were not exceptional. I have compared notes with some dozens of other travelers, like myself, on their first journeys to Canada, but none did I meet whose verdict differed materially from my own.

One Fond Belief Gone.

First, to take the predilection for English goods, which we at home suppose to be the hall-mark of the loyal Canadian. This fond belief must go the way of other false faiths. In Canada, as elsewhere, patriotism stops short at the pocket. Whatever of patriotic sentiment the Canadian permits to enter into his business philosophy takes the formula of "Canada for the Canadians," and he is a supporter of home industries first and foremost. True, in next degree, his loyal feelings to the Old Country prompt him—all other things being equal—to favor England as against the foreigner; the preferential tariff is the token thereof. But in his tastes, in his habits, in the ordering of his mode of life, his leaning is all towards America. Alike in the furnishing of the dwelling house, in the plant of the factory, or the equipment of the hotel, in the system of railways, sanitation, lighting, street traffic, even in sport, Canada follows the lead of the United States. It is the inexorable gravitation of the lesser body to the larger. Not only so, but the operation of the natural law has been helped forward by the long neglect of the colony by the Mother Country, till the wonder is that it has not sapped the political allegiance as well. When remonstrated with upon this condition of things, the Canadian rejoins—not without good reason on his side—that it is only of quite recent years that England has deigned, either in politics or in commerce, to cultivate the Canadian connection. Thus it is that the American influence is the most serious obstacle the British manufacturer has to fight in the belated bid which he is now making for the trade of Canada.

In ornamental or decorative goods—such as jewelry, plated goods, art metal ware, lamps, glass, crockery—it is the American taste that has to be catered for, and the trend of that taste is to the light and the flashy, as opposed to the plainer, better finished article that is usually characteristic of Britsh make. In ironmongery, in cabinet and builders' brassfoundry, in heating or cooking apparatus, in electric light, plumbers' or sanitary fittings one has to meet the keen price-competition of the Americans and their, in many cases, cleverer patents and handier notions. But, even where these do not debar, one still has to reckon with American ideas and ways in matters culinary or furnishing; one still has to conform to American standards and regulations, which the Canadians everywhere blindly adopt. Even in the domain of sport it is the same tale; baseball, not cricket, is the national game of Canada; the "buggy," not the dogcart, is the popular turnout; cycling is practised only by masses as distinguished from the classes; the machines ridden are of the flimmiest Yankee type, and Yankee go-as-you-please ideas, which prevail equally in Canada, dispense with all such superfluous accessories as bells, brakes, or lamps. In hats, hosiery, and "footwear" one does not need to be in the trade to see how slavishly the Canadian copies his Yankee cousin.

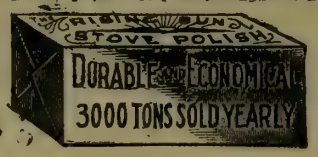
About Preferential Tariffs.

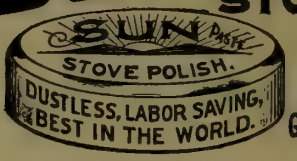
"Oh, but," says your Englishman, "we have now got the preferential tariff." It is not generally known at home—or, if known, it is but imperfectly realized—how little that preference counts for in the fight. It may be well, therefore, to state that, although it is a rebate of one-third of the usual duty, it amounts only to 10 per cent. upon the value of manufactured articles, which, for the most part, are subject to a duty of 30 per cent. In other words, while the American article pays the full duty, the British gets in for 20 per cent. net. It is but a little start which we thus get in the trade handicap, and such as it is it is neutralised by the proximity of the great manufacturing districts of New England and Pennsylvania.

In raw materals or in bulk goods it may sometimes be sufficient to turn the scale. But I am here concerned for

*Mr. P. B. Ball, Canadian Commercial Agent at Birmingham, Eng., will reply to this article in next week's issue of The Grocer.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

manufactured articles, such as are the staple production of Birmingham and the Midlands, and in these a difference to the consumer of a shilling in the half-sovereign is all too small to countervail against ingrained habit, taste, or custom.

Thus it comes to pass that a man may take to Canada the goods of any of our most celebrated English makers; these goods may be excellent in design, faultless in finish, right in price; but, if they are a departure from the American style and taste prevailing in the Dominion, he will find no market for them. This happened to myself with two separate and distinct, but most widely known, English makes, which sell not only in Great Britain and in at least one British colony, but all over the Continent of Europe besides.

Nor is the difficulty of introducing new makes confined only to cases of being "up against" America. I have never found a people so hard to win over to a new idea as the Canadians. This constituted the greatest surprise of my tour, being, I confess, the very antithesis of what I had expected. I had with me one line of goods that was absolutely a new creation—a departure from anything that has hitherto been made in that particular line, the nature of which I am not at liberty to indicate. Earlier in the year I had taken a journey with these goods through the greater part of the Continent of Europe, where they had been readily, even eagerly, bought all along the line. In Canada I could get no one to take them up. "There was no 'call' for such goods," I was told. Similarly it fared with a number of household patents I was carrying, goods that are in regular demand at home and on the Continent. There was nothing in the nature of these articles to render them inapplicable to or unsuitable for Canadian requirements. But they were new, and as yet had not been "called for." Hence it was next to an impossibility for me to awaken interest in them. And these are the people who are incessantly dinning it into the ears of the slow-going old Britisher that they are always "right in front of time."

The reason for this extraordinary lack of interest in new goods—as distinguished from eagerness after cheap-jack "novelties"—is, in my opinion, to be sought in the fact that in Canada the private firm scarcely exists at all. Alike amongst the retail "stores" and the wholesale "jobbers," the trade is in the hands of limited companies to a far greater extent than is the case in Europe. The result is that the traveler comes little into contact with the heads of firms, but has to do almost entirely with the departmental buyers. For the most part these are very young men—much too young, according to our old-fashoned English notions, though, in his own estimation, there is no Canadian of five-and-twenty Summers who is not capable of managing anything on earth. Paradoxical as it may sound, their very youth is antagonistic to the new idea. Lacking the stimulus of the competition of a few first-class private firms, these departmental buyers run pretty much all in the same groove. Their trade horizon is limited to what they know will sell, and, being answerable for the success of their departments, they are "taking no risks." "Fryingpans are 'called for,'" they say; "therefore show us fryingpans, and we will go into your prices; but do not bother us with an article that is to supersede the fryingpan, and which we should have all the trouble of introducing to the public." Give them regular goods to handle, and they will expend themselves in claptrap "ads," in trade puffs, and in the cutting of prices. Therein lies the chief element of Canadian business "smartness."

Canadians Slow as Customers.

My next indictment will touch the Canadian "on the raw." There is probably no charge he would more vehemently resent than that of being "slow." "You English are so slow," they never tire of telling you. Yet, as buyers, of all the peoples I have ever had to do with, the Canadians are the slowest. Not in coming to see your samples—that they do with alacrity; curiosity being the motive power. But afterwards, even when the customer has decided to give you an order, you may prepare for a period of exasperating delay before you can get him to make it up. This is especially the case with the young man buyer I have spoken of. He takes no account of time—that is, of your time—to which he helps himself with all the easy assurance of the young man in a young country. It may be that you have to do with more than one department in a store. If so, you are in a bad case, for each departmental order has to go through a highly-elaborated routine system; each individual buyer will procrastinate in turn, and the traveler may be kept hanging about interminably before he is "through" with the firm. My own experience in this direction convinced me that for the despatch of business the time-honored methods of the British War Office are rapid and up-to-date compared with a Canadian "store." When you do get your order it will probably be woefully out of focus with the scale of bigness which you have been in the habit of associating with all

THANK you for orders sent us during travellers' holidays, also those received and shipped last Monday. We appreciate thoroughly the courteous treatment we received at the hands of our friends.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Splendid Snaps— Summer Season

We carry full lines of Canned and Potted Meats suitable for campers, etc. We also have a fine assortment of Sardines and other necessaries such as

Camp Coffee, Lime Juice, etc., etc.

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

TEAS

We are offering exceptional value in all grades of Tea--

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

MR. GROCER—
You can cut your troubles in half by selling only the right goods.

A. F. MACLAREN
IMPERIAL CHEESE CO., Limited
Manufacturers and Agents
Toronto, Ont.

things American. For your Canadian, being so far in front of time, has always got his stock "laid down" for about eighteen months ahead. At least this is what he tells you. And although he handles so-and-so-many thousand dollars' worth of this or that particular class of goods per annum just now he can only manage to squeeze a little lot of your goods to see how they "catch on." It is the old story, only one hardly expected to hear it in the New World.

It is only fair to state—and the fact is an interesting one—that these characteristics of the Canadian business man go hand-in-hand with a great affability of manner. Accessibility is another of his good points. The traveler on his first journey has no difficulty in getting to see the heads of firms or of departments, at practically any time in ordinary business hours. This is due in a large measure to the Canadian's native geniality, for I have nowhere suggested that he is not a "good fellow." It is also due to his adoption of the American business principle—which we English might also copy with advantage—of seeing everbody, so as to be sure of missing no one. But these very virtues are akin to those of the pleasant-mannered dentist. Myself, I am old enough to have become case-hardened. But many a bright young Englishman did I meet, enchanted, on his first calls, with the cordiality of his reception, only to find him afterwards disgusted and dejected in inverse ratio with the subsequent disilusionment.

Some Reflections.

The abounding prosperity of the Dominion cannot be gainsaid, and that there are trades in which big and regular business is done by English firms need not be stated. That such trades and their representatives are subject in much

We are offering some very attractive values in

CEYLON GREEN TEAS

See our travellers' samples.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers, Toronto

lesser degree to the conditions I have described also goes without saying. Which and what these trades are it is not my province to indicate. I am merely offering a gratuitous guidebook to such English firms as may contemplate opening up trade relations there, and am giving them some idea of what they may expect. I have endeavored to show that the Britsh manufacturer has a lot of leeway to make good before he can catch up with the American. Canadian trade is not, as some fondly imagine, an over-ripe apple ready to fall into any British maw that chooses to open for it. For firms unknown out there—though their names be household words at home—it is an uphill fight all the way. Nor need English houses hope to win their way by reason of being "old established." Age does not command respect with the Canadian; he at once begins to talk of "cobwebs." The story goes of a store in a Canadian city, while, having enjoyed a long monopoly was suddenly confronted with a opposition shop. "Established over 100 years" the old firm put over its doorway with conscious pride. "Established last week but come to stop 100 years" read the signboard which the new-comer promptly stuck up in reply. And there is no doubt which of the two would appeal the more successfully to Canadian sentiment.

I know no country in the world where traveling is so expensive. If a man takes samples with him he will have to plank down one-fifth of their value before he can open out at all. Duty is charged, too, on his traveling cases or baskets, at the arbitrary valuation of the customs officials. None of this duty is recoverable when he leaves the country. This is an exaction which is not practised by the most arbitrary of European Governments: it is not "fiscal policy," it is sheer blackmail, and should be strenuously taken up by the English Chambers of Commerce. The distances in Canada are enormous, and the freight traffic both slow and uncertain. Consequently the traveler must always despatch his cases by "express" at very heavy cost. Hotels are excellent but high-priced. One misses the handy English "boots," or the Continental "commissionaire," to do little odd jobs. All small services must be dispensed with or paid for at exorbitant rates. There are no outside porters to take one's cases to a customer; these must be sent and fetched by a "transfer company" at a cost of a "quarter" (one shilling) per package each way. And so on, through the whole gamut of petty expenses—from the "shoe-shine" at 10 cents (5d.) a time to the cab at 2 1-2 dollars for a ten-minutes' drive. In short, the intending traveler must be prepared to pay a dollar for every shilling he would spend at home. If he has the feeling that he is only getting value for the shilling, he may console himself with the thought that he is taking out the balance in "experience."

A USEFUL ADVERTISEMENT.

The Grocer in Montreal has been presented with a thermometer by Mr. D. B. McRae. Mr. McRae is the eastern representative of the Wilson, Lytle, Badgerow Co. Ltd. and the T. A. Lytle Co. Ltd. Toronto, and though he is personally popular and "selling good goods always" as he says, this theremometer is increasing his popularity at an enormous pace. "The trouble is," he said, "everybody wants one once they see it, and I haven't an express wagon with me. Don't tell anyone of this or I'll be flooded with demands." With thanks to Mr. McRae we will not tell anybody but don't doubt if a request is made on the office at Toronto one of these useful and sensible presents will be forthcoming.

If you want the best you will have to insist on getting

Upton's

Jams, Jellies, and Orange Marmalade

They are winners every time.

Business Changes

ONTARIO.

THE stock of Benson & Co., grocers and dry goods merchants, Watford, has been sold at 68c on the dollar.

The Wholesale Grocery Co., Stratford, are liquidating.

The Imperial Export Co., Toronto, have obtained a charter.

The Erindale Stock Farm, Erindale, have obtained a charter.

The assets of I. Cote, cigar dealer, etc., Ottawa, have been sold.

A. Lawrence, grocer, Thamesville, has sold out to Wm. Bambridge.

Powell & Co., general merchants, Tilbury, have assigned in trust.

Reid & Griffin, general merchants, Sand Point, are winding up their business.

John Cox & Co., manufacturers of spices, Hamilton, have given up busiiners.

P. Dainham, who conducts a creamery at Dutton, has admitted A. Goldie to partnership.

J. E. Langlois, general merchant, The Brook, has assigned; meeting of creditors Aug. 16.

The premises of A. Parks, flour and feed merchant, Belleville, have been damaged by fire.

The stock of the estate of Benson & Co., grocers and dry goods merchants, Watford, has been sold at 68c on the dollar.

QUEBEC.

S. Viner, general merchant, Rimouski, has assigned.

Bissonnette & Cie., tobacconists, Quebec, have registered.

The Forrester Co., traders, Outremont, have registered.

S. H. Frigon & Co., general merchants, Three Rivers, have assigned.

Gravel Freres, grocers and liquor dealers, Montreal, have registered.

R. White, proprietor Laurentian Spring Water Co., Montreal, is dead.

The assets of Bissonnette & Giguere, tobacconists, Quebec, have been sold.

A. S. Kendall & Co., general merchants, Lawrenceville, have registered.

The assets of J. E. Bergeron, general merchant, Jonquieres, have been sold.

The assets of J. A. Allard, grocer and liquor dealer, Montreal, have been sold.

D. A. McPherson, of the D. A. McPherson Produce Co., Montreal, is dead.

Ouimet Freres, Montreal (Maisonneuve), are starting business as grocers.

E. Fournier & Co., dealers in hay and grain, St. Simon, have dissolved partnership.

Gravel Freres & Cie., grocers and liquor dealers, Montreal, have dissolved partnership.

Laganiere & Savageau, dealers in butter and cheese, St. Ubalde, have dissolved partnership.

A meeting of creditors of J. McGarrahan, tobacco and cigar dealer, was announced for Aug. 16.

A. Dallaire, general merchant, Tremblay, has assigned, and V. E. Paradis has been appointed provisional guardian.

Simard, Brassard & Cie., tea, coffee and crockery merchants, St. Johns and Valleyfield, have dissolved partnership.

Kent & Turcotte have been appointed curators to E. L'Ecuyer, general merchant, St. Polycarpe Junction,

A. Desmarteau has been appointed curator to H. Gariepy, commission agent, and the Parker Coal, Ice & Cartage Co., both of Montreal.

MANITOBA AND N.W.T.

J. Erickson, confectioner, Louise Bridge, has sold out.

Jones & Douglas, grocers, Carberry, have suffered loss by fire.

W. J. Wilcox, general merchant, Alameda, has sold out to Graham & Co.

McKenzie & Co., grocers, Winnipeg, have sold out to Bardsley & McKenzie.

W. H. Moore, general merchant, Stephenfield, has sold out to D. B. Campbell.

N. A. Rudy, general merchant, Hanley, has admitted N. A. W. Otteson to partnership.

Mackenzie & Co., grocers and hardware dealers, Winnipeg, have sold out to J. R. Bardsley.

The estate of H. H. Hayward, general merchant, Fort Qu'Appelle, have advertised for creditors to file all claims on or before September 20, 1904.

NOVA SCOTIA.

B. Kanter, Sydney, has registered consent for Sarah Kanter to do business as general merchant in her own name.

PRINCE EDWARD ISLAND.

The business of Sterns, Sons & Co., general merchants, Souris, will hereafter be carried on by J. G. Sterns in his own name.

BRITISH COLUMBIA.

Inglis & Couchman, dealers in fish, Vancouver, have dissolved.

C. T. Diamond, general merchant, has assigned to A. C. Vars; meeting of creditors August 15.

R. G. Buchanan & Co., dealers in crockery and glassware, Vancouver, have dissolved partnership.

The dairy business conducted by C. A. Banbury, Phoenix, will hereafter be carried on by J. W. Hannan.

Wright & McGregor, general merchants, Vancouver, have dissolved partnership, and the business will be continued by C. H. Wright.

JAPAN TEA SHIPMENTS.

The Grocer has received the following statistics regarding shipments of tea from Japan for the present season up to July 15 from C. M. Bernard & Co., Yokohama, Japan :

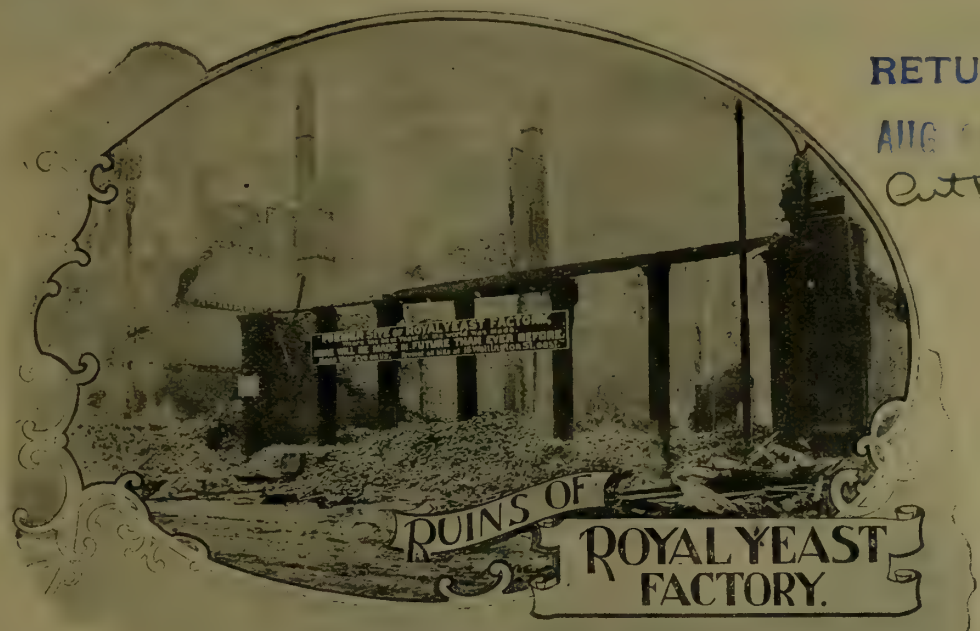
To	Lbs.
New York and East	6,472,053
Chicago and West	7,129,949
San Francisco	1,628,223
Canada	1,144,268
Total	16,3 4,493

Decrease to same time last year, 3,037,-703 lbs., excepting Canada, which has increased 364,259 lbs. At present popular prices for teas suitable for Canadian market orders are pouring in from that country, ruling prices for medium and low grades being the same as for the year 1901. Fine first crop teas, however, have been higher than last season, and as the supply is very short, holders of them expect to make handsome profits.

JAPANESE RED CROSS MEDAL.

Mr. Shaw T. Nishimura, of the Japan Central Trades Association, Montreal, has just received through the Imperial Japanese Consul-General in New York, the silver medal and badge of an honorary member of the Japanese Red Cross Society. The medal which is of silver is embossed on one side with the mythological phoenix surrounded by leaves of the rice plant, while on the reverse side is inscribed in Japanese the words "Japanese Red Cross Society, twenty-first year of Meiji" (which is the year 1887 when the society was formed). The medal is depended from a band of orange colored ribbon with blue stripes, bearing in the centre a raised Japanese sun. A certificate of membership and a button of same color as the ribbon supporting the medal, accompanied the latter. The button is worn daily in the laped of the member's coat, while the larger medal is only used on national or society holidays and days of rejoicing Judging by the reports from the seat of war Mr. Nishimura will have plenty of occasions for displaying his membership in the Red Cross Society of Japan, and no one is more proud to do so.

RETURNED
AUG 1904
Cut Book 22
page 71
ans



RUINS OF ROYAL YEAST FACTORY.

AS THEY APPEARED ON APRIL 20TH 1904.

BUT—WE ARE NOT DOING SO BADLY!

Since being cleaned out by fire we have not said much but all have been busy "sawing wood."

Result has been that in **JULY, 1904,** we made in our TWO LITTLE TEMPORARY factories, and shipped——

more MAGIC BAKING POWDER
more GILLETT'S LYE
more ROYAL YEAST

and just as many other goods as in **JULY, 1903.** (Had all orders been filled SALES WOULD HAVE BEEN DOUBLE AS MUCH.)

That duplicate set of machinery we had in reserve is what did the business.

In this connection we desire to thank our friends (both Wholesalers and Retailers), for their patience with us during the trying period we have just passed through, and for the many kindnesses shown us. Before long will be able to fill all orders the same day as received.

Instead of handling **"GILLETT'S GOODS"** sparingly, it will then be all right to put some steam behind the work, urge the sale of the various articles and have salesmen do likewise.

GILLETT'S CREAM TARTAR—Our trade for these fine goods is immense and we cannot possibly keep up with the demand. **DO YOU HANDLE IT?**

Put up in **ALL** sized packages, but only of **ONE** quality.

E. W. GILLETT COMPANY LIMITED

TORONTO, Ont.

☞ **Awarded Gold Medal and Diploma at Dominion Exposition, Toronto, Ont., 1903.**

NOTE—The dark spot in picture, inside of pillars on right hand side, is what is left of two vaults.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Co-Operative Trade in Denmark.

IT is obvious to one who has been in England a short time that something is radically wrong with the British dairy industry. That the English themselves realize that something is out of joint is evidenced by recent discussions and the arrival at the conclusion that English dairying needs co-operative organization.

More foreign than domestic butter is consumed in England, and its average price is less than that of the home butter, even after freight and middlemen's profits are paid. England's imports of butter are chiefly from Denmark, about nine-tenths of Denmark's entire butter export coming hither. Denmark exported 220,000,000 pounds of butter in 1903, of which 200,352,000 pounds came to the British Isles. Denmark received therefor nearly $50,000,000.

An explanation of this situation, unpleasant if not alarming from the British view point, is found in the Danish farmers' co-operative societies, which seem to be able to successfully meet and overcome difficulties which would wreck individuals unsupported by organization, and which seem by their united effort to defy competition in the marketing of their products. There are said to be over 1,000 such co-operative societies in Denmark, with fully 150,000 members. Besides these are the co-operative creameries, numbering 1,057, with 150,000 members.

It is stated that the butter trade of Siberia is being organized in the same way, apparently by Danish companies which are establishing branch organizations in that country. If the statement be a fact, it would give color of truth to the charges made in England that much of the so-called Danish butter is in fact Siberian.

The egg trade is similarly organized in Denmark, and, as in the case of butter, over nine-tenths of that country's exports of eggs come to the United Kingdom. The Danish co-operative egg exporters' societies contain 65,000 members. Besides other elements of success in their working, they are said to be extremely careful that no stale eggs are exported.

Glazed Butter in Germany.

UNDER the caption "Glazed butter" German papers state that it has long been known in Germany that butter can be glazed by the use of sugar; that is, it can be coated with a glass-like sugar covering. This method, the papers state, seems to become of some importance, as it recently has been used on a large scale in England for butter sold in forms.

The Druggists' Journal calls attention to the usefulness of this innovation and says that butter so treated keeps fresh for a longer time than if not treated. It is first carefully kneaded and washed, then put into forms weighing 1 pound each, and placed in a cool room. The glazing is done by painting the surface with a hot sugar solution. The brush used should be very soft and the painting should be done quickly. The sugar solution melts the surface of the butter, and the sugar and melted butter form a sort of varnish which protects the butter against deterioration from outside influences.

Produce Merchant's Death.

DEATH came suddenly last week to D. A. McPherson, one of Montreal's best known produce merchants, in a tragic manner. He fell from the steamer while passing through the Coteau Rapids. It was several days before the body was recovered. The funeral took place Monday morning from his late residence, 946 Dorchester street, to Bonaventure Station, thence to Lancaster, Ont., for interment. Among the floral tributes which were very abundant and beautiful, were wreaths from the St. James' Club, and the Produce Merchants' Association.

The pallbearers were: Messrs. T. Ryan, P. W. McLagan, Col. Black, Alex. Stephens, Dr. G. T. oRss and Wm. Redmond. The chief mourners were Messrs. D. A. McPherson, Barclay McPherson and Wilfrid E McPherson, sons; D. W. Sutherland and J. McL. Sutherland, nephews.

Members of the Montreal Produce Merchants' Association attended in a body, while the Montreal Board of Trade was also well represented.

Among those who attended were: Ald. Robertson, Capt. Muir, Messrs. Geo. Hodge, Jonathan Hodgson, A. C. H. Froemcke, R. Clancy, D. W. Campbell, Wm. Stewart, Frederick Fowler, Rev. Dr. Ross, Wm. Smith, J. Alexander, H. Allen, R. Ware, Wm. Nivin, H. D. Hislop, John Orpe, Frederick Duckett, W. A. Ritchie, Geo. Thompson, E. F. Craig, Joseph Hibbert, W. Currie, J. Dalrymple, A. C. Wieland, Arthur Hodgson, John McKergow, W. P. Hibbard (Cowansville), Wm. J. Farrell, Alex. Grant, Robert Ballantyne, M. J. Murphy, N. F. Bedard, A. McCulloch and A. D. McGillis, and J. Stanley Cooke.

Packers' Strike and Canadian Trade.

In an interview with D. J. Rattray of D. Rattray & Sons, Montreal and Quebec, general agents for Armour & Co., for the Province of Quebec and Ottawa Valley, The Grocer learns that they have booked large business in pork, canned goods, oils, etc.; owing to the Chicago strike shipments have been somewhat delayed, but they are now coming forward promptly, and recent advices say the packers expect to have everything working smoothly during the next few days.

Canadian Eggs Scarce in England.

The latest report on trade conditions in the district of Leeds and Hull, Eng., prepared by J. B. Jackson, Canadian commercial agent, states that Canadian eggs are difficult to obtain there although one sees Russian, Egyptian and Irish eggs on every hand. The prevailing price of eggs in Leeds and Hull at the present time is about 25 cents a dozen.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

BEECHNUT

BRAND

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,
LIMITED.
PORK AND BEEF PACKERS,
TORONTO. ONT.

ROSE BRAND SMOKED BACKS

are the best known on the market. New, sweet cured stock of splendid flavor.

Surplus fat and rind removed, avoiding any loss in cutting. Fresh out of smoke daily, at

Peterborough, Hull and Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

Handle only the Best!

GILLETT'S PERFUMED LYE

is the **Standard** article.

There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best,** the kind that pleases your customers and gives you no trouble to sell.

Ask Your Jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2401. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The smoked meat market is very strong at the present time, so much so that sellers practically have things their own way. Prices are firm at the advance which amounts in one case to a half cent. There is an active export demand for bacon and lards are all advanced a quarter cent. In fresh meats there is a big decline in the price of beef, not on any special account, but following the usual tendency at this time of the year. Spring lamb is down considerably as the season is far advanced. Heavy hogs are omitted from the list as there is no demand for them. We quote the following prices:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09	0 09½
Small hams per lb	....	0 13
Medium hams, per lb	....	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	....	0 07
" tubs "	0 07½	0 07½
" pails "	0 07½	0 07¾
" compounds, per lb	0 06½	0 07
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	8 00	9 00
" front quarters	4 50	5 50
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	7 00	8 50
Veal	6 00	8 50
Hogs, light	8 00	8 25

Butter—Receipts of butter continue large but by far the greater part of it is of poor quality. Dealers report great difficulty in procuring a first-class quality and can find a local demand for almost all of it. Dairy butter is plentiful but it is reported in some quarters that there is a dearth of creamery. As a result prices rule high. We quote:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 17½	0 18½
Dairy prints	0 14	0 15
" in tubs	0 12	0 14

Cheese—Prices are this week a quarter of a cent higher. On the boards there has been a falling off of a quarter cent from last week's high price of 8 5-8. The reason given for such high board quotations is an increased foreign demand. There is little doubt, however, that this is an excuse rather than a reason. England will not pay the price on large quantities and sellers are endeavoring to bluff them into a higher level. Elevating prices to stimulate demand is a rather left-handed way of doing things and little good will result. The exporters who are scared into paying extravagant prices are few and far between. Board results for the week ending August 16 were as follows:

Board.	Boxes.		Price.
Campbellford	1,360	(?80 sold)	0 08 7-16 0 08½
Ingersoll	402	(170 sold)	0 07¾
Woodstock	705	(170 sold)	0 08¾
Stirling	715		0 08 7-16
Picton	635	(none sold)	0 08½
Brockville	2,896	(half sold)	0 0 8⅜
Kingston	1,105	(515 sold)	0 08⅜
Madoc	780	(550 sold)	0 08 7-16 0 08½
Tweed	550		0 08½ 0 08 9-16
Winchester	1,570	(none sold)	0 08½
Vankleek Hill	1,503	(50 sold)	0 08⅜
Napanee	1,826	(675 sold)	0 08½
Perth	2,325		0 08⅜ 0 08 7-16
Kemptville	1,682		0 08½
Ottawa	1,938	(551 sold)	0 08⅜
Brantford	1,805	(1,406 sold)	0 08 0 08½
Iroquois	919		0 08½
Belleville	3,100	(2,500 sold)	0 08⅜
Alexandria	1,355		0 08 5-16 *0 08 3-17
London	547	(none sold)	0 08
Cornwall	1,816		0 08⅜ *0 08 7-16

*Colored Cheeses.

We quote the following prices:

	Per lb.	
Cheese, large	0 08¾	0 09
" twins	0 09	0 09¼

Montreal.

Provisions—A steady business continues in all kinds of provisions and the receipts on Monday numbered 2,840 packages of lard and 321 of tinned meats. Owing to the heavy receipts of live hogs a decline was noticed of 25 cents per hundred and packers at once made brisk demand for stock. Plenty of sales were made at $5.75 per hundred, weighed off cars. Fresh killed abattoir stock is firm, with good demand. Sales were made at $8 for light weights, and $7.75 for heavy, per hundred. A good volume of trade is being done in ham, bacon and lard. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 12½	0 13¼
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07¾
" " 60-lb. fancy tubs	....	0 07¼
Cases, 20 3-lb. tins, per lb	....	0 08¼
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07⅞
20-lb. wood pails, each	....	1 53
20-lb. tin pails, each	....	1 43

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07¼	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09¼
" cases (24 3-lb. tins)	0 08¾	0 09¼

Butter—Steadiness has marked the butter market. Enquiry for export has fallen off somewhat, possibly owing to the recent rise in price. In comparison with the rates paid on first cost butter Saturday at country points, prices on spot on Tuesday fell below the parity. Townships butter was ruling from 19 1-2 to 19 3-4 cents. Quebec's dropped a little below at 19 to 19 1-4c, though in several instances sales were made at much less than these prices. These, however, were exceptional and abund-

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Flies Everywhere
in your food—in your bedroom—making life miserable.
Wilson's Fly Pads
will clear your house of flies in a few hours.

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

WHAT MACARONI DO YOU SELL?

There is a domestic-made Macaroni better than anything made elsewhere. Lower priced than the imported and put up more attractively.

We would like to send every retail grocer in Canada a sample. Send us your name.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

Say! Mr. Grocer. You sell Soap? Send for a copy of our **profit-sharing agreement.** It means dollars in your pocket.

The Duncan Company
P.O. BOX 292. Montreal

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Your Customers will Prefer
Peacock Brand
of Condensed
Mince
Meat.

It has the flavor, quality and cleanliness

Get it from your wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

ance of Quebec creamery was selling at 19 to 19 1-4c.

Butter Exports—An immense increase has taken place in the export of butter, the total for the week ending August 13th being 35,986 boxes; of this, 30,769 were of local shipment, and 5,217 through. The corresponding week of 1903, the total shipments were 16,698. It might be noted that the through shipments have not increased nearly so much as the local. The local export of butter has nearly trebled since last year in the corresponding week. The total shipments since May 1st, 1904, were 205,878; for the same period in 1903 there were 136,142, while in comparison with the shipments of 1902, which were 228,314, there is a falling off this ...

Cheese—Dull and featureless is the cheese market, a general sagging tendency being evident. Sellers of all kinds of cheese were loath to confess a decline; in fact, in order to make at sale at all, concessions in price were made of 1-8 to 1-4 of a cent per pound. Sales of Ontario white cheese, on spot, were reported as low as 8c Quebecs also were in some cases sold at a similar figure. This business was principally between shippers. Finest stock of all kinds may be quoted as follows: Ontarios, 8 5-8 to 8 7-8c; townships 8 1-2 to 8 3-4c; Quebecs, 8 1-4 to 8 3-8c. It is self evident that prices were advanced unjustly last week, and a reaction has already set in which may cause further decline.

Cheese Exports—The exports for the week ending August 15, were 98,255 boxes, of this 85,559 were local, and 12,696 through. In comparison with the corresponding week of last year, the local business decreased nearly 12,000 boxes, and as the total shipments were 115,270 boxes, the general falling off is apparent. The total exports make the falling off more apparent still. For instance, since May 1st the shipments total 911,884 boxes, and for a similar period in 1903, they were 1,271,733.

New Brunswick.

Provisions—There is still too little business in barrelled meats to make market prices show much change. Pure lard has been sold this week lower than ever. There has been a continued demand for hams and rolls at good figures. In fresh meats domestic beef is low and prices have been shaded on western. Lamb is very plentiful but holds at a fair price. Mutton, veal and pork are dull.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 10
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb, "	0 08	0 09
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08½	0 09
" " pails	0 08½	0 08

Butter—Prices are still low and quality must be the best to insure prompt sale.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—Prices keep firm at quite full figures. No cheap eggs this year.

Eggs, hennery	0 15	0 20
" case stock	0 14	0 15

Cheese—The sale limited. Early cheese are quoted quite low, but a much better price expected for later cheese. The output will not be large.

Cheese, per lb	0 09	0 10

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 75

Cured Meats—The market is now firm. Our quotations are as follows:

Hams, per lb	0 12½
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Butter—The market is now firm and the demand is good for creamery butter, but very little dairy is moving at present. We quote as follows:

Creamery, per lb		0 20
Dairy, per lb	0 16	0 17

NEW FREIGHT SERVICE.

Donaldson Bros., of Glasgow, who have been trading in Montreal for many years, have established a new freight service, between St. John's, Nfld., and the Scotch port. Steamers outbound from Baltimore, will call at St. John's. S.S. Alcides has already left Glasgow for the first trip.

PERSONAL MENTION.

Mr. W. J. Condron, 254 King St., Quebec city, has been appointed agent for Chaser Soap for Quebec city and district. Mr Condon is an old and experienced grocer who has established himself in the agency business in Quebec and is meeting with good success. The Chaser Soap will have an exhibit at the Quebec Exhibition Sept. 1st. to 10th.

COFFEES

OUR POSITION IS UNIQUE.—We are the only Wholesale Grocers in Eastern Canada who import all our Coffees direct from the country of growth and who CLEAN, GRADE, ROAST and BLEND all our Coffees on the premises. We have the most modern and complete COFFEE ROASTING PLANT in Canada.

OUR COFFEE DEPARTMENT is in charge of an expert, devoting his entire time to it, thus we can recommend our brands of Coffees as being ***"par excellence,"***—the best the trade affords.

"GOLD MEDAL"
WHOLE OR GROUND,—in 1 and 2-lb. tins.
To retain its delicious aroma.

ARE OUR LEADERS

"EMPRESS"
The peer of bulk Coffees, to retail at **40CTS.**

GREEN COFFEES.—We always carry a large stock of all kinds and can at all times quote you on RIOS, SANTOS, BOURBONS, MOCHAS, JAVAS, CEYLONS, MEXICANS, EAST INDIANS, MARICAIBOS, BAGOTAS, ETC.

———WE SHOULD BE PLEASED TO HAVE YOUR ENQUIRY FOR SAMPLES.———

THE **EBY, BLAIN CO.,** LIMITED, Wholesale Grocers TORONTO.

MOLASSES AS STOCK FOOD.

EVER since molasses fell even approximately to the value of corn, pound for pound, says The Produce Markets Review, it has advocated the use of molasses for stock feeding purposes. It bases its argument upon actual experiments in feeding molasses, which began in the south as early as 1882, when, with a large sugar crop, the molasses market collapsed in so far as the prices of low grades were concerned. Since that time the investigations of many scientists have demonstrated that a pound of molasses as a food article has at least the value of a pound of corn; that molasses, being in a liquid form, is more readily digested and assimilated into the circulation of the system than any of the coarser stock foods, which require a large part of the energy that they create in order to digest them; that apart from these excellent qualities, there results from molasses feeding a quick recuperation of flagging energies as well as excellent nutrition.

The Omnibus Co., of Paris, France, owns over 10,000 horses, and during the year has many accidents with these horses, including an average of 700 broken legs per year. It was thought that perhaps the food of the horses rendered their legs fragile, and experiments began in 1901 to ascertain what could be done to remedy this great evil. One kilogram of sour mash had been used in the daily ration of the horses, and in 1901 this was substituted by an alkaline molasses combination. It will be recalled that while some very low grade Louisiana molasses contains as much as 10 per cent. of ash, that beet molasses, less available for a foodstuff, is characterized by its large amount of ash, and the substitution of this alkaline molasses had a quick effect, and in 1902 the number of broken legs was reduced to 79, and it was concluded that the fragility of the animals bony structure was due to the absence of the requisite mineral elements in their rations.

The Grocer knows of increased inquiries in Canada at the present time for molasses preparations as stock foods, which are coming more and more into popular favor.

THE **"National"**
COUNTER COFFEE MILL

has all the good points of the larger mills ——and is just the size for the average GROCER.

For Full Particulars Write.

THE **EBY, BLAIN CO.,** LIMITED
SOLE AGENTS IN CANADA.
TORONTO.

CEYLON AT ST. LOUIS

THE record of the change from coffee to tea as the staple product of the distant island of Ceylon is asserted to be the most wonderful chapter in the history of tropical agriculture. Thirty years ago one million tons of coffee were annually exported and no tea. Now 150 million pounds of tea are produced and only a few tons of coffee. London has always been the central market for tea; but with the prospect of so vast an addition to the world's supply, the planters of Ceylon twelve years ago created a voluntary fund for the exploitation of Ceylon tea all over the world with the exception of the British Isles, The United States and Russia were the first countries to be taken in hand, the "conversion" of America commencing with the Chicago World's Fair in 1893. Since then a Ceylon commissioner has lived in or annually visited the North American continent, to advise, advocate and disseminate information concerning the special merits of the article. The movement was seriously extended to Canada only about six years ago, and the relative progress made in this country has been markedly greater than in the United States. About the same time, a number of planters decided to turn out green tea instead of black, thus meeting an important demand on this side, at the same time reducing the abnormal supplies of black tea to the London market. The success of this branch of the industry is sufficient evidence of the wisdom of the new departure.

While private enterprise maintains the effort of exploitation during ordinary years, the Ceylon Government itself participates in international expositions and meets the expenditure incurred. As at Chicago in 1893 so at St. Louis this year, besides erecting a handsome pavilion the Government has taken space in half a dozen exposition buildings, viz., agriculture, forestry, fish and game, mines and metallurgy, varied industries, liberal arts, and education. The Government building was modelled after the Buddhist Temple of the Tooth in Kandy, and is a storehouse of Oriental novelties and valuable specimens of work in gold, silver, ivory, tortoise-shell, wood carving, etc. The accompanying illustration, taken on the day of the formal opening, represents the officials and staff of twenty Singalese waiters who have served afternoon tea (both green and black) on the spacious verandahs of the Ceylon Government building to a crowd of visitors since April 30.

GROUP OF CEYLON OFFICIALS AND WAITERS.

From left to right. Front row.—Mrs. Stanley Bois, Mr. Stanley Bois (Commissioner-General), Mrs. Liegre (lady manager of the tea department). Second row.—Mr. Peter de Abrew (commercial agent to the Commissioner-General), Mr. R. Huyshe Eliot and Mr. Russell Stanhope (Assistant Commissioners), Mr. Francis Crosbie Roles (official visitor.)

IMPORTANT OFFICIAL REPORTS.

FROM Ottawa important official reports have been issued by the Department of Trade and Commerce, which have been sent from the Canadian agents at Sweden and Norway. After quoting reports from the various countries, that agent summarises a deduction from the crop prospect of Europe as follows :

"The above goes to prove that there will be a heavy demand from all over Europe for grain and foodstuffs, and if Canada gets a good crop this year a good price ought to be obtained for the surplus."

Mr. D. H. Ross, Canadian Commercial Agent for West Australia, reported from Melbourne, July 16, to the same department, as follows :

"Record orders are being forwarded this year from Australia to Canada for agricultural implements and machinery. The principal Canadian manufacturers enjoy excellent representation, to which circumstance is attributable the splendid and widely-increasing business done. Quite a number of inquiries are going forward to Canada by this mail for outside lines, near to this country."

Some apparent inattention has hampered Canadian trade with the Commonwealth. It appears from the report of Mr. Ross that "despite the efforts of the American tobacco combine, there is undoubtedly a fine market in Australia for the better class of plug tobacco." But, unfortunately, an order for this article placed with a Canadian concern, was filled with such indifferent material that it was deemed best not to put it on the market at all, lest it might ruin the prospect of future business."

ADDITION BEING COMPLETED.

Work is progressing rapidly in the erection of the addition to G. F. & J. Galt Co.'s wholesale grocers warehouse at Winnipeg.

The place that **Blue Ribbon Ceylon Tea** has in the **esteem of uncounted thousands** of Canadian homes should convince **the grocer** that it is profitable to give

Blue Ribbon
***Ceylon* Tea**

a large prominence in his tea business.

The Red Label at 40c., is equal to other 50c. Teas.

Satisfaction and Profit

The former for your customer, the latter for yourself. Distribute satisfaction to your customers and retain profit for yourself, by selling Chase & Sanborn's **High-Grade** Coffees.

CHASE & SANBORN

The Importers, Montreal

Fresh and Cured Fish

Shortage of B. C. Salmon Pack.

THE Anglo-British Columbia Packing Co., Vancouver, report that the salmon run is now sufficiently developed to enable them to gauge approximately the pack of sockeye for this season. Their estimate is as follows:

Naas River, 15,000 cases.
Skeena River, 90,000 cases.
River's Inlet, 95,000 cases
Outside rivers, 35,000 cases.
Total, 235,000 cases.

Fraser River pack to date is 90,000 cases, and it is said to be finished. Thus the total pack will be 325,000 cases of sockeye salmon.

The total packs of all grades of pervious years were as follows:

1903—473,000 cases.
1902—625,000 cases.
1901—1,236,000 cases.

Allowing in addition for a considerable pack of Fall fish, the year's total is likely to be abnormally short.

Fish as Food.

According to the New York Tribune fish, with few exceptions, is below meat in nutritive value in proportion to bulk, but the same elements are contained in both. It is only necessary to eat enough fish to secure the same amount of essentials. The nutriments of the human body are proteine, fat and carbohydrates. Besides these practically all foods contain a large percentage of mineral matter.

The fish containing the most nutriment are Spanish mackeral, salt water eels, salmon, shad roe, salted mackeral and dried cod, "boneless codfish," caviare, salted, smoked and dried halibut, and of the canned fish, sardines, salmon, fresh and salt mackeral, tunny, haddock, lobster, crab, and shrimp. Nearly all of these mentioned are equivalent in nutritive value to an equal amount of veal. California salmon, No. 1 salted mackeral, caviare, salted, smoked and dried halibut, canned sardines, canned salmon, and canned salt mackeral are equivalent to the average of beef, veal and mutton. Cabiare, indeed, contains twice the nutriment of almost all meats, and is almost equal to side pork, which contains the highest amount of nutritive elements of any meat. The large proportion of nutriment in pork, however, it may be incidentally remarked, is fat, it being the lowest in the scale as regards proteine, the most valuable nutriment.

Fraudulent French Sardines.

ATTENTION has been called, says J. K. Gowdy, of Paris, France, to the fact that although the product of the French sardine fisheries has fallen off considerably in the past three years the exportation of sardines from France has not diminished, and it is noticed that the quantity of sardines imported into France is almost double the quantity consumed there. During the last eleven months the importations into France reached 10,337,370 pounds, while the annual consumption is estimated at 5,511,500 pounds.

The French sardine is excellent, both fresh and preserved. It ranks high when preserved on account of the careful preparation it undergoes in this country and the quality of the oil used. The cost price to the factory of the usual-size box of French sardines (weighing about 0.71 pound) is about 12c, while the cost of the same size box of Spanish or Portuguese sardines in France, freight and duty paid, is only about 6 cents.

Sardines are imported into France in two different ways:

1. In boxes of the usual size, with a deceiving mark or label, such as is shown in figures 1 and 2. On the top of the box, in this instance, the words "Sardines Francaises" are carefully covered by a thin coating or paint which is easily removed. Only the initials "E. D." and the words "Qualite Choix" are apparent when the box passes the French customs, but it becomes "E. D. Sardines Francaises, Qualite Choix" after entry; the address "Usine a Port Louis, France" on the side undergoes the same transformation. The boxes are, of course stamped on the bottom "Produit Importe," but this indication of foreign origin is too vague to be of much value. Another method of deceiving is to print the name of the place of origin in very small letters, or to hide it in a figure printed on the label, which is in French.

2. Sardines are imported in large boxes and repacked in the usual-size boxes, with labels and other indications in French.

The "Chambre Syndicale" of food products of Paris has taken an active part in the pending negotiations to have a new bill passed increasing the duty on imported sardines from 25 to 50 francs per 100 kilos (from $4.25 to $6.95 for 220.46 pounds), and insisting that the name of the country of origin be stamped in the tin. The bill also prohibits the importation of sardines in bulk, as it is an easy matter to repack them in small boxes and thus evade the law. The increase of duty would not be sufficient to check importation; it would only increase the cost price of foreign sardines in France by 6 centimes (slightly over 1 cent) a box, thus raising it from 6 to 7 cents to 12 cents, which is the cost price of French sardines to the French manufacturer.

All labels on the boxes, such as "Firmin Jullien, Setubal, Portugal," with the origin in very small letters; "Societe Parisienne," with the words "Produit Importe;" "Poissons Choisis" in French, "Packed in Spain" in English; and "Importe" in French, stamped on the tin, and many others, are intended to present the goods as French sardines to the majority of consumers both at home and abroad.

The Danger to Fish.

The Ontario Government recently had its attention drawn by some fishery officers to the destructiveness of the ling, or burbot, and the desirability of adopting some means of cutting it off. Investigations have proven that this ling feeds on the best fish life of the northern Canadian waters. Its flesh is useful for food only in Winter time. It is known to devour fish half the size of itself, and at the same time is a notorious consumer of spawn. In the Quebec fishery haunts this destructive feeder has been found in lengths of two feet. Imagine the number of fish such a glutton may consume in one year. Fish buyers, consumers, and all interested in the finny tribe, regret that nothing has been done by the Quebec Government so far to protect fish from this pest.

Fish Notes.

The Grand Trunk Railway System has an attractive exhibit in the Forestry, Fish and Game Building, at the St. Louis Exposition, consisting of mounted specimens of fish, hunting and fishing scenes, etc. The Intercolonial Railway has also an interesting exhibit of specimens of live fish.

ALVINA SALT

PAYS THE GROCER.

BECAUSE

IT RUNS FREE.
NEVER GETS LUMPY.
IS PUT UP IN ATTRACTIVE TINS
RETAILS AT 10c.

WRITE US FOR PARTICULARS

ROSE & LAFLAMME,
MONTREAL.

BATGER'S

NOW'S THE TIME
WHEN YOU SELL
SUMMER BEVERAGES
WHY NOT HANDLE BATGER'S
LIME JUICE AND
LEMON SQUASH?
MAKING
PROFITS AND
SATISFIED CUSTOMERS

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

Best Values in TEAS

Write us for Samples

Teas and Coffees

Ceylon and **Indian** Greens, at 11c. to 18½c.—Special value. Try a sample lot.
Special values now in **Japans,** all grades, from 12c. to 35c.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock.

JAMES RUTHERFORD & CO.
DIRECT IMPORTERS
27 St. Sacrament Street MONTREAL

Spanish Olives

Packed in Canada

We pack all our own olives by hand.

By doing so we can cull out all inferior fruits, and use only the best.

We also save a lot of good money which used to be paid to the customs for importing foreign packed olives.

Our customers reap the benefit of these advantages—our profits remain the same.

Our fruit is grown in the most famous orchards in Spain, are gathered at perfect maturity, carefully selected as to size and quality, and shipped direct to us from Seville.

Gorman, Eckert & Co.,

LIMITED

LONDON, ONTARIO, CANADA.

The Largest Packers of High-Class Spanish Olives in Canada

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street, Telephone Main 1255.
TORONTO - - - 10 Front Street East, Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block, Telephone 1846. L. P. Luxton.
LONDON, ENG. - - - 88 Fleet Street, E.C. Tel-phone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

THOSE ADULTERATED JAMS.

EVIDENTLY the new Minister of Inland Revenue is a man of action. He is about to take action against manufacturers, importers and storekeepers throughout Canada who have been defying the provisions of the Food Adulteration Act by selling products that are not what their labels purport. Sometimes the substitutes are harmless. In other cases the mixture is injurious to the health of the consumer.

An official chemical analysis recently made of ground spices, such as peppers, alspice, mixed spices, cassia and cinnamon, cloves and ginger, showed that of 188 samples collected only 88 were genuine, 7 of the remainder being classed as doubtful and 93 as adulterated. The examination further showed the presence of chips and dirt, charcoal, hairs, stone, husks and shells, sand and sweepings. The Grocer interviewed a prominent spice man on the situation, who met the seriousness of the imputation with a poor excuse, namely, "How can the Canadian consumer expect to get any other than an adulterated article when he will have nothing but the very cheapest on the market?" No one will contend for a moment that there is any justification whatever for Canadian manufacturers wilfully violating the provisions of an act framed in the first place for the protection of the consumer against impure products. Such a matter should be dealt with in no half-hearted fashion, and there is every reason to believe that Mr. Brodeur will do his part. It is unfortunate that questionable methods should have been brought to light, but as "evil will out," the only thing to be done is to nip it severely in the bud, and probably a few prosecutions will suffice. Another alternative, and one of the most effective safeguards for the consumer, by the way, would be the widespread advertisement of the names of the manufacturers who foisted these adulterated goods on the market. At this juncture it is interesting to remember the vigorousness with which the Food Adulteration Law is enforced in England. A certain spice manufacturer was recently convicted there of adulterating his products and sent to the common jail for a lengthy period as a penalty for defrauding the public.

A recent analysis of jellies and jams showed that only 14 samples out of 74 were genuine. Fifty-five were classed as adulterated and five as doubtful. The examination included samples of raspberry, strawberry, plum, pe ch and miscellaneous jams and jellies, and revealed the presence of many substitutes and of glucose, coal tar dyes, salicylic acid and other foreign substance. In some cases the mixing was not positively injurious to the users, in others it was, but in either case the public was deceived and misled in open defiance of the law of the land. As one prominent wholesaler recently remarked, the offence might be reduced to a minimum as far as the actual injuriousness of the adulterative to the public health was concerned, but the lamentable fact remained that the consumer was getting something different from what he bargained for. When he paid for a chicken he did not want a hawk.

Hitherto the samples of jams, jellies, etc., for analysis by the Department at Ottawa have been gathered promiscuously from the retail grocery trade. Hereafter the officers of the Department will also visit the premises of manufacturers and importers.

THE PLACE AND THE MAN.

SUCCESS in business depends more upon the merchant than upon the location of his store. There may be exceptions to this, but this seems to be the rule. Two instances in proof of this assertion come to mind. In a certain city there was a dry goods store kept by three maiden ladies. The store was on the corner of a thickly populated part of the city. Thc windows were alway crowded and the store was always dark and dingy, while the floor was several inches below the sidewalk. The business was what might be termed a two-penny ha'penny one, and only enabled the owners to eke out a bare existence. One after the other the proprietors died and the store finally fell into the hands of a young man who had business ideas. The windows were properly dressed after that and it was not long before other changes were made in order to give the store a more modern appearance. That is not so many years ago and to-day it is one of the most successful of the smaller class of department stores in that part of the country. The windows are modern in every respect and the store is well lighted by day as well as by night. Price cards are freely used and the columns of the local newspapers are liberally patronized. If the original owners were to come back to the old scene they would be prostrated with astonishment at the innovations which have taken place.

CANADA AT ST. LOUIS.

SOME people have been heard to pass uncomplimentary remarks on the Canadian exhibit at St. Louis. "Unworthy," and "inadequate" are terms occasionally heard. But, notwithstanding, the Canadian exhibit is doing a good work and the genius who arranged it, deserves the thanks of the country for

the results which are now begining to be felt.

What chiefly merits praise is the remarkable arrangement at the rear of the Canadian Building. Here is located a well-lighted picture gallery, illustrating the career of the new settler in the North West. First is to be seen a painting of the pioneer, breaking his first furrows. By easy stages, the spectator watches the progress of the man, as he brings his farm into order, builds his home, and settles down to a life of pleasant exertion. It is a regular panorama and it is all true.

And now comes the crowning triumph of genius. As the pleased spectator turns away from the final picture, he walks directly into,—an immigration office. Already many an American farmer has studied the pictures, has passed into the immigration office, picked out a location in Canada and made arrangements for transportation. Truly the work of the Canadian Commission has not been in vain.

EARLY FRUIT MARKET.

THE wholesale fruit dealers of Toronto have for some time been advocating an early morning market as a means of simplifying and improving conditions existing locally. Only a walk through the market any morning during the busy season is necessary to convince one of the justice of their contentions which are as follows:

The railroads and express companies entering Toronto ought to offer special rates on consignments of fruit shipped during the night for delivery early the next morning or where the distance is small on early morning consignments. This would do away with irregularity of shipments, which as a matter of fact continue to arrive at all hours during the day. The result is that prices cannot be fixed early in the morning for the day and a buyer who purchases on first morning deliveries runs the risk of seeing his competitor on the next corner get his supplies at a cent or two reduction later in the day. It is in the best interests of trade that competion should be keen, but this under present circumstances is out of the question.

A word ought also to be said on behalf of the wholesale fruit men themselves, who are kept at the market at all times of day and night to serve their customers. The necessity would be removed if only there were one market in the day and that an early morning one. The possibility of this rests entirely with the railways and express companies.

FRESH FISH IN THE GROCERY STORE.

THE modern grocery store is a subject of interest to all progressive merchants. The changes that have taken place during the last two decades in the retail grocery trade are numerous and valuable, not only to the merchant but to the consumer. The days when sugar was handled in hogsheads, salt in heavy barrels and cereals in their original packages, direct from the mill, are passed and the convenient smaller packages put up in sizes to suit the prompt requirements of trade are an evidence of thoughtful improvement.

While all the changes are in the right direction and in keeping with the requirements of modern trade conditions, there is a branch of the grocery trade that has been neglected, or rather that has not received the attention at the hands of grocers generally warranted by the value of the business; we refer to the handling of fish, and particularly fresh fish. The very suggestion of handling fish in conjunction with staple groceries may strike the average merchant as unreasonable, but a careful study of the subject and of the possibilities for profitable trade in fresh fish, will convince him that some thought should be given to it.

The old-fashioned methods of shipping and handling fish cannot compare with those existing at the present time. In former years the trade was mostly confined to the barrel salt fish, or green cod trade, and the sight of the packages in front of or inside the grocery store was neither an edifying sight nor a fragrant trade-bringer. The odor of fish is very penetrating and as such susceptible articles as butter, tea and cheese did not improve through proximity to the fish, it was thought best to exclude the latter from the grocery stock. With a marked improvement in methods of transportation and delivery the handling of fish has become a comparatively easy matter, and grocers who will take the trouble to study this branch of their business will be surprised to find how profitable it can be made and how little care is required in handling fish.

The Grocer has always taken an interest in everything pertaining to the fish trade and has for many years paid close attention to the possibilities of this branch with a view of showing how such a healthful article of diet as fish can be profitably handled. Our Maritime fish trade is enormous but nothing to what it may be made by encouraging the consumption of fish. The secret here undoubtedly lies in educating the retail grocery trade to handle fish scientifically. It is gratifying to note that there are already a number of Canadian grocers supplying their customers with fresh fish in season, and in every case profitable trade is reported.

SIGNS ON BUILDINGS.

THE GROCER was much impressed with the pertinancy of a letter received some time ago in which the correspondent volunteered the information that in certain towns in the Maritime Provinces little or no attention is paid by the merchants to having suitable signs on their places of business. Apparently there are yet some retailers who fail to appreciate the significance of an attractive business sign, on which both the firm name and general lines of merchandise carried are designated. The day is long past when buyers found their way to a grocery store by instinct and since the sense of sight ranks higher than that of smell there is a scientific reason why a good sign advertisement should be a good trade bringer. No practical demonstration is needed to prove that people in this enlightened age have to be coaxed a little to buy even the neces-

saries of life; they must in the first place know where to go and the merchant who sits in obscurity, trusting that trade may stumble in on him is helping neither himself nor the other man towards a solution of this difficulty. What strikes the eye is the pride of life, and a striking illustration of this in trade circles as well as of the truth that even the small things count, is the fact that a small investment in an attractive business sign is one of the most judicious methods of advertising and one of the best trade bringers known.

MINISTER OF AGRICULTURE HOME

THE Hon. John Dryden, Minister of Agriculture for Ontario, has returned from a several months' trip to Europe. Mr. Dryden is convinced that there is something crooked about the bacon trade over there, and that Danish labels are being put on Canadian bacon. Professor Day who is at present in Denmark, will make a report on this subject to the Department of Agriculture on his return.

Mr. Dryden says that Danish bacon has a better reputation in England than Canadian bacon and commands a higher price. Canadian canned goods are not as highly thought of as the products of other countries up to the present, and the demand for them is comparatively small. Steps, however, can and will be taken to improve this industry. Mr. Dryden also thinks there is room for improvement in the Canadian dressed beef industry.

U. S. EXPORT DWINDLING.

THE summary of exports of domestic products from the United States for July and for seven months of the calendar year, issued by the Bureau of Statistics affords material for reflection in so far as it shows a continuance of the falling off previously exhibited.

According to the New York Journal of Commerce this was to be expected, and there is little chance of its being arrested before the effect of the new harvest begins to be felt. The fact is that the American surplus of some of the leading staples for export had been pretty well exhausted three months in advance of the coming in of this year's crops. Taking all breadstuffs we find the value sent abroad in July to be only $4,332,762, against $11,366,699 last year, while for seven months the decrease was from $113,865,771 to $50,621,702, or more than one-half. This is in spite of rather better prices. Of the loss for the seven months about $26,000,000, or nearly half, was in wheat, of which the export has dwindled nearly to nothing, while the remnant of the supply has become the subject of speculation that gives it an exaggerated "market value." The July export of wheat in quantity was only 114,180 bushels, against 3,884,972 last year, and for the seven months 9,323,820, compared with 42,081,141. Over half the July export went from Baltimore and the rest from the Gulf and Pacific ports. By far the greater part of the seven months' exports of wheat were sent from Galveston, New Orleans and the Pacific Coast. The record for corn is not so bad, but only 2,080,101 bushels were exported in July against 5,155,671 last year, and for seven months 28,051,719 against 66,766,934.

Cotton exports continued in July to the amount of 99,457 bales against 72,978, but the increase in value was proportionately small, because last year it was taken at the speculative price of 13.8 cents a pound, while this year the export price in July was 10.9 cents. Taking the eleven months of the cotton year, however, the average export price this year has been 12.6 against 9 cents last. The value of exports for seven months shows a decrease of $7,399,568, the quantity having fallen from 3,149,489 bales to 2,095,125. For eleven months the figures are 6,734,802 bales last year and 5,999,923 this. The effect of the decrease of exports traceable to comparative crop deficiency appears also in provisions, of which the export fell off $3,131,873 in July and $7,253,896 in the seven months compared to last year, while for the longer period there was an increase of $4,030,202 in live cattle, hogs and sheep. Putting together the values of the live stock and the provision products there was a decrease from $16,172,142 to $12,245,245 in July, and from $115,270,321 to $112,046,627 in the seven months. Mineral oil made up the loss in the aggregate of exports to the extent of $881,126 for the month and $7,355,448 for the seven months, so that the total stands $29,107,123 for July and $360,685,845 for the seven months, compared with $38,768,877 and $421,197,728 for the same periods in 1903.

The meaning of these statistics is not far to seek. The production of wheat and corn in the United States last year showed a reduction in proportion to domestic consumption, and the surplus for export was relatively small, especially for wheat. The bulk of this surplus was carried off early, beginning in the late months of last year and leaving little for this Summer. But for the abnormal price of cotton due to the fact that the crop was short and for the exportation of about two-thirds of the supply, the record for domestic exports would have been much more unfavorable. It is not likely to be improved for the current month, or perhaps for September and the prospects are for a permanently reduced proportion of what are called "domestic products" in U.S. exports. It is already certain that less wheat in quantity, and probably less in value, will be sent abroad next year than this, while there is likely to be an increase in cotton and corn and perhaps in provisions. A prominent authority on trade conditions recommends Uncle Sam to devote his attention to the further cultivation of export trade in manufactures, which is not to be done by keeping up domestic prices, but by diminishing cost of production and facilitating exchange for foreign commodities.

TAX ON COMMERCIAL TRAVELERS

In answer to an inquiry from one of our readers as to whether there is a tax on Eastern Canadian commercial travelers wishing to do business with either the wholesale or retail trade in the city of Winnipeg, we wish to state that no such tax is imposed at the present time.

ALL WILL TAKE PART.

Characteristic of their usual enterprise, Hudon, Hebert & Co. have entered into the "What is your best stroke of business" competition, offered by The Canadian Grocer, very heartily. They have issued instructions, to the effect that every member of their staff should compete, and have offered a very substantial supplementary prize to those offered by The Grocer. The firm have among their employes some of the most capable men in the business, and no doubt they will be heard from in the competition.

HINTS TO BUYERS.

McWilliam & Everist are handling immense quantities of domestic fruits. The sale of foreign fruits this year are far in advance of that of last year.

FOR SALE

FOR SALE — OLD ESTABLISHED GROCERY, meat and liquor business; Hamilton; large trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P. O. Box 276, HAMILTON. (36)

There's Money in This For YOU!

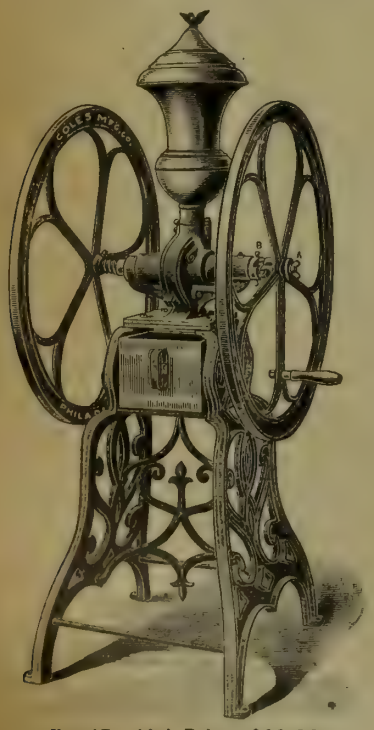
For no other common sense reason than that it has an established reputation for selling readily, day in and day out, without resistance. There's no shrinkage, no waste, no deterioration. It makes the Tea Department of your business immune from the attacks of the fiercest competition.

Surely this is comforting and profitable.

Sealed Packets Only.
Black, Mixed or Natural Green.

Wholesale Terms on Application.

"SALADA" TEA CO., Toronto and Montreal



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

Lily White Gloss Starch

stands out well in your stock. It will catch your customers' attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-pound drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Aug. 18, 1904.

Groceries.

IT is expected that the grocery trade will take on new life now that the travelers are back from their holidays and have started on the war path to solicit Fall orders. This is the season when trade begins to pick up, and indications point to a big volume of business during the coming Fall.

Trade during the week has been brighter than usual. The sugar market continues strong and a surprisingly good business is reported. In fact the sugar trade during August has been a surprise in view of the fact of the estimated shortage of the fruit crop. Canned peas, 1904 pack, are being delivered to the retail trade, and general trade in canned goods of all descriptions continues brisk; 1903 pack sockeye salmon is pretty well cleaned up in the market, wholesalers being practically reduced to cohoes and pinks. Increased sales of New Orleans molasses are reported at firm prices. A scarcity of low grade Pekoe Souchong tea is reported locally as well as increased inquiries for Japans. The coffee market is very firm both in Rios and milder grades and prices of Rios have advanced. Spices are without special feature. Tapioca shows signs of stiffening in price. The market in foreign dried fruits is quiet; a drop has occurred in California prunes, but little buying is reported as yet in spite of the fact that stocks in the hands of wholesalers are low. Currants are firm and some business in Comadra figs is reported. Peanuts are active and easier in price.

CANNED GOODS

There has been a brisk demand for canned goods of all descriptions during the week under review. New pack peas are already being delivered to the retail trade. It is not expected that corn and tomatoes will be ready for a month yet, meanwhile surmises are for a poor to fair crop; 1903 pack sockeye salmon is practically used up and it is only hoped that the retail trade have sufficient on hand to supply their customers until the 1904 pack is on the market. Lobsters are firm and the prices of herrings is higher than usual owing to the higher price of raw fish. Potted meats continue to be good sellers. We quote the following prices:

Apples, 3's	0 90
" gallons	2 20
Asparagus	3 50
Beets, 2's	0 90
Beets, 3's	1 00
Blackberries, 2's	1 50 1 70
Beans, 2's	0 90 1 10
Corn, 2's	1 25 1 35
Cherries, red, pitted, 2's	2 20
" white	2 40
Peas, 2's	0 82½ 1 25
Pears, 2's	1 45 1 60
" 3's	1 90 2 10
Pineapples, 1½'s	1 50 1 60
" 2's	1 80 2 00
" 3's	2 25 2 40
Peaches, 2's	1 65 1 70
" 3's	2 60
Plums, green gages, 2's	1 10 1 40
" Lombard	1 00 1 30
" Damson, blue	0 95 1 25
Pumpkins, 3's	0 95
" gallon	2 50
Rhubarb, 3's	1 80
Raspberries, 2's	1 40 1 60
Strawberries, 2's	1 47½ 1 67
Succotash, 2's	1 00
Tomatoes, 3's	1 12
Lobster, talls	3 50
" 1-lb. flats	3 50 3 70
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf,"	
1-lb. talls, 5 cases and over	1 77½
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 92½
½-lb. flats, 5 cases and over	1 17½
½-lb. flats, less than 5 cases	1 20
Chums	0 95 1 00
Sardines, Sportsman ¼'s	0 15
" ½'s	0 23
" Portugese ¼'s	0 08 0 10
" P. & C., ¼'s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" ½'s	0 09 0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00 9 00
Haddies	1 00
Haddies, per case	4 00
Kippered herrings, domestic	1 00
" imported	1 45 1 55
Herrings in tomato sauce, domestic	1 00 1 10
" " imported	1 45 1 55
California ripe olives, tins, per doz	4 75
Corned beef, 1s, per doz	1 50
" 2s, "	2 70
" 6s, "	9 00
" 14s, "	20 00
Lunch tongues, per doz	3 00
Potted meats, ¼s, "	0 50
" ½s, "	1 00

For the new price list for 1904 pack vegetables and fruits see Quebec markets.

SUGAR

We have to record this week a further advance of 1-8c per lb. in raw sugar, large sales having transpired on the basis of 4 1-4c, duty paid, New York, at which the market remains nominal. Last week just before we went to press, large purchases were made by American refiners, totalling about 100,000 tons, including beet, Java and West Indian sugars. These sales pretty well cleaned up the market. Since then further purchases have been made in Europe at 10s 6d, f. o.b. Hamburg, which is equivalent to a landed parity of 4.24c duty paid for 96 test cane sugar.

Arbuckle Brothers who did not participate to any extent in the heavy buying, came into the market later in the week and secured about 11,000 tons, part from store, part afloat, and the balance embracing 45,000 bags Cuban centrifugals for August shipment, all at full landed cost of 4 1-4c for basis 96. Since then the market has been developing indifference on the part of buyers and sellers, while quotations remain nominal on basis of last sales. At the moment refiners have their wants fairly well supplied and are disposed to defer further purchases; on the other hand, stocks in importers' hands is barely 15,000 tons and there are few unsold nearby sugars. Sellers are disposed to hold for present prices and holders of Java centrifugals are asking an advance of 3d per cwt.

Recent cables from Europe report continued unfavorable weather for growing crops, and mail advices say that during July the rainfall in Germany was only 1.10 of the normal rainfall for the last 25 years. Mr. Licht estimates the damage to the beet crop from drought in Germany at 20 per cent. and in Austria at 15 per cent.

There has been a marked advance in Europe for the week, quotations for 88 per cent. going to 10s 6d, basis f.o.b. Hamburg, for August-September shipment, which is equivalent to a duty paid parity of 4.23c for 96 test centrifugals. There are no indications of further changes for the immediate future and it is believed by some that the market has reached the upward limit for the present.

Receipts at United States Atlantic ports for the week ending August 10 were 21,374 tons, meltings were 42,000 tons, leaving total stock of 146,750 tons. Combined stocks of United States and Cuba at same date were 229,250 tons, a decrease of 34,126 tons compared with the previous week, and of 280,647 tons from last year. Total stocks of Europe and America of latest uneven dates were 2,001,250 tons, or a decrease of 415,558 tons, compared with the same date last year.

There are no changes to note in Canadian refined and the demand for the month has been exceptionally good, in fact unusually so for August. It remains to be seen how far this will affect the demand during the approaching

months. In New York refined the only change to record is a decline of 5c per 100 lbs. on sugar packed in 100 lb. sacks; other quotations remain unchanged. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	5 33
" in 100-lb. "	5 23
St. Lawrence granulated	4 68
Redpath's granulated	4 68
Acadia granulated	4 58
Berlin granulated	4 58
Domestic beet, granulated, 1902 (off grade)	4 38
Phoenix	4 58
Bright coffee	4 48
Bright yellow	4 43
No. 3 yellow	4 38
No. 2 "	4 18
No. 1 "	4 08

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

There has been considerable buying of New Orleans molasses during the week at firm prices, and the general impression is that buyers have been holding off until actually forced to buy. Stocks of West Indian and Barbadoes are low at the present time. We quote the following prices :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 60
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The tea trade during the week under review has been quiet to fair, the chief feature of the local market being the scarcity of low grade Pekoe Souchongs, which have advanced 1½d. This tea is considered an especially good seller in the Canadian market.

There have been more inquiries for Japans, with a few selling. The Japan tea business has been appreciably brighter during the week, buyers apparently realizing that the season is now at the best, not only for price but for the most suitable grades of tea. Lower grades have advanced 1c per lb. in Japan, but are still very cheap.

Reports from India on green tea are to the effect that very few have been brought to sale, and that the outturn will be much less than last season, most of the gardens having reverted to blacks. Greens have made a show of improvement in leaf and cup quality. In India and Ceylon blacks there is little new to report beyond a gradual improvement in the quality of Ceylons with a corresponding hardening tendency in price. We quote the following prices :

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 32
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market has ruled firm during the week at higher prices. Green Rios are quoted this week as follows : No. 7 at an advance of ¾c; No. 6 at an advance of ⅝c; No. 5 at an advance of ½c, and No. 3 at an advance of ¼c. The advance in prices is thought to be due not to the manipulation of the market by speculators, but rather to the unfavorable crop reports being received from the countries of growth. Cables report that frosts in Brazil have damaged the growing coffee. The general idea of the trade is that owing to the drouth last season and reduced acreage owing to abandoned plantations, the yield of the 1904-05 crop will be smaller than the 1903-04 crop, and with damage by frost to the 1905-06 crop another comparatively small yield is anticipated.

A cable received by Geo. Musson & Co. from London this week says the market for milder coffees is rising, and that public sales are higher.

Locally trade in coffee is quiet. The advance in Rios since August 1 has been fully 85 points, and the market is still strong. Our quotations are as follows :

	Per lb.
Green Rios, No. 7	0 09
" " No. 6	0 09
" " No. 5	0 09
" " No. 4	0 08
" " No. 3	0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

A seasonable demand for spices continues at unchanged quotations. Increased local sales may be expected shortly in view of the proximity of the pickling season. The New York market, with which the Canadian market moves in sympathy is reported to be firm, especially in ginger. Cable advices say that no additional arrivals of African ginger are expected, the crop being practically over. Our quotations are as follows :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

The rice and tapioca market continues without special feature. Rice is a little easier and tapioca is firmer than last week, with the price hardening. The movement of new crop rice will soon be under way. We quote the following prices :

	Per lb.		Per lb.
Rice, stand. B	0 03½	Tapioca, staple	0 03½ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 08
Sago	0 03½ 0 04		

Foreign Dried Fruits

The principal item of interest in the dried fruit market at the present time is the extremely low price of California prunes. For some reason or other, some say because the trust is broken up, and others because this season's crop is so large, the bottom has dropped out of the California prune market, and for the lower grades, prices have been ruling as low as 1c per lb. f. o. b. at the coast.

Actual stocks on hand in Toronto are very low. The opinion is expressed that the price to the retailer is not likely to be altered materially, in view of the fact that the demand here is more and more for higher grade prunes. The man to suffer will be the grower. California raisins are in somewhat the same predicament.

The chief shippers of raisins in Spain, at a meeting over which A. Rogers, of Wm. Rogers & Co., of Denia, presided, decided that no raisins should be loaded at any port in Spain before August 20. This will make arrivals due in Canada about the last of September. The object of the shippers is to prevent the usual scramble for earliest fruits, which results in the establishment of prices that prevent fruit from going into rapid consumption, and has, moreover, had a bad moral effect on the fruit farmers by giving them erroneous ideas of the foreign demand.

The last report on currants indicates a strong market at the recent advance. Whatever fluctuations take place importers may reconcile themselves to the fact that there will be no quotations on currants this year. The estimated crop of 145,000 tons only exceeds by about 10,000 tons the usual yearly exportations. It must be further taken into account that since this estimate was issued considerable damage has been done to the growing crops by rain, and that the Retention Law will withdraw from the available supply a quantity equivalent to 35 per cent. of the quantity exported. Thus it is clear that the currants available for export will fall short of the usual consumption by 20,000 to 30,000 tons, and in consequence it is not thought that the present cost of about 5c d. p. at Canadian ports is too

high a figure, particularly as the history of the currant trade shows that the normal consumption is not greatly affected by the slightly higher range of prices.

Locally some sales of Comadra figs are reported. We quote the following prices :

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05½	40-50s	0 07½	0 08
70-80s	0 06	0 06½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES

	Per lb.	
Californian evaporated	08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected	0 07	0 07½
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

Trade in foreign nuts continues quiet but seasonable. The demand, as usual at this time of the year, is principally for peanuts and cocoanuts, in both of which large sales are reported. The experiment of introducing Japanese peanuts to the Canadian trade has proved very successful, and next season will undoubtedly see much larger quantities consumed in this market.

Peanuts are from 1 to 2c easier in price. Bordeaux walnuts have dropped 2c, and filberts 1c. California almonds are off the market. Taragona almonds are reported to be about 1-3 an average crop, and filberts less than ¼ an average crop. Prices on almonds are expected to range about 40s f. o. b., although one shipper is reported to have offered 250 bags at a few shillings less than these quotations, while some others refuse to quote until goods are actually on the market. New crop October filberts have soared from a little above 40s to 64s 6d, c. and f. New York, and the bulk of orders for Canada have yet to be placed. We quote the following prices:

Peanuts, green, per lb	0 08	0 10
" roasted "	0 10	0 12
" Spanish, green, per lb		0 09
" " roasted, "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb		0 12
Walnuts, Grenoble, "		0 10
" Bordeaux, "		0 10
Filberts, per lb		0 10
Pecans, per lb	0 14	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 00

Country Produce.

EGGS.

Receipts of eggs for the week have been somewhat larger, but prices are higher than ever. Dealers stand to lose a great deal with eggs at the present level. There is a large local demand for good eggs even at the high prices. They bring now 17 to 17½c, and some Toronto retailers are asking as high as 22c for fresh eggs. Such a price in the middle of August is unreasonable and entirely unjustifiable.

HONEY

The honey trade is picking up gradually and provision men report increased inquiries during the week under review. Small quantities of new crop honey have been received and are quoted at 8c per lb. for extracted honey, and $1.50 to $1.75 per doz. for honey in the comb. Indications point to a short crop. We quote the following prices :

Honey, extracted clover, per lb	0 07	0 07½
" sections, per doz	1 65	1 75

BEANS.

Beans, and especially white beans, are in steady demand at unchanged prices. Next week's issue of The Grocer will contain a summary of the condition of the growing bean crop in Ontario. Some beans are being held in the country in expectation of higher prices. Our quotations are as follows :

Beans, mixed, per bush		1 25
" prime, "		1 35
" handpicked, per bush	1 55	1 65
" Lima, per lb	0 05½	0 06½

Green Fruits.

Up to date prices of California fruit have been very low, the average being below that of last year. Complaints may be heard from the shippers on the ground that there will be no profit in handling California fruit this year unless conditions soon change.

During the week of August 8-13 ten cars of California fruit were sold at auction. The prices for the first five days of the week were very good, while the average of Saturday was very poor. The supply of raspberries is practically over, those left on the market selling from 8 to 9c per box. Tomatoes, owing to over supply on the market, have taken a sudden drop and are now selling at from 20 to 30c per basket.

Large lots of Canadian peaches are arriving from the Niagara district daily. The bulk of these peaches seem to be of an inferior quality, owing doubtless to the earliness of the season for this fruit. As a result they are divided into two classes. Canadian "Triumph" firsts are selling at from 75c to $1 per basket. "Triumph" seconds are selling at from 40 to 60c per basket. Lemons are a trifle easier this week although there has been no change in prices.

At present there is an over supply of bananas on the market and prices have dropped as a result. Unless the conditions improve there is a likelihood of another drop in prices. Canadian apples are coming in freely, the quality generally being superior to that shown a week ago. We have added to our list this week pears, Lawton berries, and sweet potatoes. Canadian pears are now arriving from different points in Ontario. Although it is rather early in the season for Canadian pears the outlook is for a good supply.

Taking the fruit trade in general business has been very brisk during the week. Our quotations are as follows.

California late valencies, per box	4 50	4 75
Verdelli lemons, 300's, per box	3 50	3 75
" 360's, per box		3 00
Florida pineapples, per crate	4 25	4 50
Bananas, large bunches	1 50	1 75
Banana's, 8's, per bunch	1 00	1 25
Apples, Canadian, baskets	0 15	0 30
Limes, per box		1 00
Tomatoes, per basket	0 20	0 30
Watermelons	0 25	0 35
Cantaloupes, Indianas, per basket	0 50	0 60
California peaches, per crate (4 baskets)	1 00	1 25
" plums	1 00	1 25
Raspberries, per box	0 08	0 09
California Bartlett pears, per box	2 25	2 50
Blueberries, per basket	1 00	1 25
Black currants, "		1 25
Blackberries, per box	0 07	0 08
Peaches, Canadian, per basket		
" Firsts, per basket	0 75	1 00
" Seconds "	0 40	0 60
Lawton berries, per box	0 07	0 09
Pears, per basket	0 35	0 50
Sweet potatoes, per bbl	4 25	4 50
Plums, Canadian, "	0 40	0 60

Vegetables.

The demand this week for vegetables continues good and is being filled almost exclusively with home-grown products. Good cauliflowers are very scarce and an inferior kind has been put on the market in order to meet the demand. The season for rhubarb is practically over. Egg plants have appeared on the market for the first time this season and are selling at 40 to 50c per basket. Following are our quotations:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 15
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz		0 20
Beets, new, per doz		0 20
Rhubarb, per doz	0 20	0 25
Green onions, per doz	0 15	0 40
Green house water cress, per doz		0 25
Green cucumbers, per basket		0 25
Waxed beans, per bush	0 60	0 90
Cauliflowers, per doz	0 60	1 50
Green peppers, per basket		0 50
Canadian new potatoes, per bush		0 85
Michigan celery, per doz		0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per basket	0 60	0 75
Green corn, per doz		0 10
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 75

Fish.

As a result of the people settling down after the holiday season the demand for fish has brightened up to an appreciable extent during the week under review. Lake herring have become a little easier ranging in price from 5 to 7c per lb. The supply is good with the exception

A NICE EXTRA TRADE

can be done by grocers who will handle

McGregor's Preserved Pineapple

Packed in glass. True flavor of fruit is faithfully preserved. Can be retailed at a good profit for 20c, 25c and 40c. People will come back for it regularly. Equal to the best home-made because

McGREGOR MAKES IT.

1 lb. glass jars, per dozen, $1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

For Your Information

Parke's Catsup Flavor is a concentrated extract of spices. A 25c. bottle will flavor and keep from souring catsup made from a bushel of tomatoes.

If you are up-to-date and put it in stock you will find that when the season is on it will sell rapidly. It affords a good margin, gives such complete satisfaction that those who purchase will send many more customers to you for it.

The price is $2.00 a dozen. On receipt of order for three dozen we will allow express charges and furnish advertising display.

Trade supplied by Lyman, Knox & Clarkson, Wholesale Druggists, Toronto, by all wholesale grocers in Hamilton, and by the manufacturers, Parke & Parke, Hamilton.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA** and **LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

of perch which are scarce. Our quotations are as follows.

Halibut, "		0 12
Sea salmon, "		0 18
Whitefish, fresh caught, per lb		0 09
Haddock " per lb		0 06
Cod, steak " "		0 08
Perch " "		0 06
Trout, lake, per lb		0 09
Herring, lake, per lb	0 05	0 07
Pike, per lb		0 07

Grain, Flour and Breakfast Foods.

GRAIN.

The price of wheat still keeps advancing as a result of the prospects for a poor crop this Fall. The demand has been good during the week. Manitoba Northern Nos. 1, 2 and 3 have each advanced 2c per bushel. Red and white "old" have each advanced from 6 to 6 1-2c per bushel. This year the price of new Fall wheat is 2c less per bushel. Our quotations are as follows:

Manitoba wheat, Northern No. 1 "	1 09½	1 10
" " " No. 2 "	1 06½	1 07
" " " No. 3 "	1 04	1 04½
Red, per bushel, on track Toronto old	1 04	1 04½
White " " "	1 08	1 09
Barley " " "	0 46	0 49
Oats " " "	0 37½	0 38
Peas " " "	0 69	0 70
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " "	0 63	0 64

FLOUR.

Flour has finally settled down and conditions on this market begin to look healthier this week than they have been for some time. The demand is good and trade is brisk. Prices remain unchanged with the exception of strong bakers' which has advanced 5c per barrel. Our quotations are as follows:

Manitoba wheat patents, per bbl		5 10
Strong bakers "		4 90
Ontario wheat patents "	5 10	5 20
Straight roller "	4 70	5 00

BREAKFAST FOODS.

During the week under review the demand for breakfast foods has increased. Prices are firm and trade is brisk. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

SEEDS.

After a few weeks' lull the Ontario seed market has again opened. During the week under review the wholesalers have been buying alsack clover seed freely. It is yet too early for red clover and timothy seed, so that the only thing on the list is alsack clover, which is bringing from $4.65 to $5.75 per bushel.

Alsack clover, per bush	4 65 5 75

Hides, Tallow, Skins and Wool.

As a result of the wool market being at a standstill people who have been holding on to their wool are now offering freely. During the week under review hides have become more plentiful. Lamb skins have advanced 5c, while shearings have advanced 10c; otherwise there are no changes. We quote:

HIDES

No. 1 green, per lb	0 08½
" 2 " "	0 07½
" 1 " steers, per lb	0 09
" 2 " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " 2 " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 55
Shearlings	0 55

TALLOW.

Rendered Tallow, per lb	0 04	0 04½

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 19	0 20
Pulled wools, super, per lb	0 19	0 21
" " extra "	0 21	0 23

QUEBEC MARKETS.

Groceries.

Montreal, Aug. 18th, 1904.

DESPITE the mid-summer period, trade is generally good. Collections from the country are improving and everything points to an excellent Autumn trade. It is expected that local trade in the Province of Quebec will be light during the next two weeks, owing to the fact that most of the travelers are on their holidays. Sugar remains in its strong statistical position, and, if anything, the tendency is towards a firmer market. Flour has proven an interesting commodity during the week, having advanced 10 cents a barrel. Molasses is comparatively quiet, there being an abundance in the market. In canned goods, sardines are considered stiffer, although no change in the price has taken place yet. Higher prices are expected. Japan teas have advanced, and there is a good demand. Spices and cloves continue firm and it is expected that cloves will be in a strong market before the new stock comes in late in the year. Buckwheat flour is practically unprocurable. Small cheese are in great demand and a notable advance has taken place of a cent a pound on Canadian stock. All kinds of fish are reported scarce and from the eastern fishing grounds the news comes that dog-fish are destroying everything. Haddock is extremely scarce The period is now on for excellent supplies of green fruit of all descriptions. Vegetables are coming in freely. Malaga Grapes are on the market in abundance and are in excellent quality. Dried fruits are reported interesting from the fact that Malaga raisin vines have suffered from heavy winds and rain, and it

is generally believed that, while a fair average crop may be expected, the yield will fall short of that of last year. Higher prices are in sight for currants. Valentia almonds are reported to be an excellent crop. Jordans may possibly be short. Special reference is made to this elsewhere. Higher prices are expected for French peanuts. Canned meats are selling well and a good strong market is expected to continue. Eggs remain strong and it is very difficult to get a fresh egg. Coffees are in steady demand, and prices are expected to remain firm for some time. Canned fruits and vegetables are reported in good demand and the prices of new pack goods seem to be acceptable to the trade.

SUGAR.

The advance in sugar has been maintained and the demand has kept steady all the week. Even further advances are expected, owing to the excellent demand for fruit preserving now dominating. In comparison with the same period last year, sugar is in a much stronger position. We quote:

Granulated, bbls.	$4 60
" ½-bbls	4 75
" bags	4 50
[illegible]p, boxes and bbls.	5 10
" " ½-boxes and 1½-bbls.	5 10
Extra ground, bbls.	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 25
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 50
Bright coffee	4 35
" yellow	4 30
No. 3 yellow	4 30
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 90
Raw Trinidad	3 40
Trinidad crystals	3 50

SYRUPS AND MOLASSES

Tameness rules in the molasses market, because everyone is well stocked and the demand is comparatively light. The price of Barbadoes still remains 28c however, and brokers find little acceptance for their offers at these prices. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 3½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

As prophesied some months ago in The Grocer, coffee is growing stronger every day, and with the reported shortage of crop in various countries of production it is only sensible to believe that good stiff prices may be paid for it. The local market is easy and not a great deal is moving at the time of writing. Coffee, however, is worth watching, as some heavy receipts are reported to be coming in shortly. We quote:

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Spices are unchanged.

	Per lb.	
Peppers, black	0 17	0 19
" whit	0 22	0 28
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 14	0 17

TEA.

Low grade Japans have advanced one cent in the country of production. This naturally has affected the local market by curtailing sales. Local dealers are compelled to fill orders at a loss under such conditions. Other teas have not changed much and news from abroad shows that the imports of Indian tea have been very moderate, and those from Ceylon somewhat larger. New season's Indian teas are, generally speaking, of lower grade than usual and so far the samples of Assam or Darjeeling growths have not been choice. Stocks are considerably behind those held at the same time last year. From Ceylon one house writes on July 14, that the weather up to that date had been very unfavorable for tea manufacture, but it was thought a change for the better had taken place about that time. New season's China tea (black) and red leaf Congous, are on the market. The quality of the better sorts Keemuns and Kintuck is not so good as last year. Green teas are still very cheap and both Gunpowders and Young Hysons show excellent value to buyers.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 17
Common		0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12½
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Abundance of new fruits and vegetables are passing daily into the hands of the canners. These articles are almost certain to maintain an easiness of price. The turnover in all kinds of canned goods is not large, with the exception, perhaps, of canned meats, which is usually increased by the picnic season. Canned fish, especially salmon, holds strong and the demand has never sagged for a moment. The stiffness of sardines is reported to be based upon the small catch on the French coast and higher prices may easily be expected. Canned corn **and canned tomatoes** still remain in a very firm position and are **comparatively scarce.** New crop tomatoes will shortly appear and relieve that difficulty. We quote:

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoes	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 25
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtonberries, 2s	1 57½
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03
3-lb. apples	0 90½
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

Vegetables.	Per doz.
2's Asparagus Tips	$2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

Fruits.	
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's "	1 90
Gals. " standard	2 62½

2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " " 1904 pack		1 60
2's " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

Foreign Dried Fruits.

Watt, Scott & Goodacre report as follows:

Malaga raisin vines have suffered somewhat from heavy winds and rains and it is hardly likely that the yield will equal that of last year, although a fair average crop may be expected. In a general way it is concluded that prices will rule below last year's figures.

Owing to the comparative failure of our small fruits' crop, we expect renewed demand for comadre figs by jam makers this year.

There is being circulated an opinion that the glut in California and consequent low prices there, will interfere with the importation of Valencia raisins. We have never found California loose muscatels and Valencias conflict to the detriment of the latter until after the Christmas trade, which is 70 per cent. of the business, is concluded. There is reason to believe that the Denia business will be transacted in a very sane manner this year.

Bad weather, collpase of the bear movement, with the resulting covering by shorts, general appreciation of the size of the crop, and also of the new legislative measures—these factors have contributed to higher price levels for currants.

The Messina market for filberts has advanced further. The yield is now placed at 25 per cent. of that of last year.

The crop of Valencia almonds promises to be a good one, almost as large as that of last year. Jordans, however, may fall somewhat short. Unfortunately the attitude of speculators portends some danger as they have had constantly rising market in September and October for the past two years. The only stock remaining in Malaga consists of Jordans, approximately some 8,000 boxes, chiefly of confectioners' grade. The fact that these are known to be in existence, but withdrawn from the market, indicates that they will be probably shipped mixed with new goods by unscrupulous packers.

Prospects in vicinity of Bordeaux for French walnuts continue favorable and a good average crop is expected. In the Grenoble district a drought is being experienced, making the reports from that territory rather less favorable than from Bordeaux.

Price for fresh cracked shelled walnuts, September shipment, is of course influenced by the future crop. Bordeaux Cerneaux are freely offered at a very low figure.

The market for French peanuts continues to advance and higher prices are looked for.

VALENCIA RAISINS,

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded; in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Steadiness marks green fruit in all varieties. The auctions are copious with pears and peaches. A large sale took place Saturday bringing good prices. Raspberries have been selling abundantly at 7 to 8c a box, Lawtons black bringing 10c per quart basket. Apples were offering from 15 to 18c a basket. Peaches selling from 30 to 35c a basket, and pears 35c. Offerings of imported fruit seemed to be short on Saturday, but improved rapidly on Monday and Tuesday, owing to the increased receipts. A couple of cars of bananas were sold at from 45c to 55c a bunch, the demand being good. The first offerings of California muscatels, met with good demand at $1.55 to $2.10 per crate. Plums are considered comparatively scarce, selling at $1.30 to $2.30 a box. We quote:

Cocoanuts, per bag of 100		3 50
Canadian apples, in bbls.	2 00	2 50
Pineapples, 24 to case		5 25
30 to case		4 50
Bananas	1 10	1 75
Bananas, red, per bunch		1 75
New Messina lemons 300's		4 00
" " " 360's		3 25
Peanuts, Bon Tons		0 12
" Sun brand		0 11½
" Diamond G brand		0 09½
" Coon brand		0 08
New Brazils		0 13½
New potatoes, per bbl		2 50
Limes (100)		1 25
California peaches, per crate		1 50
California plums, per crate	1 75	2 25
Cantaloupes, California, per crate		6 50
Gooseberries, per basket		0 75
California late valencias, per box	4 25	4 50
Verdelli lemons, 300's, per box	4 00	4 25
Watermelons	0 25	0 40
Raspberries, Canadian		0 08
California Bartlett pears, per box		2 50
" " per half box		1 00

Vegetables.

New green corn is a favorite vegetable just now ruling the market, and it is still holding strong at 8 to 12c a dozen. Large quantities have sold as low as 6 to 7c retail. Cucumbers are very scarce, and expected picklers will come short of supplies, high prices are probable. We quote:

Egyptian onions, per sack		1 75
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 15
Savory, per doz		0 15
Carrots, new, per doz.	0 25	0 30
Beets, new, per doz.		0 25
Egg plant	0 15	0 20
Rhubarb, outdoor, per doz		0 20
Green onions, per doz.		0 15
Green house water cress, per doz.		0 30
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz.	0 40	0 50
Asparagus, outdoor, per doz.	1 00	1 50
Florida new potatoes, per bbl.	3 75	4 00
Green peas, per bush., 12 quart basket	0 20	0 25
" cabbage, per doz.		0 70
" beans, per bush	0 75	1 00
Waxed beans, per bush		1 00
Cauliflowers, small, home grown, per doz.	1 50	2 00
Green peppers, per basket		0 75
Canadian new potatoes, per bush	0 90	1 00
Michigan celery, per doz.		0 50
Canadian celery, per doz.	0 50	0 60

Fish.

With two fast days in this week, the demand for fish is likely to be accentuated. Saturday is Assumption Day, and is honored all over Quebec Province. Fishermen from the east have wired dealers here that dog-fish are destroying the fish everywhere in the different grounds. Fresh haddock is very scarce. Skinless cod still is short. All lake fish seem to be scarce. Another two or three weeks is expected to elapse before any quantities of the British Columbia fish are expected. Fresh halibut has advanced a cent a pound and the demand is very good for all kinds of fresh fish. We quote:

Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb.		0 04½
Pike, " round and dressed		0 07
Halibut, fresh, per lb.		0 12
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 14	0 15
Fresh steak cod		0 05
Lake trout, per lb.		0 08
Whitefish		0 08
Dore		0 09
Fresh mackerel		0 10
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl		4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, "		6 50
" per keg		0 95
Holland herring, per keg	0 85	0 75
Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00

Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal		1 50
Selects		1 75

Country Produce.

EGGS.

The receipts of eggs increased extensively early in the week and the demand is fairly good. There is still a strong tendency towards firmness, as the supplies in sight are not by any means large. First-class guaranteed fresh eggs are bringing 21 cents, candled 17 1-2 to 18 cents, and straight gathered 16 1-2 to 16 3-4 cents per dozen. We quote:

Selected		0 21
Candled	0 17½	0 18
Seconds	0 16½	0 16¾

BEANS.

Little is doing in beans and prices are unchanged. We quote:

Choice primes	1 35	1 40
" " car lots		1 30
Primes		1 35

HONEY.

No change has taken place in honey, and new stock is coming in. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07	0 07½
Buckwheat	0 06	0 06½

MAPLE PRODUCTS.

Business is quiet and prices unchanged. We quote:

Maple syrup, in wood, per lb	0 05½	0 05¾
Maple syrup, in large tins	0 60	0 70
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08¼	0 09

Flour and Feed.

FLOUR.

Flour has advanced 10 cents per barrel. The reason assigned is a continued strength in all the leading wheat markets, and a steady upward tendency of prices. The Lake of the Woods Milling Co., were the first to advance prices. This makes their Five Roses Spring wheat patent sell at $5.15 per barrel, and red patent at $4.85 a barrel. The prospects are that if the present prices for wheat are continued, flour will go still higher. We quote:

Manitoba spring wheat patents	4 90	5 00
" strong bakers'	4 60	4 70
Winter wheat patents	5 10	5 25
Straight rollers	4 70	4 75
Extra		4 00
Straight rollers, bags	2 30	2 35

FEED.

Prices for mill feed are steady, and the advance of last week has been maintained. We quote:

Ontario, bulk	15 50	16 00
Shorts	17 00	18 00
Mouillie	22 00	28 00
Ontario bran, in bulk	15 00	15 50
" shorts	16 00	17 50
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Mouillie	23 00	28 00

OATMEAL.

No change has taken place and a steady market is maintained. We quote:

Fine oatmeal, bags		2 06
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, bags		2 55
" bbls		5 30

TRADE CONDITIONS IN MARITIME PROVINCES.

Halifax, Aug. 15, 1904.

THE conservative policy adopted at the beginning of the year by Halifax wholesale merchants has necessitated the dropping of some weak accounts, thereby lessening to some extent the volume of business. The midsummer lull is now about over, and those travelers who have been enjoying short vacations are now getting back on their territory once more and sending in very fair orders. City merchants are extending invitations to their customers to attend the Provincial Exhibition, which opens in three weeks' time, and make the personal acquaintance of the heads of firms.

Now that the trouble at Sydney is over, conditions in eastern Nova Scotia have improved. In all other parts of the province there has been a continuance of industrial activity, the only cloud being the low price of lumber, which has led to the failure of one or two firms. The apple crop throughout the Annapolis Valley promises to equal that of last year in quantity, although the quality will not be up to the mark, a great deal of the fruit being badly spotted.

High prices are being paid for fish. In fact sales of dry cod ex vessel were made last week at $5 per quintal, the highest figure for many years at this season. The catch is larger than last year in this province, but smaller in Newfoundland and elsewhere. There is a good deal of business doing along the western shore.

Rails are laid on the new railway from Liverpool to within four miles of Halifax, and it is expected to have regular trains running within a month. On the eastern shore the Whitman's at Canso are building a cold storage plant for the preservation of bait for the use of the deep-sea fishermen. The building and plant will cost $50,000, and towards its erection the Dominion Government contributes $20,000. It is to be ready in November for the Fall run of bait fishes, and it is hoped that when it is in operation the bankers will not again suffer such loss of time in procuring bait as has occurred last year and this.

* * *

Molasses is very firm with an upward tendency. The agreement of jobbers fixing a uniform selling price on this article is being well carried out, and is having a very beneficial effect. Porto Rico at present is jobbing here at 35c in puncheons, 36c in tierces, and 37c in barrels.

* * *

Prices of pork and beef continue strong. Owing to the strike it has been a difficult matter to get supplies of some brands of American beef and pork. There can hardly be said to be a quotable market, as prices rule according to the jobbers' ability to make the delivery. Spot stocks are very light.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B., Aug., 1904.

BUSINESS continues fairly good. Money is, however, somewhat scarce. It is a bad habit which many of the retail dealers have allowed themselves to form expecting the wholesale house with whom they do business to help them meet their paper. It is a request they should be ashamed to make except for very special reasons.

Markets are very firm. Flour, sugar and fish are higher. Pork products, particularly pure lard, are low. Dried California fruits are also very low. There is a prospect of a new outlet for some of our lumber,—the shipment to Ontario and the west of shooks for barrels. Western shippers of flour, salt, etc., have for some time found great difficulty in getting barrels, in fact some shippers have found it impossible. Already some sample shipments have been made and favorable reports received. Cream of tartar is rather easier.

Oil.

There is an improved consumptive demand for burning oil. Large contracts for Fall have been made. Prices have shown no change since the change in duty, at which time a reduction was made. Lubricating oils have just a fair demand. In paint oil, linseeds are firm at the last slight advance. Turpentine remains unchanged. In cod oil business is dull, with the market rather easier.

Salt.

There is a fair stock of Liverpool coarse sale held and some factory filled. A further cargo is expected next week. Buyers should place their orders for shipment while landing, and so take advantage of lowest prices. In Canadian there is a steady sale.

Canned Goods.

Prices are unchanged. The free arrival of new peas has tended to lower prices. Spot corn and tomatoes are light stock. Dealers, however, do not wish to carry any over. In fruits, firm prices are held. Peaches and strawberries have the largest sale. Except a fair sale for blueberries, gallon apples and pineapples, there is little sale for other lines. Meats are unchanged. Fish will be high this season. The pack of best salmon is very light. Domestic fish, such as sardines, haddies and kippered herring, will be light. Lobsters are scarce and high. Best grades are largely exported.

Green Fruits.

Dealers are inclined to complain a little. Apples begin to be a feature in this business. New Brunswick apples are now offered. Bananas, while having a large sale, feel the competition of other fruits. California pears are low. The California peach is not a favorite. Plums are plentiful. In oranges, prices are high. Lemons are quite firmly held at full figures. There is but a fair sale for melons. In berries the season is about over. Eastern barrel pears are now offered.

Sugar.

The sale has continued heavy. There has been another slight advance and the market is very firm. Full stocks are held. Foreign sugar continues to arrive.

SYSTEM OF AN INSTALMENT BUSINESS

WITHIN the last decade there has sprung into prominence a style of business that has for its supporters a number of people who represent by far the greater part of the buyers of all classes of goods. It has developed such an importance as to be adopted by several of the largest retail houses in America, and from appearances is spreading into every branch of the retail business. The instalment system has found its strongest adherents in the housefurnishing trade, and until recently was confined almost entirely to that branch. There are at present, however, in Canada several clothiers and dry goods men who are confining themselves to this style of business, and claim that not only are they doing a large trade, but they are also filling a position that is a boon to the working classes.

The latter claim they base upon the fact that very many people are deterred from the purchase of articles of necessity or luxury because of their inability to provide the needed cash. They are perfectly honest and competent to pay if given time, and the man who allows them to buy in instalments is a benefactor. Whether the customers being made up by his collections on goods reclaimed or by his extra charge on the goods sold.

In the first place the prime necessity of an instalment business is a perfect system, one which meets every requirement of the extended intercourse between customer and merchant, that fully protects the merchant, and that simplifies the bookkeeping which might be considered a requisite feature of such innumerable and lengthy transactions. Without a system that answers all these demands, an instalment business will be beyond the powers of any man, whereas with a careful study of the perfections of modern systems, and the possibilities afforded by a mind that is master of detail, there can be evolved methods and principles that make this style of business of astonishing simplicity.

In a necessarily abridged article like this hundreds of exceedingly useful details must be omitted. But with the larger principles before him any merchant can establish a system that will need only the improvements offered by the experience rapidly acquired in handling such a business.

At the very outset the instalment merchant is faced by the most difficult part of the system—the selection of risks. After a few years experience the worry of this will wear off, but at first the success of the business

APPLICATION FOR CREDIT.

Ledger No.....

Name.....

Address.....

Is this the first transaction?.....

Former address.....

Occupation.....

Where employed.....

Reference and other information.....

.....

.....

Record of Previous Transaction.

How many purchases.....

Total amount of same.....

Average of payments.....

Balance of present account.....

Estimated amount of this purchase.....

Terms proposed.....

Office recommendation.....

Manager's approval.....

Fig. 1 Form of credit application.

argument of the opponents of the system, that the instalment business is an encouragement to extravagance and a discouragement of thrift and economy, is a question which can be settled omly in individual cases.

The principle of the entire business is that, by the instalment system, customers can build up an attractive home, without credit, without cash, and possessed of nothing but honesty and an income that is not large but steady. Lacking property and capital qualification, the merchant protects himself by retaining, in the contract, his title to the goods sold until they are entirely paid for. His protection is limited and somewhat unstable even in this, but as judgment is supposed to be used in the granting of the privileges of the system, he is reasonable and amply protected, his losses through dishonest seems to depend upon each customer applying for business.

The system treated here is that of one of the largest housefurnishings houses in Canada, and in it will be noticed a strictness and an attention to detail that is not treated as a necessity in the smaller business.

Every applicant must, of course, supply information concerning himself. The upper half of the form given has to be filled in at the dictation of the applicant, while the lower is compiled from the record kept of previous transactions. Every source of information must be taken advantage of, and upon it all the merchant has to pass as to the safety of the account. The manager or proprietor should o. k. all accounts.

When an application is o. k.'d, or before this has been done, the periods of payment have to be decided, whether weekly, fortnightly or monthly, and the salesman is then ready to take the order. As a rule a certain sum is demanded down, varying according to the size of the account and the reliability of the customer. Thus a set sum can never be named off-hand by the salesman as a cash payment.

The amount of the instalments depends more closely upon the size of the account, and varies from 25c weekly to two or three dollars. Weekly is the favorite period of payments, and such payments are insisted upon by most

Ledger No. .

Credit O.K.

J. G. CROSBY & CO.

ORDER.

Order No.....

Salesman .....

Name..... *Toronto.....19...*

Address.....

First payment.....Terms .....

Size.	Ship'er's Check.	Quantity.	ARTICLE.	Pattern or No.	Color.	Quality.	Maker.	Price.	Amount	Price.	Amount
		1	Lounge	5	Olive ..	Cord ..	G. M...	.....	10 00	.....	6 00
		6	Chairs.....	180	Ant	Elm....	McG ..	90	5 40	.....	3 24
		1	Lamp	206	Ruby ..	.....	H. A...	.....	2 50	.....	1 50
									17 90		10 74

Fig. 2 Original of order form for instalment or lease sale.

J. G. CROSBY & CO.,
FURNITURE, CARPETS, ETC.,
18 Main Street, TORONTO.

This certifies that I have received this day of J. G. Crosby & Co. goods as per invoice or order on other side, for which I agree to pay.....dollars, as follows.....cash down, and balance in.....payments of.....each from the date thereof.

It is hereby agreed that the title to said goods and to all other goods which are included in contracts which may hereafter be made by me with the said firm shall not pass from them until the said amount of.. .....dollars is fully paid in cash.

And all the dues, terms and conditions of this and the said other contracts shall have been fully complied with. And in case of failure to make any of said payments, when they come due, I will surrender said goods to said firm, or its agents, or attorney without process of law. In case I fail to deliver said goods to said firm, or its agent or attorney at any time upon demand after any breach of this agreement, I hereby grant to said firm, or its agent or attorney, full authority to enter upon my premises for the purpose of removing said goods, without rendering them liable for any manner of trespass. If full payment of the purchase price is not made in the time specified, said firm shall be entitled to retain all sums paid by me as a reasonable compensation for injury to and use of said goods, and for its trouble and expense in connection with this transaction with me.

It is also agreed that if said firm takes possession of said goods for any breach of this agreement, I shall have the right to redeem the same within thirty days after such taking by paying to it the full amount of the price then unpaid, together with all lawful charges and expenses due to said company.

And I also agree not to remove said goods from the premises I now occupy without written notice to said firm, and having first obtained its written consent. And I hereby certify that there is no contract or understanding, verbal or otherwise, between myself and said firm, or any of its agents, or salesmen, other than is here expressed.

When said goods have been fully paid for, according to the terms of this agreement, they shall become my property, and not otherwise.

The first instalment after the delivery of this agreement shall be payable within..... after the date hereof, and each subsequent payment during each succeeding.....

In the event of seizure for rent, I hereby authorize the said company on my behalf to claim any of said goods as exempt by law from distress. Revised statutes of Ontario, chapter 19, and all amending acts, shall in no way apply to effect this contract

Toronto..... day of..... 19....

Signed in the presence of

..... } .....
..... } (Name of Customer.)

Husband's occupation.....Reference.....

Where employed .....

Have you had goods here before? .....

Your address at that time .....

Fig. 3 Back of order form of lease sale.

merchants. Almost all wages or salaries are paid weekly, and the oftener the payments are made the more likely the customer is to be punctual.

A sample of the order form is given. The one shown is the office copy with the cost price of the various articles filled in in the last two columns. The customers copy ends before these.

On the back of the form used for these sales there is printed the lease or agreement under which the goods are sold. The customer signs this at the bottom. As will be seen from the wording the merchant is as fully protected as he can be. This agreement is absolutely necessary not only to protect from lapse of payments, but also from seizure of the goods by other creditors.

There are two methods of making the periodical payments open to the customer. He can either call at the office on the pay-day, or make the payment to the collector, who is a necessary part of all large instalment businesses. For evident reasons the majority of customers prefer to call and pay directly. In either case the customer must be provided with a pay card, which is filled out week by week at the office or by the collector. This card is too simple in construction to need a sample. It merely contains the name, address, amount of bill, ledger number, and columns for date, amount paid and collector's name. A convenient style is formed of a sheet of

JANUARY, 1904.

From Ledger	NAMES	Ledger No.	DEBITS				Sales No.	CREDITS.					
			Balance from last month.		Merchandise and Interest.			Payments and their Dates.				Total Cash.	Sundry Credits.
								7	14	21	28		
	Amounts brought forward Thomas Loney	18	33	50	12	70	A 120	1 00	1 00	1 00	1 00	4 00	1 00

Fig. 4 A page of the ledger.

ledger paper, 7½ inches wide by 8½ inches long, folded in the centre lengthwise. The card thus folded is printed on all four pages, with proper debit and credit spaces. The first page is a debit page and the remaining three are devoted to credit payments. The collectors carry a similar card.

The ledger is a book specially prepared for this business and consists of a small page or section devoted to the transactions of each month. In the form shown one month's entries are made, occupying one page. Facing it are a number of half pages, each of which is marked for a month of each side.

The collector, whether he be an employe devoted only to this, or the proprietor or his clerks, must be controlled by a system that shows no carelessness to customers. Collections must be made regularly and on the appointed day. Too great care cannot be exercised in the selection of collectors, as upon them to a great extent depends the success of the business. Policy, firmness, honesty, gentlemanliness, judgment and persuasive powers are necessary characteristics.

There are, of course, other forms of more or less importance in the instalment business, such as those for "delivery," "returned goods," and "changes of address," but those given will convey a good idea of the outline of the system, and are prepared with a care of detail that must characterize all transactions in this business of trust. If a merchant should see fit to adopt this style of business he must first of all spare no amount of trouble, study and attention to every detail. Without a perfected system failure is sure to result.

DIVERSIFY YOUR TRIMS.

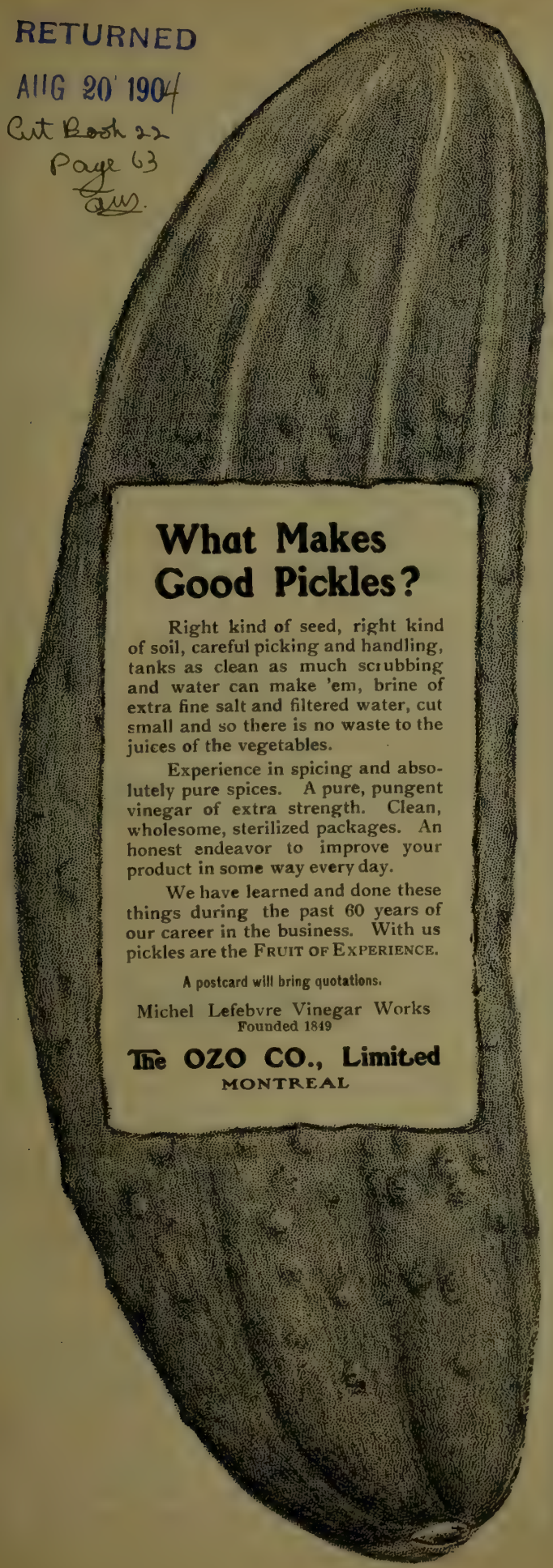
WHEN you get hold of a good idea don't work it to death. For instance, there is one trimmer we know whose work could be recognized if you saw it in South Africa. He has a certain drape which he has utilized for the past three years or more. Another man we know can put in handsome backgrounds and beautiful designs, but he uses them for months, until they become as familiar as the store front, and cause all his work to look stale. It is an old time saying, trite and true, that variety is the spice of life, and to nothing is this more applicable than to window work.

It is permissible to use the same background say two or three times, but even then it should be with a distinctly different line of goods. For instance, to take out a wall paper show and put in something decidedly different, such as crockery, glassware, etc., is the proper way.

FURTHER ADVANCE IN FLOUR.

ANOTHER jump took place in flour on August 17, when, following the example of the Lake of the Woods Milling Co., which advanced flour 10 cts. per barrel, the Ogilvie Milling Co. stepped in with an advance of 15 cts. This makes them both on the same level; the Lake of the Woods "Five Roses Spring Wheat Patent," selling at $5.30, and "Red Patent" at $5.00 per barrel, while the Ogilvie Flour Mills quote, "Royal Household Spring Wheat Patent" at $5.30, and "Glenora Patent" at $5.00. There is a marked sympathy existing in the market, with the steady advance in the prices for the raw material in spring wheat markets. Prospects are at present, that flour will go still higher. An advance has also taken place of 10c. to 15c. per barrel, in the price of winter wheat patents, and 90 per cent. straight roller flours. The Ogilvie Milling Co.'s quotations also effect bran, which is now selling at $18.00 a ton, and shorts at $20.00 a ton.

RETURNED
AUG 20 1904
Cut Book 22
Page 63



What Makes Good Pickles?

Right kind of seed, right kind of soil, careful picking and handling, tanks as clean as much scrubbing and water can make 'em, brine of extra fine salt and filtered water, cut small and so there is no waste to the juices of the vegetables.

Experience in spicing and absolutely pure spices. A pure, pungent vinegar of extra strength. Clean, wholesome, sterilized packages. An honest endeavor to improve your product in some way every day.

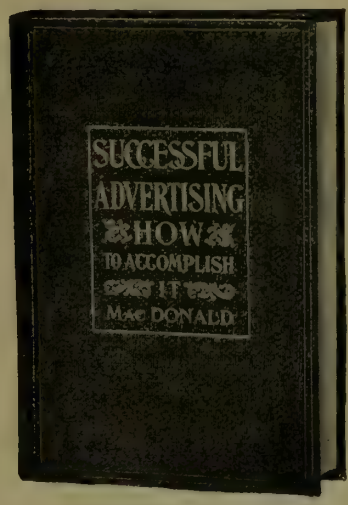
We have learned and done these things during the past 60 years of our career in the business. With us pickles are the FRUIT OF EXPERIENCE.

A postcard will bring quotations.

Michel Lefebvre Vinegar Works
Founded 1849

The OZO CO., Limited
MONTREAL

It is worth something to you



This Book

will be mailed, postage paid to any address in Canada upon receipt of price $2.00.
Its sale in the United States has been phenomenal.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co., Limited
10 FRONT STREET EAST :: :: :: TORONTO

LORIMER'S WORCESTER SAUCE

For purity, piquancy and style this line is unequalled. Then too, it is a genuine, high-grade ENGLISH Sauce for the price of an ordinary home-made article.

We have just landed a very large shipment from London, England, for which we are quoting a new very special price.

Try a 3 dozen case.

The Robert Greig Co., Limited
TORONTO

THANKS

——for your liberal patronage during the travelers' holiday season. They will be back with you next week loaded for bear

SEASON IS ON FOR . . . **SUGARS** **SPICES** **VINEGARS** and a wise grocer will buy a few **TEAS** while they are cheap.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers **HAMILTON**

ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited

Hamilton, Ont.

The boy is in the ring—

you will be too with reliable grocers selling

HIRES' **Root Beer**

—It is a ready seller
—and a profitable one.
—Just the thing for this warm weather.

—If your jobber don't keep it write direct to

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

MANITOBA MARKETS.

Winnipeg, Aug. 12, 1904.

BUSINESS in every respect is quite up to the expectations of the trade, and all markets are fairly steady with the exception of sugar, which has been advancing slowly for the past few weeks and has again taken an upward turn of 5c.

Sugar—The market again advanced on the 9th inst. 5c. Montreal granulated is now quoted at $5.25 in barrels, and $5.15 in sacks. Yellows, $4.65. Wallaceburg is holding prices good at $5.10 in barrels and $5 in sacks.

Rolled Oats—The market is steady, quoting 80-lb. sacks at $2.25; 40-lb. sacks at $2.30; 20-lb. sacks at $2.35; 8-lb. sacks at $2.65, and 6-lb. sacks at $2.85.

Flour—The market is now steady and prices firm, quoting No. 1 patent at $2.55; No. 2 at $2.35, and No. 3 at $1.80.

Cornmeal—The market continues firm and prices steady, quoting cornmeal at $1.75 per sack and 90c per half sack.

Canned Fruits.—Canned strawberries are now available, which the market quotes at $3.25 per case. Other lines of canned goods are expected to be on the market in the course of a few weeks, and prices will undoubtedly be higher than last year, owing to the crop being small. Jams will advance in price on account of the scarcity of fruit and the high price of sugar.

Evaporated and Dried Fruits—The new stock of evaporated apricots is now on the market. They are quoted 13c to 13½c per lb. There are practically no evaporated apples to be had, and new stock will be on the market in the course of a few weeks. Currants are advancing in price owing to the available stocks in Greece being scarce on account of the wet weather.

Green Fruits—The market holds prices a little easier in some lines, quoting oranges $5 a case; California lemons $5 a case; bananas $2.75 to $3 a bunch; peaches $1.35 a crate; plums $2.25 a crate; pears $2.50 a crate; apples in boxes $2; watermelons $4.50 to $5, according to size; American apples per barrel $5 to $6; blueberries 7c a lb.; rhubarb 2c a lb.; Ontario tomatoes $1.25 a basket; cucumbers 50c a doz.

Canned Fish.—The market is now quoting 1904 Fraser River salmon one to five cases, at $6.75 to $7 per case; cohoes $5.10 to $5.25 per case; humpbacks $3.75 to $4 per case; finnan haddies $4. to 4.60 per case. All lines of canned salmon will likely advance as the run this year is very light. The market quotes 1904 pack lobster at 1 lb. at $3.65 to $3.75; ¾-lb. at $2.65 to $2.75; ½-lb. at $2.10 to $2.15 per doz.

Salt.—The market is firm and is still quoting salt lower that last year, as follows: 3-lb. bags at $3.25; 5-lb. bags at $5.25; 50-lb. cotton sacks at 49c a

Sure Money

Grocers are looking to-day to the manufacturer for Money Makers. A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef

will repay the trouble.

This line is a Money Maker. Everybody comes back for more.

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER. All Grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO. LIMITED Toronto Montreal

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

Our Travelers are again on the War Path

and have some special values to offer in Canned Goods for Fall delivery.

We are overstocked in **JAPAN-CEYLON BLACK AND GREEN TEAS,** Chests and Half-Chests, which we are offering at about cost of import to reduce our stock. Ask for samples and prices and discuss this matter with our representatives. **Don't wait, delays are dangerous.**

If you want **"AYLMER" CANNED TOMATOES, "QUAKER" or "KENT" CORN,** for present delivery, let us have your enquiries. Our prices are much below regular quotations.

CANNED SALMON. Choice Red Sock-eye Brand for present delivery at $1.35 per dozen, worth $1.50.

JUNE CHEESE. Now is the time to buy, before the price goes any higher. We have a quantity on hand and you will find our quotation useful.

Yours truly,

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

a sack; 50-lb. jute sacks at 39c, and common, fine or coarse salt in barrels $1.95.

Eggs.—The demand is heavy and the market now quotes eggs a little easier, which are jobbing to the trade at 20c per doz.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondent of THE CANADIAN GROCER

Vancouver, B. C., Aug. 11, 1904.

BUSINESS generally is reported active in all lines, and payments are satisfactory, with but few features in the market. The price of Japanese rice has stiffened this past week, lard has declined a half cent, but otherwise there is little to note, with the exception of flour. Following the rise in the east, western dealers are also advancing the price, and yesterday an increase was made of 10c. Locally, conditions sometimes hold such an increase down for a time. One or two of the large wholesalers may have on hand a fairly large stock of flour, which is sold at the former figure, even after the raise has been declared, and it necessarily arises that other dealers must hold back, to keep in the competition.

* * *

Prices in the tea market are maintained for the present, but a reduction is looked for. Japan product is better than last year, and the price is lower. China teas are still firm in the price, caused by the demand in the European market, which was nearly altogether out of them. As soon as these wants have been filled the prices may be a little better for the consumer. The price of Indian teas is about the same as in former years, and the quality, if anything, a little better.

Fine washed coffees are advancing, caused by the shortage in crop. An instance of this may be seen in the difference in the number of bags received in San Francisco from Costa Rica. Last year 23,000 bags were imported, and this year but 3,000. All that are coming on the market are being absorbed, and the article is still scarce and dear in consequence.

* * *

There is a full market in fruit, and good demand. More local apples are now coming in, and they are well sought after. The local fruit will be much in evidence from now on. Oranges are high, owing to the lateness of the season. Pears are more plentiful and are lower, as are grapes and watermelons. California peaches sell for $1.25, and Washingtons $1.10 and $1.15. Local peaches are few as yet, and the demand for them is light. California Bartletts, .25; plums, $1.50 to $1.65; local plums, 50c to $1; Gravensteins, California, $1.75 to $2.25; local yellow transparents, $1 to $1.85; valencia oranges, $4.25; lemons, $3 to $3.50; hothouse tomatoes, $2 per crate of 20 lbs.

A carload each of bananas and watermelons are due from the south. The former are going at $2.75 to $3.25 per bunch, and melons at from $3 to $4.25 per dozen. The refrigerator car service this Summer has been excellent, and as a consequence the fruit on the Vancouver market is of the very best.

There have been several complaints in Victoria because of lax inspection, but this was remedied last week, when a new officer was installed. Since he has been attending to the duties there has been more fruit condemned than during the whole term of office of his predecessor. Mr. Thomas Cunningham, inspector for the province of the Provincial Board of Horticulture, is very particular in regard to fruit inspection, and every box is rigidly examined. The object is to prevent the introduction into this province of destructive pests, and up to the present he has been very successful. None have been reported, and as long as the inspection is carried on so well, both in regard to fruit and nursery stock, the province will be free. It also results in a better class of fruit for the consumer, for it must be perfect to pass.

* * *

Dawson's markets have been weak and quiet. Fresh fruits have been more numerous in variety, but the weather has not been warm enough to encourage their rapid consumption. Prices in all lines rule low and there is little likelihood of a change for a month or so. Fresh salmon is plentiful there, the fish coming up the Yukon, and being caught in front of the city. The fish sell at 18c wholesale, and 25c retail.

* * *

Last year was a small one as far as the salmon pack is concerned, but this year will be far less. In fact, the pack for 1904 will only be about half. Up to August 6th, last year, the pack was 63,900 cases, and this year it is but 31,265, for the Fraser River. At Skeena River it is about 75 per cent. of that of 1903, though more is expected. The weather there has been very stormy, and as a result the fish have gone deep, avoiding the nets, and appearing in great numbers in the higher reaches of the Skeena River. At Rivers Inlet, the only run of any importance occurred, and all the canneries there, with the exception of one, packed more than last year. The pack on the Sound is also very low, and now that cohoes have appeared the run of the best fish is presumably over.

* * *

Rates on flour and wheat to Asiatic ports from the Pacific Coast have been increased from $4 to $5 per ton. Small shipments will not be affected.

George A. Paulson, of the grocery firm of Paulson Bros., Rossland, was struck by a train a week ago and fatally injured. He was deaf and did not hear it approaching.

J. A. Kirkpatrick & Co., of Nelson, have decided to adopt the cash system on and after August 1st.

Charles W. Slipp, manager for Brackman-Kerr Milling Co., at Rossland, for the past year, has gone to San Francisco to take a responsible position with a wholesale furniture house there.

R. M. Hood has retired from the management of the Nelson branch of the J. Y. Griffin Co., to take the Kootenay agency of the Blue Ribbon Tea Co. The latter company has appointed a resident representative owing to the expanzion of business, and will make an effort to introduce the tea into Washington, Idaho and Montana, with Nelson as the centre.

A WELL-KNOWN MAN DEAD.

The death was announced last week of Mr. Fred L. Kimball, of Waterloo, Iowa. The late Mr. Kimball was known to the grocery trade as editor of the Egg Reporter, Creamery Journal and Kimball's Dairy Farmer.

He passed away at the early age of 38 years, full of honor and success. His widow and young son, F. L. Kimball Jr., will have great sympathy in their bereavement. As authorities on their respective trade matters, his papers will live long after his demise, and while his place cannot be entirely filled, it is hoped that a measure of continued success will still attend them.

A LUDICROUS ERROR.

The Grocer notes with regret that in the description of the Frontenac Cereal Company's exhibit at the Winnipeg Exhibition, contained on page 44 of its last issue, a line was omitted, which gave an unintentionally ludicrous turn to the write-up. Readers will kindly note that it was not Mr. Blakeslie who weighed 560 lbs. and created so much interest, but a darky woman. The Orange Meat man is not guilty.

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE
PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

Just to Hand

British Columbia Fresh Herring. "Scottish Chief" Brand. 1-lb. tins, cases 4 doz. Delicious in flavor. Attractive in price.

See our travellers or write direct for Quotations.

WARREN BROS. & CO., - TORONTO

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

The name **BORDEN** indicates THE BEST.

The ***Pioneers*** in the manufacture of ***CONDENSED MILK*** in America, we were the first to place upon the market the ***purest*** and most perfect products of milk and cream in convenient and condensed form.

2 brands always and ever reliable and profitable :—
BORDEN'S "Eagle" brand CONDENSED MILK and
"Peerless" brand CREAM.

WM. H. DUNN
AGENT, MONTREAL

For sale by all Canadian jobbers.

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO. St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS WANTED.

A YOUNG man, good education, with several years experience in the tea trade, desires position in wholesale house or brokers; excellent references. Box 35, Canadian Grocer. (36)

AS miller—A1 man—long experience in the best mills; try me. B. Dean, Innisfil, Ont. (f)

BUSINESS CHANCES.

50-BARREL roller, flour and saw mills for sale; water and steam power. R. G. Webb, Londesboro', Ont. (f)

SITUATIONS VACANT.

CLERK wanted—For general store—must be sober and have experience; willing to work and understand care of horses. Apply to R. Jackson, Port Coldwell, Ont. (f)

FLOUR packer wanted—Steady job for good husky man, with some experience. The Goldie Milling Co., Limited, Galt, Ont. (f)

GROCERY salesman wanted—to take charge; good stockkeeper. The Northway Company, Limited, Ridgetown. (f)

GENERAL store clerk—young man. Apply, stating age, experience and salary expected, Box 30, White River, Ont. (f)

ARTICLES FOR SALE.

EXHIBITION showcases — handsome, richly carved black walnut wall case and counters to match; cost six hundred dollars, now two hundred. 12 Elm Street, Toronto. (f)

AGENTS WANTED.

AGENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32tf)

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

ARTICLES WANTED.

TEA MIXER WANTED.—Wanted to purchase, tea mixer in good condition; also tea packing machine. Address City Tea and Coffee Co., Portage ave., Winnipeg. (34)

AGENCY WANTED.

A FIRM of wholesale provision merchants and manufacturers having a large number of travellers working all parts of England, are open to take up good agency for a proprietary article. Address: "Push," c/o J. G. King & Son, 10 Bolt Court, Fleet St., London, Eng. (34)

Association News

TORONTO RETAIL MERCHANTS' ANNUAL EXCURSION.

ON Wednesday, August 10, The Toronto Retail Merchants' Association held their annual excursion to Niagara Falls. Members and friends of the Association to the number of 1,200 patronized the outing this year, and gave as their verdict that it was one of the most successful in the history of the Association.

The excursion party left by the early morning Niagara boats, arriving at the Falls about 11 o'clock, where they separated, each to spend the day after his own fashion. The feature of the outing was a reception tendered the Toronto Retail Merchants by The Natural Food Co., Niagara Falls, N.Y., at their magnificent factory, which has now a continental reputation. Over 800 visitors were shown over the plant, where they saw all the process of manufacturing shredded wheat biscuit and triscuit in actual operation. At the conclusion of their sight-seeing the party were entertained at a novel luncheon, consisting entirely of the products of The Natural Food Co., served in such a variety of ways as to entirely nonplus the hundreds

We want your

COFFEE

trade

Our "TORONTO CLUB" Blend will please the most critical drinkers. Put up only in ½s and 1-lb. packages, and gives the dealer a splendid margin.

TORONTO CLUB COFFEE CO.
TORONTO.

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

IRISH

Consumers prefer Canadian products. If you want to sell communicate with
J. H. Sheridan, 6 D'Olier St., Dublin
(23)

CROSSES AND FINIALS

We make a most extensive variety of these ornamental lines — adaptable to all requirements of artistic finish.

Made of copper or galvanized steel in most gracefully pleasing designs — they are both reliable and economical.

A full set of illustrations shown in our catalogue.

THE METALLIC ROOFING CO., LIMITED,
WHOLESALE MANFRS.
TORONTO, CANADA

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

NO DOUBT ABOUT BROCK'S BIRD SEED

there is about common kinds.

Sell Brock's

NICHOLSON & BROCK, - TORONTO

of uninitiated housewives present. This section of the visiting contingent were not slow to appreciate the handsome appointments everywhere ; but they veritably went into ecstacies over the spotless cleanliness of the enterprise, where every room and appliance is as clean and white as a parlor. The unanimous opinion among them was that "there never was such a deliciously clean place."

It is to be hoped that Canadian manufacturers may see their way clear to continue such entertainments, especially when they cannot fail to see that the advantages to be derived therefrom are mutual.

PERSONAL MENTION.

Mr. W. H. Lever, of Lever Bros., the English "Sunlight" soap manufacturing firm, was in Toronto last week.

Mr. P. C. Larkin, of the Salada Ceylon Tea Co., is visiting the "Salada" branches in New York, Boston and Buffalo.

Mr. D. B. Odette, commission merchant, Windsor, has announced himself as a candidate for the Conservative nomination for the Dominion Parliament, in opposition to Mr. R. F. Sutherland, M. P., in the next election.

Mr. W. D. Harrington, collector of customs at Halifax, died on August 15. Mr. Harrington was at one time M. P. P., representing Halifax County, and for years carried on a successful grocery business.

Mr. R. A. Donald, of the Pure Gold Mfg. Co., Toronto, has been appointed chairman of the Toronto branch of the Canadian Manufacturers' Association for the ensuing year.

Mr. D. J. Byrne, head of the firm of Leonard Bros., wholesale fish merchants of Montreal, has just returned from a pleasant business trip to eastern fishing points.

Mr. M. Stevens, of Stevens, Hepner & Co., Port Elgin, Ont., was in Montreal this week, promoting in his own capable way the interests of his firm's brushes and brooms. Mr. Stevens reported business excellent all over the Province of Quebec.

Mr. Mark Sanderson, of Leith, Scotland, who will be remembered by all who met the Scottish team of curlers in January, 1903, was a welcome visitor in Montreal this week. He is the guest of Mr. S. B. Townsend, Melbourne avenue, Westmount. It might be mentioned that Mr. Townsend is the sole Canadian agent for Sanderson's Scotch whiskey.

The Toronto office of THE GROCER was favored this week with a call from Mr. Brittain, of A. H. Brittain & Co., Montreal, agents for Black Bros. & Co., of Halifax and La Have. Mr. Brittain is calling on the Toronto wholesale grocery and fish trade, and incidentally "converting" a few of the Toronto dealers to handle more boneless and shredded codfish than they have ever done. He sees a big future for the codfish trade in Canada, but thinks we do not as yet fully realize in Toronto "wherewithal we should eat." Everybody knows of the wonderful salmon fisheries of the Pacific Coast ; not so many know that the codfisheries on the Atlantic Coast are equally significant, the value of the output of the latter for the season of 1903 having been over $4,000,000.

Mr. Brittain talks and eats nothing but codfish, and has no difficulty in convincing his friends that he has specialized in his chosen department, a scheme which seems to be coming more and more into favor among the rising business men of Canada.

The commercial travelers of Hudon, Herbert & Co., for the Province of Quebec, will bid good-bye to work at the end of this week, and will take two weeks' holidays. They are hard workers and The Grocer wishes them the best of a good time. These travelers are: E. A. Prevost, J. N. Cabana, J. A. Chevalier, P. Panneton, J. I. Lalonde, T. Fourner, and D. Giguere.

Mr. W. F. Thomas, of Thomas Bros., Limited, St. Thomas, Ont., was a visitor to Montreal last week. The Grocer ran across him at his company's eastern warehouse, St. Paul street, and renewed old acquaintanship. Besides being extensive manufacturers of brooms and brushes Mr. Thomas stated that the demand for their improved washing machine had developed to such an extent that special salesmen were required to pay exclusive attention to this branch of their business. Mr. A. R. Tourgis is agent in Montreal and through hard work and a pleasing personality is working up a good trade.

INQUIRIES FOR CANADIAN TRADE.

The following inquiries relating to Canadian trade have been received by the commercial agent of the Dominion Government at Leeds and Hull :

18. Tallow merchant desires to be put in communication with parties in Winnipeg, Toronto or Montreal, willing to sell for export to England clean fat direct from the carcass 5 to 10 tons per week.

20. Large tea firm, with London house, desires to be put in communication with large tea importing house in Canada, and would be willing to inspect and pass teas at London on percentage.

25. Wholesale dealer in cheese, butter and eggs, desires to be put in communication with exporters in Canada desirous of shipping direct.

26. Wholesale dealers in butter and eggs desire correspondence with Canadian exporters.

33. Wholesale dealer in eggs desires communication with Canadian egg exporters.

34. Wholesale hide buyers desire quotations from and communication with Canadian exporters of hides.

* * *

The following inquiries concerning Canadian trade have been received by the curator of the Canadian Section of the Imperial Institute at London, Eng.:

63. A firm in Hamburg, Germany, would like to hear from Canadian shippers of evaporated apples (rings and quarters), chopped apple waste, cores and skins, also peach pits.

64. A London firm of packers and brokers agents is in a good position to handle a good canned lobster account.

65. A correspondent in Paris, France, is desirous of acting as buying or selling agent or correspondent for Canadian firms.

68. A firm in Dublin asks for addresses of Canadian makers of egg case fillers.

69. A firm of tanners, packers and importers is prepared to hear from Canadian shippers of glace kid and calf leathers.

* * *

The following inquiry relating to Canadian trade has been received by the High Commissioner for Canada in London, Eng.:

120. A firm of food product packers have requested to be placed in touch with exporters of peas from Canada.

* * *

The following inquiries relating to Canadian trade have been received by the Canadian Commercial Agent at Manchester :

57. A Manchester firm doing an extensive business in canned goods and who at present buys in the United States, is desirous of communicating with Canadian canners of all varieties of fruits and vegetables.

59. A very large Manchester institution, through the manager of the confection branch, wishes to get in touch with Canadian manufacturers of all description of candies.

* * *

The following trade inquiries have been received by the Canadian Commercial agent in Japan :

1. A Japanese responsible firm in Yokohama invite correspondence with firms in Canada prepared to export :

Condensed milk.
Cheese.
Butter.
Evaporated fruits.
Canned fruits.
Canned vegetables.
Corn, flour and meal.
Cornstarch.
Oatmeal and rolled oats.
Canadian whiskies.
Canadian wines.

* * *

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

Ever and always in the front rank

MOTT'S CHOCOLATES

"Diamond" and "Elite" brands.

"CANADA'S BEST."

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **PUREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS.

OTTAWA,——————CANADA.

Biscuits And Confectionery

Mr. Walter M. Lowney in Montreal.

MR. WALTER M. LOWNEY, of Boston, Mass., was a visitor to Montreal during the past week. Mr. Lowney's name is suggestive of all that's good and delicious in the chocolate and cocoa line, and the legend "Name on every piece" has worked its way into the minds and memories of a continent. Readers of The Grocer are no doubt familiar with the well-advertised and attractive-looking lady on the chocolate and cocoa packages made by Mr. Lowney, and it may be interesting to learn something of the personality of the man, his struggles, plans, and ultimate success. About a decade and a half ago Mr. Lowney conceived the idea that there was room on the market for an absolutely pure and high-grade chocolate bon-bon, and starting in a small way he produced an article which he intended the trade to sell at 40c to 50c per lb., something so different from the ordinary paste goods then on the market. He was met with very discouraging reception, confectioners and grocers alike stating that "people wouldn't pay 50c per lb. for this class of goods; there was no demand; it wouldn't pay to stock, etc." However, with a persistency and an enthusiasm born of conviction, he persisted, introducing his goods to a few here and there, gradually finding that business was going ahead. Being a strong believer in advertising, Mr. Lowney used the magazines, trade and other papers freely, never letting up on posting the public of the "really good thing" he had to sell, until to-day Lowney's chocolates are for sale from ocean to ocean both in the United States and in Canada.

The original factory on Commercial street, Boston, an immense building employing hundreds of hands, was found inadequate for the development of the business, and a large tract of land was purchased at Mansfield, Mass., about 25 miles from Boston. Here a seven-storey building was erected, equipped and fitted throughout with the latest and most improved machinery for the preparation of cocoa and chocolate. The convenience and health of the empioyes is one of Mr. Lowney's strongest considerations, everything tending to hygienic comfort and benefit is carried out. Large and well-equipped dining-rooms, kitchens, lavatories, etc., are provided for the help, of whom there are more than 1,500 on the pay roll. On the land surrounding the factory Mr. Lowney has erected a number of cottages for those employes with families, and more are in course of construction.

The representative of The Grocer was presented by Mr. Lowney with an illustrated souvenir of the two factories, (Boston and Mansfield), and a glance through the catalogue, with description of the different departments, was certainly a revelation to him. Space and lack of technical knowledge precludes a detailed description of these two modern chocolate and cocoa works, and it is only by a personal visit that one can be able to grasp the perfection of everything depicted.

Asked as to the reason for the increase in consumption of chocolate and cocoa, Mr. Lowney said: "People are realizing more and more every year the value of chocolate and cocoa as a perfect food. Chocolate contains the highest percentage of food value, that is, comparing values pound for pound. Cocoa, naturally, has not the value of chocolate on account of the extraction of the oil. As the public becomes convinced of the superior merits, the healthy and invigorating qualities of chocolate over other beverages, it will turn to the more frequent use of chocolates and cocoas. Manufacturers are finding out that it pays to place a good article on the market, and the better the article the better everybody in the chocolate and cocoa trade will profit. I started out to make pure goods, and pure goods I am turning out.

"Business in Canada," continued Mr. Lowney, "is increasing satisfactorily, and we have lately been obliged to open up a branch warehouse in this city to attend to the steadily increasing wants of the trade. Canadians are somewhat slower in taking hold of new lines of goods, and more conservative in their tastes and habits, but I feel satisfied that the next decade will show a very much larger consumption of chocolates and cocoas than in the preceding period. You are a tea drinking people; we a coffee people, and the change from coffee to chocolate and cocoa is easier than from tea to chocolate and cocoa."

Mr. Lowney entered into a close and interesting description of the various processes of manufacture, the business

THE HUMAN ELEMENT IN Perfection Cream Sodas

beyond everything else, makes them what their name asserts them to be —perfection. The principals of the business **INSIST** on a perfect Soda Biscuit.

"Where there's a will there's a way."

No Canadian Grocer will make a mistake if he orders **PERFECTION CREAM SODA BISCUITS.**

3-LB. CARDS OR TINS.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.
BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East TORONTO.

of their Chicago branch, and the general conditions of the cocoa trade in United States, all of which were most entertaining and instructive.

Mr. W. M. Littler, of St. John, N.B., the general agent for Canada, has taken charge of the branch on St. Paul street, Montreal, and all orders are attended to from there.

Mr. Lowney's was only a flying visit to see how the Canadian branch was looking. Apparently it is all right, as the offices are light and neatly furnished, with a large warehouse in the rear. The sample room contains show cases displaying the great variety of bon-bons, cocoas, chocolates, etc., prepared by Mr. Lowney.

Adulterated Chocolate.

Dealers in chocolate and confections should buy only of reliable makers as few articles afford a more favorable opportunity for adulteration. In some cases the husks are ground with the nibs making it gritty, rough and difficult of digestion. The law should provide for the labelling of the article, with the formula and name of maker, and the analyst should do more than indicate what he finds. If there are injurious ingredients they should be pointed out and their use forbidden. The discovery subsequently, that the same things are used, should invite a punishment in keeping with the offence. One thing is certain, that our food should be pure and good, and that any attempt at the adulteration of them should, when detected, be followed by the severest penalties.

Cape Colony Biscuits and Cakes.

The quantity of biscuit and cakes imported in 1902, by Cape Colony was 3,8I9, 799 lbs., of the valne of £106,814, the figures for 1903 being 4,643,539 lbs. and £59,061 respectively. The increased quantity and decreased value of the biscuits and cakes imported in 1903 were due to the sale of these articles by the military authorities at very low rates.

COWAN'S

Perfection Cocoa (Maple Leaf Label) Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

SUGAR REFINERY'S JUBILEE.

FIFTY years before Canada had federated into the Dominion, the Canada Sugar Refinery was founded. Its history and the history of the Dominion began almost together and they have kept pace together ever since. It was fitting therefore that the fiftieth anniversary should be celebrated last week, with due ceremony. The event took the form of a large gathering of the employes, at which presentations and congratulatory addresses were made. Silver services were presented to several veteran employes.

The address to Sir George Drummond, who succeeded the late Mr. J. J. Redpath in the management of the refinery, was as follows:

To the Hon. Sir George Drummond, K. C.M.G.:

Sir—On this occasion, the fiftieth anniversary of the opening of the Canada Sugar Refinery, we, your employes, deem it a fitting and proper time to give expression to the high regard and esteem we entertain towards you, and to congratulate you upon the high honor conferred on you by His Majesty King Edward the Seventh.

We wish also to return our grateful thanks for the generosity and sympathy which you have always shown towards your employes and their families, in time of trouble and distress.

We sincerely trust and hope that you may long be spared with Lady Drummond to enjoy the recent honor conferred upon you.

On behalf of the employes, (Signed)
ALEXANDER BOWER,
Chairman of committee.

Montreal, Aug. 12th, 1904.

An address was also presented to Mr. McMenamin, who has been in the employ of the company since its inauguration. The address was as follows:

"We, the employes of the Canada Sugar Refinery Company, Limited, wish to offer you our hearty congratulations upon this golden aniversary of your connection with this company. Your long and successful services have well merited our highest praise and recognition, and we take the opportunity this celebration presents to beg your acceptance of the accompanying purse of gold in token of our goodwill and esteem.

"On behalf of the committee,
"ALEX. BOWER."

Prior to the presentation of the address a photograph of those present was taken.

A pleasant feature of the event was the presentation of silver services by Sir George Drummond to Mr. and Mrs. McMenamin, Mr. and Mrs John Bennett, Mr. and Mrs. Alex. Bower and Mrs. James Robertson. He also presented loving cups to Mr. McMenamin and Mr. Bower.

Sir George thanked the employes of the company for their faithfulness and said that he would continue to do all in his power to further their interests.

Those present included the following: Mr. James and Mrs. McMenamin, Miss Parker, Mr. E. W. Parker, Mr. Maurice Drummond, Mr. Frank Redpath, Mr. and Mrs. Huntley Drummond, Mr. and Mrs. John Bennett, Father Daniel McMenamin, Mr. and Mrs. Robert, Mr. Charles Senecal, Mr. and Mrs. Alex. Bower, Mr. and Mrs. George Bower, Mr. and Mrs. A. Y. Blomeley, Mr. John Colfer, Mr. M. Morrisey and Mr. John Duncan.

The committee in charge of the arrangements was as follows: Messrs. A. Bower, Geo. Bower, C. Senecal, J. O'Down, J. Smith, R. Bennett, J. Haddlesey, R. Lamoureux, J. Colfer, J. Kelly, Louis Mosse, C. Godsall, M. J. McCarthy, M. C. Morrissey, T. Ward, A. H. Thomson, J. G. Gagnon, A. Y. Blomeley, J. Duncan, J. O'Brien, J. Shea, V. Groulx, F. Denniston, F. Pilon, J. Blake, M. Mahorey, N. Brisbois and O. Durocher.

ENLARGED.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have enlarged and remodeled their offices and sample rooms, owing to the increasing demands of business.

WHY IS IT

that for over half a century

JAMES' DOME BLACK LEAD

has remained on top? Because there is nothing to equal it.

W. G. A. LAMBE & CO., Canadian Agents.

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, **27 Common St., Montreal**

---

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

'PHONE MAIN 645.

ESTABLISHED 1876

MAIL ORDERS
FOR
FRUIT

can only be satisfactorily filled when good judgment, based on long years of experience, is used in selecting the goods.

Our constantly-increasing Mail Order business is the best evidence that our efforts to please our customers are appreciated. If not already a customer, our price list, to be had for the asking, will enable you to join the contented ones.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, CANADA

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

England's Fruit Output.

IN his latest market report, the Canadian Commercial Agent at Leeds and Bristol, Eng., says a decided drought has set in in England, extending over almost the whole of England, and especially severe in the north. This has almost entirely ruined the raspberry crop, and there will be a decided shortage of this fruit in England. Raspberry jam is used extensively there, and there will be an extremely brisk demand for this product from Canada. There is an excellent market for any quantity of this product, which should be packed in 1, 2, 4, 7, and 14-lb. jars (net weight of fruit).

Apparently there will be quite a small crop of plums in England, and there is no reason why good Canadian plums should not be shipped there. Especially would this apply to the larger and finer varieties of Canadian plums. They should be sent in boxes and well packed. Possibly it might be necessary to pack each plum rolled in tissue paper, but even with this extra trouble the shipping of this fruit should be extremely remunerative. The above remarks will also apply to pears, which are always in great demand in the District of Leeds and Bristol, and bring very handsome prices. Last year there were over 60,000 tons of raw plums and pears imported into England.

Fruit Prospects.

Harvest and Fall apples will give an average yield in most Ontario orchards, but the Winter sorts, more especially Spies and Baldwins, will be comparatively scarce. Pears will range from poor to good in yield, except in British Columbia, where they will be plentiful, but peaches will be light generally. Grapes give promise of being a good crop, although there is danger of some late varieties being caught by frost, owing to the backwardness of the season. Reports from Great Britain and Europe generally show a large crop of fruit, which will come into direct competition with Canadian Fall varieties, and may slightly affect the market for Winter fruit. Up to the present, however, European fruit has not competed seriously with Canada's best keeping varieties. Plums are the most scarce of all, the crops in the majority of large orchards being very light, while in many cases there is no fruit whatever. Small fruits, such as raspberries, currants, gooseberries, Lawton berries, etc., are reported as fair to good all over the country.

Banana Cultivation in Colombia.

BANANA cultivation in the district of Santa Marta was begun in the year 1890, but it was not until the year 1892 that exportation commenced from the district. At first, prices were high, and it was generally thought that banana cultivation required little or no real agricultural attention. Severe failures have, however, established the following necessary conditions for the production of bananas for export. The plantations must be located in good soil, with natural protection from all strong winds, good drainage, either abundant rainfall all the year round or irrigation during the dry season, judicious thinning out of trees, reducing the number of stalks to three or four each set of roots per year; and, lastly, a good and rapid means for transport to the steamer at the shipping port. The districts of Riofrio, Sevilla, and as far as the Fundacion River, lying from 60 to 80 miles inland from the Atlantic port of Santa Marta, offer the most favorable conditions for the cultivation not only of bananas, but of cocoa and sugar cane. These lands are of excellent quality and depth, and, lying as they do to the eastwards, at the foot of the great Sierra Nevada de Santa Marta, are especially well protected from all violent winds, and out of the West Indian hurricane zone. They are abundantly watered by several large rivers. There are thousands of acres which are still untouched. The great advantage of these lands is that they are not easily exhausted by cultivation, cutting down a banana field and ploughing every six or eight years, being all that is necessary to restore the land to its original high-class production. Some of the best plantations in this district are the ones which have been established for over twelve years. In 1894, the export production of the district reached some 13,000 tons of

fruit. The revolutions of 1895, 1897 and 1903, restricted advances in this trade. The export for the year 1903 was some 15,000 tons, and that of 1904 is expected to be about 25,000 tons, as a considerable extension of cultivation has taken place and is still going on.

There are at present about 4,000 acres irrigated and under banana cultivation, and the produce requires for its transport to the United States a steamer every week. These vessels run direct from Santa Marta to New York in six or seven days, and offer the most rapid transit to Europe. The transport of the fruit is carried on by the Santa Marta Railway Company, a British concern, who are doing a great deal for the development of the Santa Marta district. —Planting Opinion.

Warning to Apple Shippers.

The Fruit Division, Ottawa, is warning apple shippers that in order to grade as No. 1 or XXX, apples must be fairly mature. Apples that have not taken on their proper color and that otherwise show marks of inferiority as the result of being pulled too green cannot be graded anything higher than No. 2.

Canadian Cider in England.

THE demand for Canadian cider in England is reported to be increasing every day. During the last month or six weeks there have been many inquiries for Canadian cider, but when referred to the Canadian manufacturers, the invariable answer has been that they were sold out, and that no cider could be shipped until late in the Autumn. This seems unfortunate, especially when one takes into account the thousands of bushels of good cider apples which were allowed to go to waste in Canada last Fall.

Canadian exporters will do well to take advantage of the vast possibilities for this product in the English market. Last year the United States exported to Great Britain about 250,000 gallons of cider. The price for Canadian cider in England at the present time is, wholesale, from 40 to 42c per gallon in 40-gallon casks, and from 62 to 65c per gallon retail.

Some Canadian exporters have expressed the opinion that last year may have been an exceptional year, and that there might not be the same demand for Canadian cider in England another season. In order to allay such suspicions it may be said that Canadian cider is only just now becoming known and appreciated in the English market. There is certain to be from now on an increasing demand there for Canadian cider, which will take the place of cider from the United States in the same way that Canadian cheese has outclassed and displaced the American article. If the quality exported is the best, an increased demand and remunerative market are already assured.

Exhibition Visitors

are invited to call and see us, when in town during the fair.

A cordial invitation extended to all.

Pineapples Another car fancy Florida Smooth Cayennes due this week. These are a late variety, large and delicious.

Sizes 12s, 16s, 18s, and 20s, in cases and half-cases.

WHITE & CO., Wholesale Importers Fruit and Produce, **TORONTO**

W. B. Stringer.
J. J. McCabe.

APPLES

Phone Office, Main 520.

LIVERPOOL LONDON GLASGOW

EXPORTERS

We are Canadian Agents, and solicit from Canadian apple consignors shipments for

J. C. Houghton & Co., Liverpool and London
Jas. Lindsay & Son, Glasgow

We invite correspondence and if you want to keep thoroughly posted on the English Market send your address and get our reports.

GROCERS

The Retailer ordering through us materially limits his chances of loss—Because we pick out the goods. The annoyance through only having your order partially filled is rarely experienced — we'll find everything if its here at all. And the prices will be reasonable. Try us.

Agents for J. C. Houghton & Co. and Jas. Lindsay & Son.

61 FRONT ST. E. TORONTO **W. B. Stringer & Co.** AGENTS FRUIT BROKERS

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Ridge Hall Fruit Farm.

Fancy, smooth Tomatoes and Cucumbers in large supply. Green Corn and Early Peaches ready in a few days. Give us your orders.

E. E. ADAMS, Leamington, Ont.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

How to Increase and Maintain Canadian Trade

(By J. S. Larke, Canadian commercial agent for New South Wales, Queensland and New Zealand.)

AUSTRALASIA though large geographically has not a large population, being about three and three quarter millions in Australia and three-quarters of a million in New Zealand, but these four and a half millions are the largest consumers of imported goods, per head, of any people. The total importations from abroad for 1902, the last returns published, were:

Australia	£40,678,239
New Zealand	9,611,428
Total	£50,289,667

This is at the rate of £10 14s 3d per head. Of the imports into Australia £23,848,526 were from the United Kingdom, £5,484,902 from the British colonies, and £11,444,775 from foreign countries. Into New Zealand the figures were:

From the United Kingdom	£6,851,452
From the British Colonies	2,569,505
From foreign countries	1,905,766

The proportion of imports from foreign countries has increased rapidly during the last ten years, both in Australia and New Zealand, as the following percentages show:

Imports Into Australia.

1891-95	71.27	11.64	17.09
1901-2	59.06	12.24	28.70

And Into New Zealand.

1891	67.2	24.2	8.6
1901	58.3	24.6	17.1

The imports from the United States which are of special consequence to Canada were:

	1891.	1902.
Into Australia.	£2,558,320	£4,989,812
Into New Zealand	361,795	1,318,937

Relatively the Canadian trade has more than kept pace with this rapid expansion, though still far behind in volume. The imports from Canada were:

	1891.	1902.
Into Australia	£149,786	£346,276
Into New Zealand	1,941	33,516

The two hundred and fifty million dollars of imports represent a vast variety of goods and varies with the seasons. In times of severe drought Australia imports foodstuffs, flour, meat, butter, cheese and even vegetables, but at all times they include the manufactured products of almost all civilized countries. There is scarcely an article made in Canada that is not sold here or could not be sold here.

Disadvantages of the Australian Market

The disadvantages are two: Its remoteness, but this is inherent in all foreign trade, and Australasia is not farther from the centres of production in Canada than from those of other countries. The distance necessitates a slower return for the capital invested, higher rates of exchange and insurance and increased risks, but these are items which must be considered in making up the cost price of the goods.

The other is unequal freight facilities which Canada possesses for reaching the market as compared with European countries and parts of the United States. There is no doubt that the average rate of freight is lower on goods from Europe than from Canada and the communication is less frequent, but on the other side by means of the Canadian Pacific and the Canadian Australian steamers, Canadian manufacturers can land goods when necessary to the populous side of Australia quicker than can his European rivals. Increased trade will improve the freight rates.

Advantages of the Australian Market.

The advantages are that these countries are British countries, doing business in the English tongue, with British methods and with British integrity. They use the Imperial weights and measures, and though their currency differs from that of Canada, it is well understood by Canadians. Their tastes, wants and circumstances have great similarity to those of Canadians, and small modifications, as a rule, need to be made in Canadian goods to meet their requirements. In New Zealand a substantial preference has been given to certain British goods, and while no such preference has yet been given in Australia; there is here a sympathetic market in which there is a preference for British productions.

Australia, therefore, presents to the Canadian exporter of certain manufactures as inviting a field as is open to him.

The Goods.

It is to be presumed that this market is desired not so much for the disposal of the uncertain surplus of occasional over production in Canada as for goods made directly for export. The two classes vary widely and require different treatment. The manufacturer who purposes to export must first determine whether he has the equipment to promptly supply the goods when a demand has been created and at the price at which others do it. It is useless to undertake the cost, and it requires considerable expenditure of opening a market and then discover when the orders come in that he cannot fill them. The money will have been spent for nothing, and worse than nothing, as it has given him a bad reputation.

Competition is Keen.

Competition is very keen in Australia. Every manufacturing country has its representatives here who closely watch all laches of rivals and take advantage of them. Most countries are protectionist and sell abroad cheaper than at home; subsidized ships bring goods cheaply and the Canadian exporter must learn if his goods are of the quality and price to compete. After having determined upon his capacity to produce the goods the next business of the exporter is to ascertain from every available source the knowledge of the market here from them and the character and prices of similar lines sold.

Must Be Up-to-date.

One thing will be evident from what has been stated respecting the competition in this market that it is hopeless to attempt to do business with antiquated styles or with goods made by out-of-date methods. They must be the very best.

Mercantile.

This includes not only the selling of the goods, but all the processes of conveying them to the buyer and receiving payment therefor. Most Canadian exporters act as though their responsibility ended with the making and selling. Selling only begins trade, the proper execution of the other processes contributes largely to its maintenance.

Selling.

The new exporter must keep in mind this simple fact: He and his goods may be household words in Canada, but both are absolutely unknown in Australia. He may be the soul of business integrity and his goods equal to or a little better in quality and price than those of any other maker, but no one here knows

either, and a knowledge of both is necessary to a permanent trade. As a large proportion of the imports received here are paid for before the goods are seen there must be a confidence in the exporter as well as in his goods. This comes only by experience, and this takes time. Hence the exporter may expect small orders at the outset.

Make the Goods Known.

The first step is to make the goods known. In raw products samples and price-lists will bring orders but rarely in manufactured goods. Catalogues, descriptions and prices are necessary, but behind them must be the living representative who understands the goods and can present their merits. If the Canadian will think for a moment how he secured success in Canada, he will see the force of this, for successful selling requires the same methods in Australia as in Canada. Business of any extent is not made permanent here without a seller.

Where the business can be made large enough to support the expense, an Australian branch should be established. The agricultural implement and bicycle trade of Canada is an illustration of the wisdom of such a policy.

If the extent of trade is not deemed sufficient to warrant a branch, a representative from Canada should be sent out to open up the trade. In either case, great care should be exercised in selecting the man. He should not only be a good business man and salesman, have thorough knowledge of his goods, but have so much the confidence of his principals that reasonable freedom of action can be given.

Where it is not advisable to follow either of the above methods, a manufacturers' agent can be employed. To do the business without an intermediary has been the aim of Canadian exporters, but such attempts have failed. The fact that travelers are such a necessity in doing business in his home market, so close at hand, should convince the Canadian exporter of the truth of this statement. It is better to delay entering the market than to employ an incapable agent.

Again, good agents are not good in all lines, and the best are prone to take on lines to which they cannot do justice. It is important to know and definitely fix the territory covered by an agent. Australia is of very large extent and few commission houses cover the whole of it. Firms in different States may be required, but care must be taken that they do not infringe upon each other's ground. When a representative is appointed, the Commercial Agent of the Canadian Government of the territory in which the agent does business should be notified, in order that he can give all the assistance in his power in securing an opening for the goods and watching over the interest of that branch of Canadian trade.

Buying Agencies.

The largest Australian houses have branches or buying agencies in London and some in New York. Occasionally business can be done through them, but, as a rule, they only buy lines already known in the Australian trade. It is difficult, therefore, to secure an entry for new goods through them.

What would much assist the Canadian export trade to Australia would be the formation of an export company with sufficient capital and managed by men of ability and character. There are many manufacturers in Canada who could supply goods suitable to this market, but who have not the means of getting into it. A company could buy varied lines and sell them here to advantage.

Such a company should buy as well as sell in Australia, and by exchanging goods would reduce the cost of exchange and make a double profit. There are sufficient articles in the wool, hides, skins, meat, gums, hemp, sugar, copra, etc., of Australia, now bought in a roundabout way to make a large exchange.

In making prices it must be remembered that Australia is a market open to the world, but that it will pay a fair price for an article that suits it. The seller must, however, prove that the article is good and in making up his price must consider the expense of doing so. He must further remember that the Australian dealer is concerned not as to what the Canadian manufacturer gets, but what the goods will cost him landed in his warehouse. Freight is as important an item in his cost as the price paid for the goods. The Canadian exporter can better ascertain the charge for transmitting his wares to the buyer than can the latter. Particularly is this true in regard to inland charges. The exporter should, however, free himself from liability of fluctuation in rates as much as possible. When shipments are made via New York or Liverpool it will be enough to quote absolute prices f.o.b. New York or Liverpool. The Australian buyer can ascertain the rest. In shipping via Vancouver, unless otherwise advised, quotations should be absolute to the port of destination. The price-lists should be free from local technical terms, perfectly clear as to extra charges, and should give such information as will enable a buyer to get at the landed cost. The exporter should study the rise and fall of the cost of producton and if by securing better rates of freight or lower cost of production prices can be reduced, or if on the contrary they require to be advanced, the agent should be promptly notified by cable, and there should be a suitable code for that purpose. Mails are too slow for export business Cabling will show an agent that his principal is taking an interest in his business and enable him to take quick advantage of changes.

Orders.

Unless otherwise provided for, every order should set forth particulars as to goods, prices, terms of payment, time of shipment, method of invoicing, packing and addressing route by which shipment is to be made and whether it is to be by steamer or sailing vessel.

The head of the firm should require that every person in his employ be responsible for carrying out these details, is fully informed of them and that he strictly does his duty. The failure to do this is responsible for many of the Canadian failures in the Australian trade.

Canada has yet no daily mail to Australia. There are two direct routes, the Vancouver having sailing every four weeks and the San Francisco one each three weeks. The mails are, therefore, generally one each three weeks. It is more necessary in Australian business that correspondence should be prompt than where the missing of a mail is of slight importance. Every order received should be acknowledged on receipt, and more particularly so if there is any misunderstanding of any part of it, or the goods cannot be shipped at the date specified. There is no justification for six and ten months elapsing between the giving of an order and any acknowledgment of it from the exporter. Acknowledge it to the firm giving the order as well as to the agent taking it. If the order be large or the prospects of the future good enough to warrant it acknowledgment should be by cable. It need cost but a couple of dollars and the Australian buyer will appreciate it.

(To be concluded in our next issue.)

SPECIAL NOTICE to the TRADE.

IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call their attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole, we have every reason to believe it is the finest in quality that we have ever packed.

Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.

FLOUR AND CEREAL FOODS

Flour Trade of Canada.

THE chief topic of interest in flour and cereal circles at the present time is the firmness of of the flour and cereal markets. Flour continues to advance, although it is not keeping pace with wheat. This is readily seen from the fact that the advance in flour per barrel from the lowest level at the beginning of the season has been 35c, while the advance in wheat during the same period has been 60c per barrel.

At the present time no Canadian flour is being exported to Great Britain, the reason being that the conditions of the export trade do not warrant the price of wheat prevailing in the home market. Ontario wheat brought $1.01 per bushel during the past week, the exact equivalent of the price ruling in Liverpool. One Canadian grain and flour exporter estimates the exportation of Fall wheat from Ontario to the Old Country for the present season at 25,000 bushels, and says the volume of flour exported will be correspondingly small. A representative of The Grocer moreover gleaned the interesting information that a large shipment of wheat in store at West St. John, N.B., for the English market is about to be brought back to Ontario mills for grinding and consumption at home.

The reason for the unusual activity and firmness of the Canadian flour market is undoubtedly the unfavorable crop reports being received from the United States. A prominent grain man estimates that the United States will require every bushel of grain for home consumption. Some estimate this year's output of grain at considerably below the normal consumption over there. It is not thought, however, that this fact will necessarily mean increased American business for Canadian grain and flour exporters, because of the heavy duty on flour and cereals entering the States. If Uncle Sam hasn't enough to supply the normal consumptive demand at home, he will simply revert to some other foodstuff.

The present prospects in Canada are that the crop of Ontario Winter wheat will not be more than half an average crop. The crop in Manitoba and the Northwest Territories, barring accidents until the grain is threshed, will be from 10 to 15 per cent. larger than last year's, or about 70,000,000 bushels. This increase in the West will make up for the shortage in the Eastern part of Canada so that the actual output of Canada will be larger if anything than last year. Ontario, however, will not have any soft wheat to export and will have to draw from Manitoba to a large extent for to supply the home market.

There will be a big surplus of Manitoba wheat for export purposes and the general impression is that the prices ruling in European markets will be favorable. As a matter of fact they are rising over there, although somewhat more slowly than in Canada and the United States; the rise in wheat in the Liverpool market during the past two months has been 13c per bushel, while in Canada and the United States it has advanced 20c. England will require as much or more hard wheat this year than usual, and when it is remembered that Minneapolis will in all probability have very little to export, and that Russia, another important source of supply is in a similar situation, Canadian exporters may have reason to congratulate themselves within the next few months.

The Wheat Area of Argentina.

A SPECIAL agent of the Department of Agriculture of the United States Government who has been making a personal investigation of the agricultural conditions and resources in the South American republic has issued the following statement:

"The exports so far this cereal year beginning January 1, amount to nearly 67,000,000 bushels. The present area devoted to wheat in Argentina is 10,000,000 acres, and Senor Ronaldo Tidblom, an Argentine authority in agricultural matters, says that 'there are more than 80,000,000 acres in the republic that could be immediately devoted to successful wheat farming if there were the farmers to do it.' Beyond this immediately available land is a great area stretching southward into the territory that used to be called Patagonia.

"The actual wheat area is rapidly increasing and getting into a region of very great extent and adaptability, superior to that of the region in which it was started. Wheat growing will increase in proportion to the population, the extension of railways and river navigation. If we see settlers—farmers—going to Argentina in large numbers and staying there; if the Government offers sufficient inducements to get the right sort of men to go and to stay—then we may look for a tremendous production of wheat. The railway service will be provided as fast as there is a demand for it. The Southern Railway, which dominates the Province of Buenos Ayres and all the southern part of the country, is enterprising, has practically unlimited resources, and will extend its lines to secure new territory years before it will pay any dividends. It has repeatedly done this. The same may be said of the Western and Pacific Railways, which are developing the country to the west, only not to the same extent. Most of the Argentine railways are owned by the same group of English capitalists, and they work quite harmoniously together."

It is British capital that is developing Argentina as a wheat-growing area and developing it on such a scale that that country has already outstripped the United States as a grain-exporting country. Great, however, as are the possibilities of further development, there are many difficulties to be contended with. There is no lack of land, but there is a decided lack of land-tillers. Argentina has to depend largely on the races of Southern Europe—mainly Italy, with Spain second; and other nations figuring only to a slight extent—for immigration; and the immigrants it gets are not settlers who anchor themselves for good on Argentine soil, but are forever thinking of the homes they left and of

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Shredded Wheat
...AND...
TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

going back some time. The immigration and emigration figures of Argentina for the past five years are instructive:

	Immigrants.	Emmigrants.	Net Immigration.
1902	96 080	79,427	16,653
1901	125,951	80,251	45 700
1900	105,902	55,417	50,485
1899	111,083	62,241	48,842
1898	95,190	53,536	41,654

"The net immigration is thus seen to be small—amounting to less than half the gross immigration. And it is a population of uncertain character which is thus being added yearly to the total population of Argentina. Some two-thirds of the Argentine farms are rented.

"The methods of farming are described as being somewhat backward, the grain-growers being slow to avail themselves of labor-saving agricultural machinery. However, such machinery is coming more and more into use.

"One great advantage possessed by Argentina for growing grain for export trade is the proximity of the wheat-growing area to the seaboard. The average railroad haul to tide-water for the country now under grain cultivation is only about 150 miles, and for the remote interior points only about 300 miles. These are small distances compared with what the bulk of the wheat grown on the North American Continent and exported has to pass over before reaching the seaboard. The water haul to Europe is, of course, much longer from Argentina, but the far more expensive land haul is for the great agricultural regions of that country a matter of comparatively slight importance.

"The immigration problem is the serious one. Settlers such as those who are attracted to the country in such great numbers and who come here to make homes for themselves are what Argentina needs, but does not get. The immigrants to that country rent land instead of acquiring ownership, and after a few years, having accumulated some money, turn their thoughts to the matter of returning to Italy or Spain. The climate is temperate throughout a considerable part of the country; but the northern races seem to prefer the north temperate zone to the south, and to be averse to approaching the equator even for the purpose of crossing it to try a climate in the southern hemisphere like that of their northern homes.

Condition of Grain Crops.

LATEST reports on the grain crops of Ontario indicate that the Fall wheat harvest is about two weeks later than usual, and that the yield will probably be the poorest among the cereal crops. The outlook for Spring wheat was not much more cheerful, but barley and oats have done well and the yield is generally above the average. Last year Ontario produced 26,000,000 bushels of wheat; this year's crop is estimated at 8,000,000 or 9,000,000 bushels, and by some as low as 5,000,000 bushels. In the latter estimate, however, only wheat is included that will grade No. 2.

Wheat cutting has begun at several of the important wheat centres of Manitoba and it is expected that harvesting will be general there by August 20. Farther west the crops are maturing rapidly and are in splendid condition. The hailstorm of last week is reported to have done considerable damage to standing crops in the vicinity of Brandon and Carberry. The cool weather has been favorable on the whole to well-filled

heads though it has prevented the grain coloring as soon as usual.

Within a radius of 50 miles around Regina the yield of wheat on Summer fallowed land will be up to the average. The crop on stubble land that has not been ploughed will be light. Indications point to a good average crop. In the Prince Albert district the wheatfields are in splendid condition and the prospects in Southern Assiniboia are equally promising.

The Winnipeg Commercial says: We do not profess to have special information as to the standing of the crop south of the line, but we do know that the prospect for the crop in Manitoba and the Canadian Northwest is on the whole very promising at the present date, for a yield of from 10,000,000 to 15,000,000 bushels larger than last year. The crop is a week to ten days late. The weather at seed time and during the growing time has not been equally favorable over all districts, but in the last two weeks the weather has been generally very favorable everywhere, so that in the aggregate the prospect is good. The bulk of the crop is now at the filling stage, and it has still to run the gauntlet of crop accidents, but with favorable weather and no accident for the next four weeks a full average in yield and quality would be assured. At the present writing we consider the prospect under a continuance of favorable weather good for a yield of 65,000,000 bushels.

Latest reports from the United States show a deterioration in the condition of Spring wheat during the last month of 6.2 per cent. This is only a partial reflection of the impairment of crop conditions up to date, as the worst reports concerning the effects of rust have been received during the ten days since the completion of the data upon which the Government report was based. On the basis of the acreage and percentages of average condition given by the federal statisticians, experts now figure the combined yield of Winter and Spring wheat at 590,000,000 bushels; but if the reports of damage during the past ten days be only partially true it may easily happen that the production will fall to 550,000,000 bushels, or even below that total. This would afford an abundant supply for domestic food and seed requirements especially as consumption would be likely to be curtailed by high prices; but it would cut the exportable surplus to less than two-thirds and probably half of the comparatively small shipments from the crop of 1903.

Aside from the anticipated lowering of the promise of the wheat crop the report is generally favorable. The condition of corn is 8.6 per cent. higher than it was a year ago, and that of oats 7.1 per cent. better than at the close of July last year. Taken in connection with the previous high estimate of the condition of cotton, the Government's favorable report concerning important crops other than wheat should be encouraging to business interests. Bumper crops of corn and cotton and abundant yields of minor agricultural products will go far to offset the adverse effect of a disappointing yield of wheat.

Reports from agents of the Trade and Commerce Department in Ottawa show drought in almost all parts of Europe, with especially disastrous effect on hay and oats. An abstract of the reports is as follows:

Christiania—Poor outlook for crops; want of rain; such a dry season not known for 60 years. Hay is nowhere, as drought is general throughout European countries. Importations must come from United States and Canada.

Copenhagen and Petersburg—Grain poor; hay and oats particularly so.

Vienna—Oats poor; wheat light to medium.

Paris—Wheat medium; oats insignificant.

Genoa—Grain crop goes under a medium, or about one-fourth of last year.

At Variance With the Labor Unions.

The Postum Cereal Co., of Battle Creek, Mich., have engaged in a lively conflict with the labor unions of the United States, as a result of which the latter have declared a boycott against Postum Cereal and Grape Nuts. The cause is the fact that the Postum Cereal Co. refused to withdraw its advertisements from certain newspapers which had antagonized the unions. All the labor papers have served notice on their constituencies not to buy the above products until the Postum Cereal Co. obeys their demands.

In retaliation the Postum Cereal Co. has inserted advertisements in a number of the larger newspapers within the past fortnight giving the history of the controversy and detailing their views on labor organizations in general.

The Orange Meat People

are building up a wonderfully fine demand for their breakfast food.

Good business methods are employed, but these alone wouldn't explain the heavy daily demand made upon the mill.

At the bottom of it all lies

A GOOD FOOD.

The public like it. They buy it once, and they buy it again—and again. And the grocer is always ready to lend his support to a line that sells.

ORANGE MEAT

sells as follows:

Single cases, 36 pkgs. - $4.50
5-10 case lots, freight paid, 4.40

GIVE ORDERS THROUGH THE WHOLESALE GROCERY TRADE

THE FRONTENAC CEREAL CO., Limited
43 Scott St., Toronto.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Crop of Mexico.

IN view of the interest shown in Canada in regard to Mexican trade conditions, the following information on the tobacco crop of Mexico is not without interest. A recent issue of the Mexican Investor states that the tobacco crop of Mexico for 1904 is estimated at 800,000 arrobas of 25 pounds each, or about 20,000,000 pounds, produced in the following districts:

	Arrobas.
San Andres Tuxtla	160,000
Valle Nacional	50,000
Ojitlan	40,000
Acayucan and Jaltipan	5,000
Tlapacoyan and Cordoba	108 000
Simojovel	150,000

The above are all in the State of Veracruz.

Territory of Tepic	150,000
Other districts	65,000
Total	800,000

The tobacco exported is mainly the production of the San Andres Tuxtla, Valle Nacional, and Ojitlan districts, in the State of Veracruz. All of it goes to Europe, Amsterdam and Hamburg being the largest buyers, and London and Liverpool next in rank. No Mexican tobacco in any quantity goes to the United States, because of the very high duties, which are really prohibitive.

Nearly the entire San Andres crop, and over one-third each of the Ojitlan and Valle Nacional, have been sold and exported.

The Tlapacoyan tobacco is used exclusively in small factories for making cheap cigars and cigarettes, consumed mainly by the Indians.

The whole of the Tepic crop, which is considered of the best flavor, has been purchased by the Buen Tono cigarette factory.

All the exports are in form of "tabaco labrado"—that is, made up into cigars and cigarettes. The following table shows the quantities exported annually during the twelve fiscal years from 1890-91 to 1901-2, according to figures published by the Treasury department:

	Kilograms. Pounds.
1890-91	307,300=677,289
1891-92	394,336=869,116
1892-93	373,513=823,222
1893-94	361,326=806.362
1894-95	366,514=807,806
1895-96	401,946=885,889
1896 97	420,232=926,191
1897-98	389,697=958,892
1898-99	404,701=891,961
1899-1900	276,967=610,435
1900-1901	284,283=626,550
1901-1902	241,710=432,728

It will be observed that the export trade in tobacco has not increased during the twelve years, as the heniquen and other productions have, and the reason is that the home manufactures have developed so largely every year that the home trade gives a home market at as good prices as the export trade; in fact, the manufacturing capacity and the home consumption are increasing more rapidly than the tobacco plantations, and these have increased considerably.

To Prevent Tobacco Mold.

WHAT should prove of great value to tobacco farmers throughout the country is the discovery of an anti-mold remedy by an American chemist. The compound is said to be neutral, quite a departure from the old compounds, which are largely acid and will be known as the cherry-capillary solution. Its main function is to rapidly permeate the entire leaf through the midrib and sub-arteries, and as the inventor claims, absolutely and permanently destroy mold.

Since January 1 numerous experiments have been made on different varieties of molded tobacco, and it is averred that in each of these complete success was secured. The new remedy is a liquid which is used in the form of spray. The tobacco may be treated either through the butts or the leaves. It is claimed the butt treatment is to be preferred, as by this plan tobacco need not be taken out of the case to be treated. If the leaves are sprayed the inventors claim the mold will disappear in a week to ten days. If the butt treatment is given, it will take three or four weeks. About three quarts of the liquid are used for 300 pounds of stripped tobacco.

In addition to removing all traces of mold permanently, the inventor claims that his discovery exerts a chemical effect upon nicotine, changing its properties into other agents, which are highly desired in the manufacture of cigar wrappers. The intense "bite" of the nicotine is largely removed by the solution. A more glossy leaf, a brighter and more brilliant appearance, and a finer texture are also secured, and it is claimed that

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

HOW TOM JENKINS WENT TO ST. LOUIS FAIR

He said :—" I'll just try that Payne Cigar offer, and if I make it go I'll put aside the profits for a trip to St. Louis."

That was last Fall. He has been to St. Louis, and he continues to make money out of our Cigars. He sticks to **Pebble** for a 5-center, and **Pharaoh** for a 10-center.

And every other grocer has as good a chance as Tom Jenkins has to make a tidy sum every month out of Cigars. We solicit orders.

J. BRUCE PAYNE, Limited, Mfrs., Granby, Que.

The One Thing

to do is to sell
a tobacco that
every smoker
will like, and
that tobacco is

T & B —Ten-cent size

Then invest the
money that you
release from your
tobacco department
in some other line
that will pay you
a good profit.

Geo. E. Tucket & Son Co., Limited,
Hamilton

tobacco treated by this preparation holds fire longer than untreated.

Year after year tobacco growers have had more or less difficulty with mold. It is claimed that not since 1844 has an important patent been issued for a remedy to fight this evil. For the past two generations the method employed to remove mold has been to spray the leaf with diluted "high wines," wood alcohol generally being preferred. However, unless the tobacco be removed to a more favorable atmostphere the mold will reappear. For this reason a cure that will destroy mold effectively and prevent its recurrence without continually shifting the tobacco from place to place will be welcomed by the trade.

Use for Tobacco Stalks.

IT is the practice of many tobacco growers to cut the tobacco stalks with an ensilage cutter, obtaining in this way a fertilizing material regarded by them as worth four or five times the price of stable manure. In fact, the value of stalks is more and more appreciated, and each season finds the ensilage cutter added to the equipment of the tobacco farm.

The cutting of the stalks comes at a time when other work is not pressing, and does not involve great expense, especially when this item is taken into consideration with the aditional fertilizing value that the stalks have over the uncut.

While many of the farmers use the stalks on their tobacco land, others prefer to spread them on grass land or use them in connection with other crops. The cut stalks are easy to apply, being spread by hand or preferably with a manure spreader.

The stalks of the tobacco plant are said by investigators to contain more nitrogen than the stem of tobacco leaves, and to contain less potash than the stems. The nitrogen in the stalks runs from 3 to 4 per cent and in the stems from 2 to 3 per cent; the potash running 4 to 5 per cent in the

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

We Always Smile

when we get a new account. Every day the output of

McAlpin's Tobaccos

increases. More orders and bigger orders—both a proof that the tobaccos are right—and the profits. Profits count.

Smoking	Chewing
Tonka	British Navy
Solid Comfort	King's Navy
Pinchin's	Beaver
Hand Made	Apricot

McAlpin Consumers Tobacco Co., Limited

Toronto

stems. The potash is free from chlorine and most of it in soluble form. Tobacco stems are sometimes treated with nitrate of soda in order to bring up their percentage of nitrogen. Both the stalks and stems seem to be lacking in phosphoric acid, analysis showing about one-half of one per cent.

Analyses made at the Connecticut Agricultural Experiment Station years ago showed that large amounts of plant food, and particularly of potash, are contained in the stalks of tobacco from which the leaves have been stripped.

Actual field tests show that barn-cured stalks from an acre of tobacco weigh about 3,500 pounds and contain about 32 pounds of nitrogen, eight of phosphoric acid, 13 of lime and 49 of potash. That is, about one-third of the plant food taken up by a tobacco crop is contained, after curing, in the stalks.

Tobacco in the Grocery.

ONE of the most important, yet unimportant, departments of a grocery business, is the tobacco department says a western contemporary. The department is important to the men who patronize it, but the grocer makes it unimportant by neglecting it. As a rule, a few leading brands of chewing tobacco and smoking tobacco are kept in stock, and all the other goods are the cheapest that can be purchased.

The reputation of the "grocery store cigar" is proverbially bad. If you want to damn a cigar that you are giving to a friend, tell him it came from a grocery store; he knows that that means that it is a miserably poor piece of goods, which cost the grocer somewhere between $14 and $24 a thousand. Where you find a grocery store and a drug store side by side, you will see the druggist selling cigars, tobacco and cigarettes in large quantities and making a handsome profit, while the grocer has a showing of green and blue and yellow labels in his showcase, but no sales.

This is poor business policy. There is an excellent profit in 5 cent cigars that cost $30 or $32, and a fine profit in 10 cent cigars that cost $60 to $75, and a reputation for carrying such goods brings men to the store who buy groceries as well as tobaccos and cigars. Consistent pushing of a cigar department in a grocery, supplemented by high-grade goods, will bring more profit and more popularity to a store than any other one line that a grocer can handle.

Chronology of the Lucifer Match.

THE first really efficient lucifer match must be put to the credit of John Walker, of Stockton-on-Tees, England, who, in 1827, placed them on the market under the name of "congreves," in compliment to Sir William Congreves, the inventor of the war rocket. These matches were sold for a shilling a box, which contained, besides a few dozen matches, a little piece of folded sandpaper, through which each splint of wood had to be drawn before it could be made to inflame. An original tin box, stamped with the royal arms and bearing the word "Congreve," is preserved as a curiosity in one of the London museums.

As in the case of all other industries, this was initiated by hand labor alone. The splints of wood were no doubt originally dipped in the igniting composition one by one, but subsequently they were tied up in bundles and dipped en bloc, the workman giving each bundle a twist with his hands, so that the end of each splint would be free to move a certain extent and absorb a little more of the compound than it would if kept quite still.

The next advance was to fix the splints in a frame, so that each was separated from its neighbor, and this frame, containing about 1,500 matches, would be brought down on a marble slab upon which the composition was spread. The tipped matches still in their frame would then be dried in air for a few hours and afterward placed in a heated chamber to complete their desiccation. Manual labor is now almost wholly dispensed with in the manufacture of matches.

The employment of yellow phosphorous for the charging of matches made the industry a very unhealthy one, and the workpeople, if not in the best of health, ran the risk of contracting a terrible disease, known as necrosis of the jawbone, the vulgar name for which was "phossy jaw." With improvements in manufacture this evil has now been eliminated.

Hints to Smokers of Havanas.

LIGHTING a new Havana a downtown professional man the other day, after taking a few whiffs, blew into his cigar and forced a lot of smoke out of the fiery end. Then he laid it aside and permitted the spark to die out. When asked for an explanation he said: "Well, I learned that habit some years ago, and I find that a cigar which has been lighted and then allowed to go out makes a much better smoke. I take several vigorous draws in order to bring the heat well through the weed. If a cigar becomes cold while it is saturated with smoke it has a musty odor, consequently it is necessary to blow steadily and quite hard before extinguishing the spark, in order to clear out all the smoke that has been drawn in between the layers of tobacco. After permitting the cigar to lie ten or fifteen minutes, or even a half hour, I find on relighting it that the flavor has greatly improved. The why and wherefore I am not philosophical enough to explain, but I know it makes a cigar better. It also improves a toby. Try it and you'll agree with me." —Pittsburg Despatch.

Tobacco Notes.

The cigar dealers and jobbers of Phliadelphia will hold a tobacco fair on October 17.

Mr. S. Myers, of the American Tobacco Co., who has recently visited Canada, says the company isn't worrying over Hon. Mr. Brodeur's bill. It is reported that the Canadian dealers will now form a branch of the Canadian Manufacturers' Association to help Mr. Brodeur enforce the law.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St and McDermott Ave.,) Winnipeg

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
67 to 171 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

This fact deserves emphasis—that **"Cow brand Baking Soda"** has been on the market for 50 years, and is now used in millions of homes all over America. Never any risk and never any guesswork.

SOLD ONLY IN PACKAGES

JOHN DWIGHT & CO.

Manufacturers TORONTO

Southwell's can't make better jams than those they are making.

Nor can anybody.

You sell it—or should.

FRANK MAGOR & CO.,

CANADIAN AGENTS, 403 St. Paul St., MONTREAL

Recommend

IVORINE COLD WATER STARCH

to your Customers

For Collars, Cuffs, Shirt Bosoms, Dresses, Skirts, Blouses—it matters not what—better results can be obtained from the use of **"IVORINE"** (Cold-Water) Starch than is possible with any other. Serve your customers well if you would make them good customers.

Per case of 40 packages, $2.50.
Pays 60 per cent. profit.
Order from your wholesaler.

St. Lawrence Starch Co.
LIMITED.
Makers - Port Credit, Ont.

The Official Report of

The Maritime Board of Trade

will appear in The Canadian Grocer of date Aug. 26th.

This number has a favor and value in the Maritime Provinces of the highest sort. There will be printed

a large Extra Edition.

of this number of the Grocer.

Advertisers

Looking for Maritime Trade

should arrange for space in this number of the Grocer without delay.

ZOECO

COFFEE and MILK
COCOA and MILK
CHOCOLATE and MILK

Just the thing for warm weather, picnic parties, or camping, hunting and fishing parties. Takes up very little room and is easily prepared—just add hot water.

Prices are right and leave you a good profit. Write for samples.

J. H. MAIDEN,
Canadian Agent MONTREAL.

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN COFFEE & SPICE CO. TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.

The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 18, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
"	16 "	

JERSEY CREAM BAKING POWDER.

⅛	Size, 5 doz. in case	$0 40
¼	" 4 " "	0 75
½	" 3 " "	1 25
1	" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 42 "	3 25
" " 16 oz., cases, 42 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 25
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S MAPLE LEAF BRAND BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

cings for cake—	Per doz.
Chocolate, pink, lemon color, 1bs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1bs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case				per doz.,	$ 90
½ " " ¼	"	"	....	"	2 40
½ " " 2	"	"	....	"	4.75
1 " " 1	"	"	....	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ¼-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 550 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon,	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

To satisfy the housewife is easy.

Sell her

Edwardsburg "Silver Gloss" Starch

for the Laundry

and

Benson's Prepared Corn

for the Kitchen

these two lines are **Canada's Best**

Every jobber carries them in stock.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$ 1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.1b. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 5 oz., cases, 120 pkgs.	$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

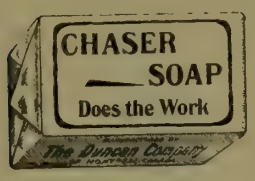
Babbitt's "1776" 10, 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and a half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.
WM. H. DUNN, AGENT.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

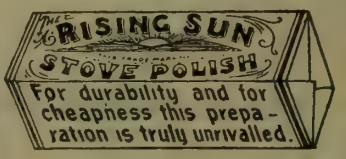
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

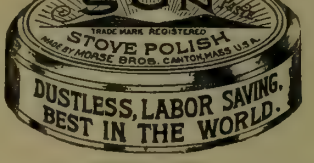
Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—
10c. pkgs, cases 5 doz., per do 1 00
less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

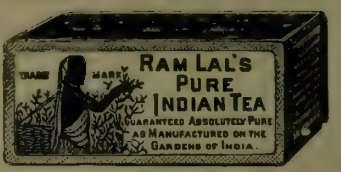
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 25 at 0 20
Chocolate Label	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold for ¼ lbs. per lb.
Ceylon-India, Ex. ch'st A Yellow	45	70
" " B Red	40	60
" No. 1 O Pink	35	50
" 2 O Orange	30	40
" 3 O L. Blue	22	30
" 4 O L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 50
Chewing—Stag, bars, 10½os	0 43
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s	0 44
" Currency, 12 oz bars, 12s	0 47
" 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 51
" Pay Roll, 7s and 6½s	0 53
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 85
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	2 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS:. Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
AUG 20 1904
Cut Book 22
Pd 62

WE EMPHASIZE OUR ASSORTMENT OF

KOPP LAMPS

ALSO ASSORTED PACKAGES OF

Fancy Lamps

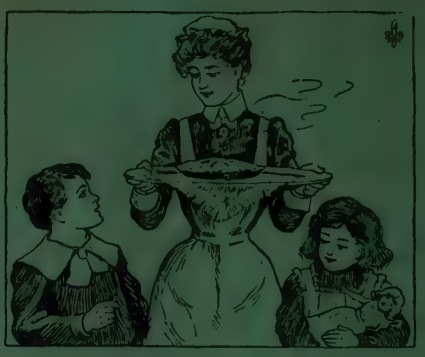
WRITE FOR COLORED SHEET SHOWING FULL ASSORTMENT AND PRICES.

Full line of Regular Lamps now ready.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

WHOLESALE CROCKERY AND GLASSWARE



"Perfectly clean from our kitchen to your customer's."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell, Ltd.

Philippe & Canaud's

SARDINES

in oil now on hand in ¼s and ½s.

C. E. COLSON & SON, AGENTS Montreal.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

REPORT OF MARITIME BOARD OF TRADE

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, AUGUST 26, 1904. NO. 35.

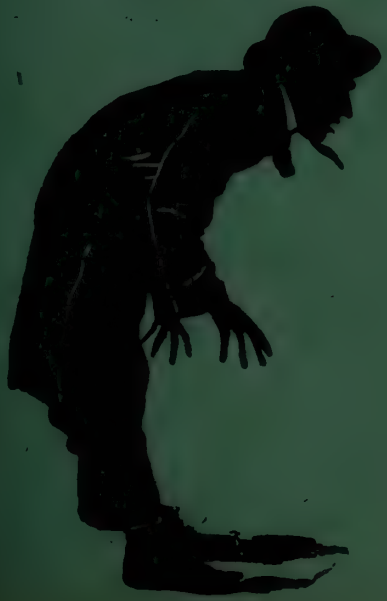
Laundry Blue should be perfectly soluble.
Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry,
and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

It is **Finding Money**



when you have in your store a line of goods which please your customers, for when they are pleased they come again, and the oftener they come the more money you make. Christie's Assorted Macaroons in tins are designed to please; and they do please. Therefore they are just the thing for progressive merchants.

Christie, Brown & Co., Limited,
Toronto and Montreal.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

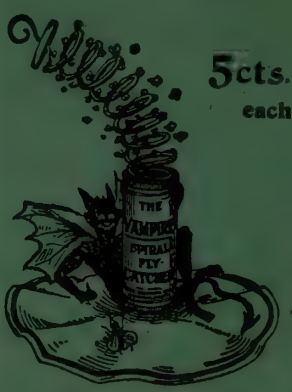
106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

THE "VAMPIRE"

Spiral Flycatcher

(Has come to stick!)



3 ft. of Catching Surface in 1¼ inches of Tube.

5cts. each CLEAN, NEAT, ELEGANT and EFFECTIVE

Selling this article means to you a

Quick Turnover and Big Profits

FREE SAMPLES TO THE TRADE

SOLE MAKERS

KAY BROTHERS, Limited, Stockport

SOLE AGENTS FOR CANADA

THE LEEMING MILES CO., Limited, Montreal

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

CODOU'S

MACARONI

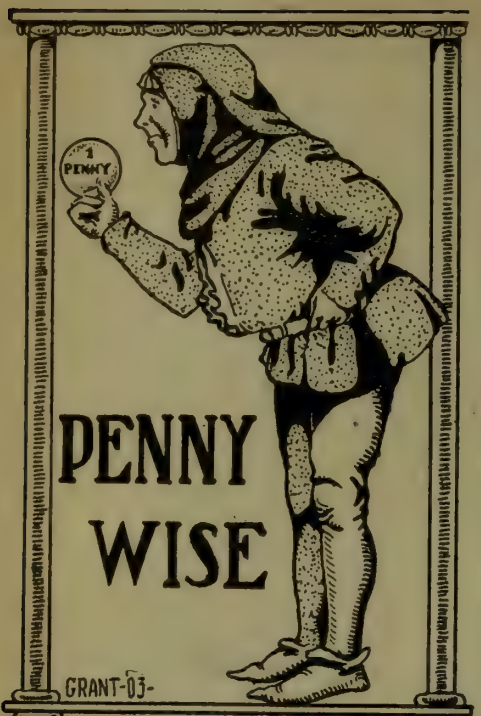
(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

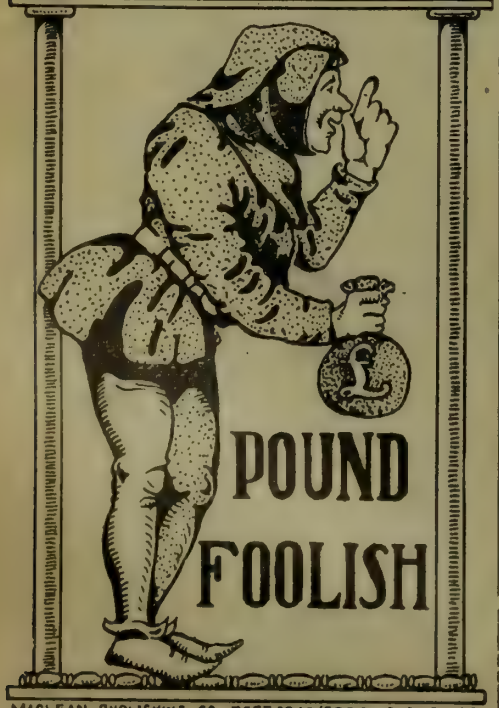
Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?



MACLEAN PUBLISHING CO -DEPT. OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, - Toronto, Canada

As the fruit season is near at hand, we solicit an inquiry from the trade, for Currants, Valencia and Layer Raisins. We represent old and reliable houses, and can give lowest possible prices, taking quality into consideration. Write, wire or 'phone us when in the market.

REFERENCES
BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

TAYLOR & PRINGLE CO.,
Limited,
OWEN SOUND,
Manufacturers of
Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.
Our Goods have a reputation.
MADE IN CANADA.

WINNIPEG.

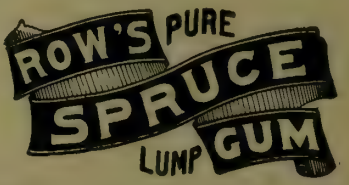
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

A CARD THIS SIZE
—COSTS—
$30.00 per year
Weekly Changes if Desired.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers,
Storage
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

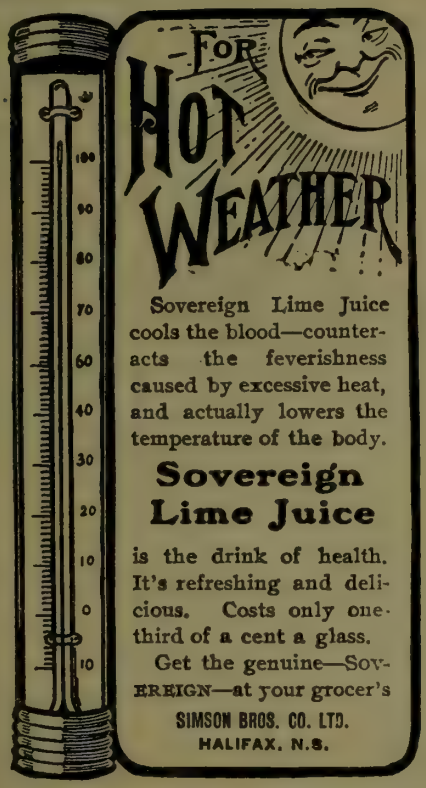
VINEGAR—

The Vinegar Season is with us. It is the business of the wholesaler to stock goods for the busy season. We made our contract for Vinegar months ago when the market was very low, and now it's up to the retailer whose stock is low, to share with us in the profits of our good buying, as can be seen by the following prices:

PROOF STRENGTH	25 CTS. PER GAL.	*Freight prepaid on five bbls.*
CRYSTAL PICKLING	19 " "	
WHITE WINE XXX	16 " "	

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea.



Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—SOVEREIGN—at your grocer's

SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

Solid Satisfaction

is always given to grocers who handle our well-known "Sterling" brand pickles and relishes. The quality of our pickles is the highest, and grocers who handle this brand of pickles are building up for themselves a reputation for handling the highest grade goods.

See that you are well stocked with

Sterling Pickles
Canadian Relish
South Africa Relish
Chili Sauce
Royal Club Sauce

and our popular

Sweet Pickles

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

"COW'S HEAD" Brand
Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

C. E. COLSON & SON, - Montreal.

JAPAN

in the eyes of the world is a revelation—its wonderful progress in all the arts, sciences and industries has astonished the Western nations.

In the cultivation and production of **Tea**, Japan has as yet no equal; its soil is especially adapted for the production of the **purest** and most **delicious** and **healthful** teas in the world—

If you have not used and sold these teas, try them

NOW——

PICKLING SPICE

Buy Now —We call the attention of the trade to our special **PICKLING SPICE**, a combination of 19 varieties of best selected spices. In pickling, the best spices produce the best results. Will be pleased to submit samples and prices.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

Any Grocer
or any user of
Imperial Brand Maple Syrup

w ll set your mind at rest on the question of Imperial Brand goodness if you take the trouble to ask them.

ROSE & LAFLAMME,
Agents, MONTREAL.

It sells well and gives satisfaction

What more do you want ?

Don't run short of it.

PATERSON'S CAMP COFFEE ESSENCE.

ROSE & LAFLAMME,
Agents, Montreal.

Particularly Good Value

is to be had in Ceylon Teas at the present prices.

Carefully grown and prepared by a process which insures perfect purity and retains all the strength and flavor of the succulent leaves and buds,

Ceylon Tea

makes a beverage peculiarly suited to the taste of the average Canadian. For this reason Ceylon Tea has practically the field to itself from Halifax to Vancouver.

The grocer who goes in for Ceylons is on the right track, at any time, but particularly so now, considering the excellent values prevailing.

It will make you rich.

Ceylon Tea Black and Green.

It will make you friends.

Ceylon Tea Black and Green.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Say ! Mr. Grocer. You sell Soap ? Send for a copy of our **profit-sharing agreement.** It means dollars in your pocket.

The Duncan Company

P.O. BOX 292. **Montreal**

IF FLIES CARRY DISEASE

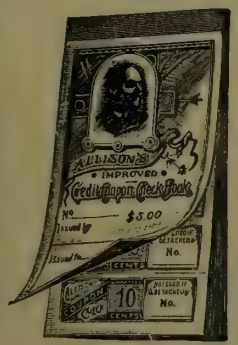
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods ?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods ?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store ?

They Cost Less Than Nothing



Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,

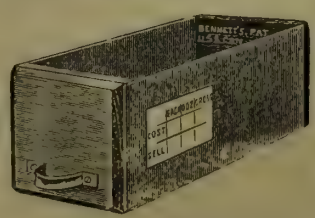
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory :

Pickering, Ontario

BURLINGTON CANNING CO.,

Burlington, Ont. **Limited,**

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Salt Salt

Full Stocks.
All Kinds.

Verret, Stewart & Co.

Montreal.

Salt Salt

"Consider the Japanese and be wise. With only *dried fish* and cereals in the commissary they are holding up on land and sea a great flesh-eating nation."
—*Boston Globe.*

BLUENOSE FISH

Tell your customers about this and it may help you to sell this brand, which is just the kind of thing the Japs would like if they could get it easily. Bluenose Prepared Codfish is put up in 20-lb. boxes, 1 and 2-lb. bricks, and 1-lb. bricks 20-lb. boxes, also 10-lb. boxes, and sells at a price within the reach of every consumer.

BLACK BROS. & CO., LIMITED
HALIFAX AND LAHAVE, N.S.

A. H. BRITTAIN & CO., MONTREAL., REPRESENTATIVES IN ONTARIO and QUEBEC

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company
TORONTO, ONT., CAN.

200 CANDLE POWER OF CLEAR, STEADY LIGHT.

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. *Send for Catalog.*

AUER LIGHT CO.——————MONTREAL

1904, - '05,
1906, - '07,
08, - 09, - 10,

It is hard to see a half dozen years ahead, and we are not spending much time trying it, but we are as confident as can be that a half dozen years hence

The Old Homestead Brand
of
Canned Fruits and Vegetables

will be known to and demanded by every discriminating housekeeper in the whole of Canada. Downright excellence in the goods and attractiveness in the label are the foundations we are building on.

We are not trying to rush the retail grocery trade to handle our goods as their premier line, and at the same time we want the hoped for day to arrive as speedily as possible – for the good of all concerned. Hence this campaign of education in THE CANADIAN GROCER.

Sold through the wholesale trade.
Distributed in the Montreal District by Messrs. Carter, Galbraith & Co. and Messrs. Lockerby Bros.

The Old Homestead Canning Co.
Picton, Ont.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

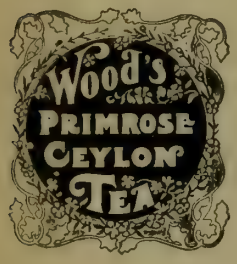
AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.



It may be late for Primroses, but it is never late for "PRIMROSE."

"Everything in season" is a capital motto for the enterprising Grocer.

WOOD'S "PRIMROSE" TEAS show themselves always new and fresh among the multiplicity of brands, by having a large and ever increasing sale.

"PRIMROSE" is always in season with those who know what it is. Increase in knowledge here means increase of income to the Retail Grocer.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street MONTREAL

DON'T BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

COMMERCIAL TRAVELING IN CANADA

By Mr. P. B. Ball, Canadian Commercial Agent at Birmingham, Eng.

IN August 19 issue of The Grocer was published a special article from the Birmingham Daily Post on "Commercial Traveling in Canada," written by an English traveler who had just returned to the Motherland from a business trip to Canada. The Grocer has pleasure in reproducing in this week's issue an answer to the above article contributed to the Birmingham Daily Post by Mr. P. B. Ball, Canadian commercial agent in Birmingham, Eng.

It was not my first intention to answer your specially contributed article on "Commercial Traveling in Canada," published in your issue of the 9th, but I have had a number of letters from people asking if the conditions as stated in the article are actually so. One gentleman writes me in a most cheerful mood, and asks me what I think of the loyalty of the Canadians now after reading the article. He further states that he intends sending the paper to the Liberal candidate at Oswestry. This letter is distinctly funny.

I am also favored with letters from some large business houses who intended attempting to do business, but who are rather doubtful after reading of the complete Americanization of Canada. I have one from one of the largest firearm manufacturers, and whose house is a household word with us among those who wish to use the highest class of guns, revolvers, and rifles, but a firm which has never had a direct representative and whose name never appears in a paper so that the average Canadian might find out that such a firm exists. If we do get a chance to buy anything from this celebrated firm, we either have to come over and buy it or pay about four profits between their list and the purchaser.

The writer of your article has my most sincere sympathy. I extremely regret that his visit to Canada was so unfruitful, but I think his failure, at any rate partially, is due to himself. He went out as he states as "an old hand on the road" with an experienced gained by traveling through Great Britain and the Continent, but evidently knowing nothing of matters as they obtain in Canada. As being an old hand he did not think it worth while making enquiries which might have saved him both time and trouble. I do not know the nature of his business, but it seems to be something in the household furnishing line. The patriotism of Canada did not impress him strongly, and he regretted that it stopped short at the pocket. No doubt he thought he would be able to sell his "improved frying pans" amidst the waving of the Union Jack, and the singing or playing of the National Anthem. Canadians do not associate business with loyalty to that extent.

The Preference.

Canada merely gives Great Britain a preference of one-third of the amount of duty, and, as the gentleman observes, "all things being equal the British manufacturer has the preference." What more can any fair business man want? His remarks on some subjects remind me of the ideas held by the average manufacturer in Great Britain 25 to 30 years ago. He believed that anything that sold in Great Britain or any Continental country was quite good enough for Canada. That idea I am glad to say has been obliterated from the minds of a large number of your manufacturers. It has been my privilege to have been in rather close touch with the British manufacturer and merchant since 1876, and I can speak feelingly on the change which has come over many of them. They will give us an opportunity of buying what we want. He is willing to go out and fight for his market, but that does not seem to suit some travelers.

The writer of the article sneers at our modest little 10 per cent. preference. He evidently expected that he would get 33 1-3. How high did he think our tariff was? It strikes me that if it had not been a British colony but had been Germany that gave this 10 per cent., he would not have belittled it quite so much. He partially states the truth of his failure when he says that he had to meet the keen competition of the Americans, and in many instances their "cleverer patents" and "handier notions." That covers a great deal. Moreover, he does not credit us with originating any ideas. All is done by the "Yankee." (He forgets the telephone.) He allows that the Britisher's indifference has lost him a large quantity of our trade. What did he think we were going to do? Sit and suck our thumbs, or take what was given us? No, we bought the best goods the American, Frenchman, and German could produce, as well as a large quantity of British goods (but not the amount that we should had we been properly looked after). We also took what we considered the best ideas for ourselves in certain goods, and manufactured them.

Americanization of Canada.

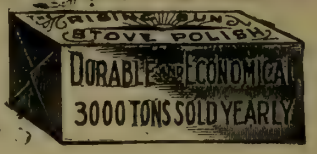
The gentleman evidently was not conversant with a great many matters as they obtain on the other side of the water. He complains that we have adopted American ideas in the systems of railways, hotels, sanitation, lighting, street traffic, plumber's fittings, heating apparatus, etc. This may be so, but unfortunately you have not educated us to a sufficient degree. But, from my own experience, I may state that so long as the world lasts you never would get the Canadians to take up some of the articles used by yourselves. The heating and cooking utensils as used in this country, and also your ranges, would certainly not suit us. You burn soft coal; we burn anthracite. I do not suppose that in fifty households in Canada you would find a cast-iron pot such as is used in almost every house in Great Britain, or, if found in more, it would probably be an heirloom.

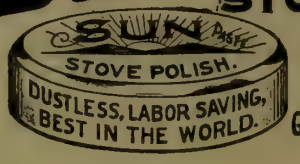
We once used British enamelled ware, but you were beaten out of the market, and we had to go elsewhere, Germany. We would gladly return to England if possible, but all you do in the matter is to manufacture the basis, send them to Germany to be enamelled and then brought back. So far as heating apparatus is concerned, no one in Canada could live with the heating appliances you have in your houses here. We are very much in advance of you with regard to plumbers' supplies. You make beautiful goods, but we do not see the sense of putting a ton of metal in an article when half a ton will do. Hence the idea in the minds of some that we want flashy, flimsy goods.

The gentleman is very much disappointed because we use "buggies" instead of "dogcarts." Well, if he had to rid ten miles over one of our country

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

roads in a "dogcart" there would not be very much left of him.

In men's hats and hosiery we import no more from the States than we do from you, and so far as footwear is concerned he does not seem to understand that a man requires a pair of waterproof boots here, while in our Summer he will wear a fine calfskin boot, and in the Winter he protects his feet with what you call a "golosh." But the gentleman should not complain of that, for I see even England has adopted American boots, and American boot shops appear in all your large cities.

Referring to the close proximity of the United States to Canada, and giving that as one reason against the selling of British goods, he, like many more, seems to think that there is only an imaginary line between the States and Canada, on the one side of which an American porter stands and hoists the packages across at no expense. For this gentleman's information I may say that it costs as much to send a ton of stuff from Pittsburg to Toronto as it does from Liverpool to Toronto.

Limited Companies.

I take exception to the statement that the majority of houses are in the hands of limited companies. Seven out of ten jobbers and dealers are private firms, and a large proportion of the balance are managed by one family, who have all their money invested in it, although it is called a limited company. Probably not more than 50 per cent. of our manufacturers are in private hands, but I do not think this is very different from things in Great Britain. He objects to having a buyer for every department. I do not think this idea is confined to Canada alone. I fancy Great Britain does a great deal in that way, and it seems to me to be indicative of good sense. If the gentleman went to sell goods to Whiteley, of London, I do not suppose he would expect Mr. Whiteley himself to buy them.

Of course it is a very serious thing that so many young men should have been appointed to responsible positions, but I fancy the gentleman himself must have had a very severe turning down by one of these twenty-five-year-old Canadiand which makes him speak in the way he does of them. If he was spoken to about the slowness of the British it was probably an allusion to the length of time it would take him to fill an order. In many cases if we were doing all our buying from Great Britain we would have to stock for more than eighteen months.

It was one of those unfortunate things in life that this gentleman could not get the principals of houses to drop everything and attend to him. No doubt business men here drop everything at once and attend to the traveler. From my knowledge of trade matters on this side it is only at certain hours that a traveler can see a buyer, and he seems to have found our people accessible at all times.

I think the visit to Canada has probably done the gentleman good, and he will probably go out again and do a good business. I can quite see why he could not sell more goods when an advantage of 10 per cent. looks so small. A good many houses I fancy would be rather glad to work for that much gross profit. Some of his wonderful ideas have been exploded, and he finds after all that the word "British" is not in itself enough to sell goods. If the manufacturer goes out to Canada with the idea that his goods are the only goods in the world he will be mistaken, but if he goes with the idea, as your correspondent says, "that he will get a good reception and be well treated," and shows an article that the Canadians want, and not insist too much that what he has to sell is what we must have, but will make what we want, then there is no doubt that he will do business.

Traveling in Canada.

With regard to expensive traveling. So far as the duties are concerned, and his complaint that paying duty on his packages was blackmail, all travelers have to pay this duty, no matter from what country they come. Had he been willing to take a little advice he would have gone to Canada with the invoice of samples and packages, and he probably might have paid a little less. It was annoying no doubt, but not more so than it is to a Canadian who visits Great Britain and is charges 4s on a broken pound package of tobacco. They are both Government rules, and there is no getting away from them. Railway fares are cheaper there than here. From Montreal to Toronto is 666 miles return, and the fare (first-class), including Pullman sleeping car, amounts to £4; but had he taken a little advice from those who knew he would have joined the Commercial Travelers' Association, and got his fare about one-third less, and would have been allowed about 200 lbs. excess baggage. The fare from Birmingham to Glasgow, 576 miles return, is £4 10s, and if you took a "Pullman" you would want your pocketbook full.

We have not outside porters as here We cannot get the men, but we have something which may cost a little more with our transfer companies. He objects to fivepence for a shine—he should have said that he got a polish which would last him for a week, not the dabbing on of a bit of blacking such as you usually get at hotels on this side. If he got a polish in a London hotel of the same class as he got in Canada it would cost him sixpence. Hotels of the class

THANK you for orders sent us during travellers' holidays, also those received and shipped last Monday. We appreciate thoroughly the courteous treatment we received at the hands of our friends.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

New Arrivals

ANT SUGAR
The best thing for keeping ants away from food.

STRETTONS' SAUCE
Reputed ½ pints.

JAMES ROBERTSON & SONS SCOTCH MARMALADE
1-lb. Jars.
7-lb. Tins.
THE GENUINE.

SAMUEL HANNAH & CO.'S IMPORTED PICKLES

16-oz. Octagon Mixed,	cases,	each	4 lbs.
16 oz. " Chow Chow,	"	"	4 lbs.
40-oz. Mixed,	"	"	2 doz.
40-oz. Chow Chow,	"	"	2 doz.

Write to us for quotation on the above

James Turner & Co., - Hamilton
BRANCH CANADA GROCERS LIMITED

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

TEAS

We are offering exceptional value in all grades of Tea--

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

We are

NOW

booking orders for Fall delivery on Imported and Domestic cheese, including:

Roquefort
Gorgonzola
Swiss
Edam
Pineapple
Limburger
English Stiltons
Canadian Stiltons
Canadian Cheddars
Canadian Flats

"NOTHING BETTER"

Write us and get our prices.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
51 COLBORNE ST., TORONTO, ONT.

he used in Montreal, Quebec, and Toronto could not be found in this country for twice the money. A man may go through a bill of fare in Canada and get his choice of three times as much as he would get at one meal here for the same price. Everything is table d'hote, and a bill of fare for three meals is put before a traveler which could not be got for three times the money in Great Britain. It is an exaggeration to say that you can get as much for a shilling in England as you can get for a dollar in Canada. Little expenses may amount to more, but the larger ones are not so much. Of course, if he is going across the Continent he is traveling ten times the length of the British Isles. If he goes from Montreal to Toronto he goes farther than from London to Glasgow, and probably if a man is accustomed to take two weeks to travel that distance on this side it naturally would amount to less. The shorter trips give him a chance to average his expenses.

In spite of the gentleman's remarks, there is a large business to be done if the British will go after it, and make what we want, but it is absolutely useless for a man to go to the other side thinking he can sell any "old thing" just because it is "British."

GROCERS WILL CONVENE.

At the regular monthly meeting of the Grocers' Section of the Toronto Branch of the Retail Merchants' Association held August 22 arrangements were completed for holding a meeting of the representatives of the grocers' sections of the Association throughout the province on Tuesday, September 6.

A resolution was passed condemning the Merchants' Premium Exchange, a new business similar to trading stamps recently introduced into the city, and the complaint was referred to the General Executive Board to take action.

SALMON

We are offering a splendid value in good red fish, new pack—to arrive. We have only a limited quantity of this fish to offer. You had better get in on this before it is all gone.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers, Toronto

Business Changes

ONTARIO.

A MEETING of the creditors of Z. Regimbal, grocer, Axilda (Rayside P.O.) will be held September 1. Mr. Regimbal has assigned to C. Price, Sudbury.

Simon Yost, grocer, of Berlin, is dead.

J. W. Allen, grocer, of Guelph, is dead.

J. Hewer, flour and feed merchant, Guelph, has sold out.

The assets of C. W. Butler, grocer, Ottawa, have been sold.

A. D. Nicholson, general merchant, Pendleton, is giving up business.

J. Rankin confectioner, Stratford, has sold out to A. Beattie & Co.

S. J. Dempsey, general merchant, Calabogie, has opened a branch at Renfrew.

QUEBEC.

A. Moscovitch, grocer, Montreal, has registered.

Fisher & Son, grocers, Montreal, have registered.

N. Leclerc, general merchant, French Village, has assigned.

The American Pickle Works, Montreal, have registered.

The assets of A. Robert, grocer, St. Jerome, have been sold.

J. D. Pilon & Cie, general merchants, Dorion, have registered.

Howard Gray & Co. fruit merchants, Montreal, have registered.

A. Couture, grocer, Levis, has assigned voluntarily to A. Lemieux.

Z. Castonquay, grocer, Montebello, has succeeded Pierre Huneault.

W. E. Gingras, grocer, Montreal (St. Henry) is offering to compromise.

A. L. Kent has been appointed curator to M. P. Laverty, grocer, Montreal.

The assets of M. P. Laverty, grocer, Montreal, are to be sold August 29th.

L. E. Desilets, general merchant, Shawinigan Falls, is offering to compromise.

The aserts of M. P. Laverty, grocer and liquor merchant, Montreal, are to be sold.

A. Hamel, grocer, Ancienne Lorette, made voluntary assignment to V. E. Paradis.

V. E. Paradis has been appointed curator to A. Dallaire, general merchant, Tremblay.

J. F. C. Martel, grocer, St. Ronald, has made voluntary assignment to V. E. Paradis.

The assets of Eugene L'Ecuyer, general merchant St. Polycarpe Junction, are to be sold.

Rheaume & Cie, butchers and provision merchants, Montreal, have dissolved partnership.

V. E. Paradis has been appointed curator to Samuel Viner, general merchant, Rimouski.

N. Cotnoir has been appointed curator to Hormisdas Poitevin, grocer, St. Germain de Grantham.

Demand of assignment of Rheaume & Co., butchers and provision merchants, Montreal, has been made.

A statement of the affairs of H. Mercier, general merchant, St. Ephrem D'Upton, is being prepared.

T. Valiquette, crockery dealer, Montreal (St. Henry) has assigned; meeting of creditors August 23.

A meeting of the creditors of Narcisse

Upton's Orange Marmalade

on toast makes a delicious breakfast.

TRY IT.

Leclerc, French Village, general merchant, will be held August 27.

Declaration of separation as to property of J. A. Bedard has been made by Hamel & Bedard, grocers, Quebec.

A meeting of the creditors of H. S. Frigon & Co., general merchants, Three Rivers, was announced for August 23.

A. Desmarteau, Montreal, has been appointed curator to J. McGarrahan, dealer in tobaccos and cigars, Montreal.

J. H. Constantin, general merchant, Nominique, has assigned and a meeting of the creditors will be held August 29.

V. E. Paradis has been appointed curator of J. W. Donohue, general and commission merchants, Roberval, whose assets were advertised to be sold August 25.

NEW BRUNSWICK.

M. A. Godfrey, grocer, St. John, has sold out to M. E. Grass.

Ashmere & Gilroy, bakers and confectioners, Waskada, have dissolved partnership.

Cooper & Surkin, late general merchants, Insinger, have assigned to C. H. Newton.

Fisher & Ross, general merchants, have sold their Leavings branch to L. H. Ugland.

M. Krolik, general merchant, Grenfell, has been succeeded by Krolick & Schroeder.

Whitecombe & Munro, grocers, Edmonton, have sold out to Brunelle & Stadebacker.

G. M. Jackson, general merchant, Poplar Point, has sold out to Chas. H. Clarke & Co.

The stock belonging to the estate of Joseph Philibert, general merchant, Duck Lake, has been sold.

"Salada" Tea Exhibit in Ceylon Government Building, St. Louis.

F. Fulmer & Co., general merchants, St. Martin's, have assigned.

The blacksmith shop in connection with the general store belonging to W. L. Belyea & Co., Sydney, has been destroyed by fire; loss $200.

MANITOBA AND N.W.T.

Tyndale & Myers, confectioners, Roland, have dissolved partnership.

McKenzie & Rutherford, confectoners, Lariviere, have sold out to McKenzie Bros.

J. W. Halstead, baker and confectioner, Carnduff, has sold out to John Walker.

BRITISH COLUMBIA.

W. H. K. Russell, grocer, Vancouver, is giving up business.

Mr. G. A. Paulson, of Paulson Bros., grocers, Rossland, is dead.

EXECUTIVE OF MASTER BAKERS' ASSOCIATION.

The following is a list of the officers of the Master Bakers' Association of Canada for the coming year: President, A. A. Lees, Hamilton; vice-presidents, M. Bredin, Toronto; C. S. Clapp, Belleville; J. W. Wilson, Spring Hill, N. S.; secretary, J. Acton, Toronto; treasurer, G. Weston, Toronto; executive committee, A. W. Carrick, Toronto; G. Whittaker, Brantford; John Turnbull, Simcoe; A. M. Ewing, Hamilton.

CANADIAN TEA FIRM AT ST. LOUIS.

MR. P. C. LARKIN, proprietor of the Salada Tea Co., Toronto and Montreal, has just returned from a tour of the Salada branches in the United States, including Buffalo, New York and Boston.

In an interview with The Grocer, Mr. Larkin states that his firm is making good progress in the United States, and that ultimately Ceylon and Indian teas will have it their own way over there. Instances of this are seen in the increased demand for Salada, and the frequent inquiries for it received daily. In Boston to-day every wholesale and practically every retail grocery store stocks Salada. The same is true of Buffalo, Pittsburg, Detroit, and throughout the New England states. In greater New York over 1,500 retailers carry Salada; in Chicago over 1,000; in St. Louis in the neighborhood of 600, and similar conditions prevail in all the principal cities of the United States. On August 18 a large telegraph order was filled from San Francisco; all going to show the prominent place Salada has secured in the United States market.

The Grocer is reproducing in this week's issue, a photograph of the Salada tea exhibit in the Ceylon Government building at the St. Louis Exposition. Mr. Larkin says the exhibit has already done Salada a great deal of good, and will be productive of much more before the end of the fair. It may interest readers of The Grocer to know that the same exhibit is repeated in the India Government Building, so that Salada has no less than three exhibits on the fair grounds. Tens of thousands of visitors are availing themselves of the opportunity provided for a close inspection of Salada tripple exhibit, and through the courtesy of those in charge are gleaning much valuable information concerning far away India and Ceylon.

The accompanying illustration gives a fair idea of the actual exhibit. One of the most striking features is its size. Nothing is crowded; eastern bronzes and richly carved teak wood furniture are scattered about in luxurious profusion. Oriental rugs, tapestries and cashmere silk curtains are much in evidence, but wherever a bit of wood work is visible the eye is afforded a veritable treat in the way of Indian carving and arabesque work. The illusion is complete when a dark-skinned native in Indian costume appears on the scene and serves a cup of Salada tea after the fashion of the east.

Something for you to think about

ARE you selling more **RED ROSE TEA** than you did a year ago? Most merchants are, and many tell and write me that they are selling very little of any other brand, and find that by pushing **RED ROSE,** they increase their sales more than when they were selling other brands.

Does it not appear reasonable that your customers have more confidence in you and the goods you sell, when you recommend only **one** brand of any one kind of goods?

There can only be **one** that **is the best.**

If RED ROSE TEA is THE BEST, that, without doubt, is the one you should recommend. If it is not the best, recommend the one that you think is.

T. H. ESTABROOKS

BRANCHES
TORONTO WINNIPEG

. . . St. John, N.B.

MONTREAL RETAIL BUTCHERS' PICNIC.

A MONTH ago The Grocer had the pleasure of chronicling the outing of the Retail Grocers of Montreal at Delorimier Park. In this issue a like pleasure comes in reporting the annual picnic of the Retail Butchers' Association of Montreal, or, as their very handsome and elaborate programme puts it "22 eme Pique-Nique Annuel de L'Association des Bouchers de Montreal," which took place on Wednesday, August 17. The Butchers' Association of Montreal has just reason to be proud of itself. Founded in 1870 the society after hard work and enterprising propaganda has become a power in the city, and its influence is socially, commercially, fraternally and politically one of the most prominent. Its progress from its formation with a membership of 35 members in 1870 has been steady and solid and to-day its list of members numbers 300 with prospects for a large increase very bright. Thanks to the wise and prudent administration of its officers, the financial condition of the society is excellent, with a reserve fund strong enough to meet future exigencies. Its presiding officers have been men prominent in their trade in the city and it is largely due to the close interest and attention given by these officers in the past that the present prosperous condition of the association is due. Among its past presidents may be mentioned the following: D. Contant, J. B. Bourrassa, F. Bayard, E. Lavigne, E. and Alf. Leduc the well known St Henry packers; Jos. Denis, Macduff Lamb, of University street market; P. Bedard, and others. The present incumbent of the chair is J. Lamoreaux one of the hardest workers the society has had, who spares neither time, money nor interests in advancing the welfare of the association. Mr. Lamoureaux is assisted by a committee of hardworking and keen-sighted business men H. Portras, treasurer; J. A. Beaudry, secretary (Mr. Beaudry is also secretary of the Retail Grocers' Association); correspondent secretary, Aug. Prevost.

The trades of the grocer and the butcher are closely allied both purveying to the requirements of the inner man. In these days, particularly in cities and in the larger towns, they are often combined, and it naturally follows that the picnics and excursions of the two associations are patronized mutually by members and friends of both. The picnic on Wednesday last was no exception to this mutual enjoyment, and the grocers of Montreal turned out freely to assist their confreres in making it, as it turned out to be the banner picnic of the year, nearly 6,000 persons being present to enjoy the games and races provided by the committee.

One of the interesting features of the Butchers' Picnic is the annual parade of delivery wagons and private turnouts, with members, etc. This year owing to the threatening weather of the early morning, the turnout was not so large as last year's, but small as it was in comparison with its predecessors, it was sufficiently large and representative to attract attention and praise from the citizens on the route of parade. Accompanied by a band the procession left Champ de Mars at 10 o'clock, arriving at Delorimier Park at 12.30. Here under a large tent, the officers, invited guests and representatives of the press, partook of such a lunch as can only be spread by such connoisseurs and bon-vivants as the butchers of Montreal. Speeches were made by Mayor Laporte, Ald. N. A. Lapointe, Ald. Levy, Hon. Robert Bickerdike (one of the founders of the Association), N. Chartrand, president Retail Grocers' Association; C. O. Gareau, president Dry Goods Association; Mr. Watson, president Boot and Shoe Association; Alf. Leduc, ex-president Butchers' Association; Mr. Montet, of La Presse, on behalf of the members of the press present; J. Lamoreaux, president, and J. A. Beaudry, secretary Butchers' Association, and others.

After luncheon the games were entered upon and carried out with promptness and satisfaction to all, except the losers. Some 25 events were on the programme, and with the large number of entries for each, president Lamoreaux and his committees were kept more than busy. Just as the last event had been pulled off Jupiter Pluvius, who had been keeping magnanimously in the background all day, concluded to take a hand in the sport, and started to pour out his blessings upon the thousands present, thinking no doubt that as the inner man had been moistened the outer man should restore the balance.

Prime Cuts.

That four-in-hand turnout with President Lamoreaux, Secretary Beaudry and Ald. N. A. Lapointe was a most magnificent rear guard for the procession.

Mayor Laporte received a splendid reception at the pavilion, and in his speech aptly referred to the similarity of interests and aims of the Butchers' and Grocers' Associations.

Alf. Leduc of course had to win that foot race. As at the Grocers' picnic he showed that "St. Henri" was in front.

O. Lefebvre of "Chinese Starch" fame, was enjoying himself up to the limit finding many friends to greet him.

Jos. Ethier, of Laporte, Martin & Cie., was one of the judges of the horse racing.

The crowd of over 6,000 people was one of the largest of the season, and seemed to thoroughly enjoy itself.

The absence of gambling was a feature favorably commented on by the patrons of the picnic. The wheel of fortune is certainly getting a thorough shaking-up all around, the police authorities keeping a close eye on the artists.

President Lamoreaux's bullock balloon created amusement. It was certainly a good ad.

"Tommy," the famous horse of "El Presidente" Cigar Co., ran his special race alone and received thunders of applause at the finish. It was a good and novel feature and much enjoyed.

Vice-President Maynard of the Retail Grocers' Association and 2nd Vice-President Limoges of the same society were popular participants in the festivities.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

BEECHNUT

BRAND

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,
LIMITED.
PORK AND BEEF PACKERS,
TORONTO, ONT.

Public confidence in the wholesome preparation and splendid eating qualities of

MATTHEWS' PORK SAUSAGES

is what sells the goods. The fall season is here, write us for special prices on weekly orders.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

MAGIC BAKING POWDER

MAKES YOUR CAKES LIGHT.
MAKES YOUR BISCUITS LIGHT.
MAKES YOUR BUNS LIGHT.
MAKES YOUR LABOR LIGHT.
MAKES YOUR EXPENSES LIGHT.
Order from your Grocer.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The strength of the market of last week in smoked meats is continued this week. Prices are firm, and it is probable that long clear bacon and lard will be still higher in the course of a week or two. Stocks are low, which fact assists in sustaining prices. The fresh meat market is quiet, the holiday season telling strongly against it. Beef is a little weaker, although prices remain about the same. Spring lamb has taken a sudden leap to 9c., but will in all probability be down in a couple of days to its old level around 8c. We quote :

Long clear bacon, per lb	$0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09	0 09½
Small hams per lb	....	0 13
Medium hams, per lb	....	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 08½	0 09
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	....	0 07½
" tubs "	0 07½	0 07½
" pails "	0 07½	0 07¾
" compounds, per lb	0 06½	0 07
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	8 00	9 00
" front quarters	4 50	5 50
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	....	9 00
Veal	6 00	8 50
Hogs, light	8 00	8 25

Butter—Conditions in the butter market remain about the same, with receipts large. The export demand is off a little this week, but prices are as strong as ever. Dealers complain of the poor quality of butter offered. The damp weather, with its long, rank grass, has resulted in soggy butter that neither packs or keeps well. One dealer asserts that he has never seen a season of such a poor quality of butter. This feature shows up most strongly in the tubs. We quote this week :

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 17½	0 18½
Dairy prints	0 14	0 15
" in tubs	0 12	0 14

Cheese—Two reasons are given for the advance in cheese on the boards a couple of weeks ago. One is that higher prices are expected on account of the spoiled cheeses reported in England. At least, the rumor reached this country, and probably had something to do with it. But from all appearances, it was a game of bluff almost pure and simple. If buyers had an idea that they could scare the Englishman into falling over himself in getting into the market simply by inflating prices they may find themselves mistaken. Dealers' prices remain firm, with a little falling off in the board prices. Stocks held in this country must be large, as the make has been unprecedented. Unless an improved export demand soon appears, there is sure to be a lower level of quotations. Board reports are as follows :

Board.	Boxes.		Price.
Campbellford	1,465	(630 sold)	0 08½
Ingersoll	4,752	(no sales)	0 08½
Woodstock	3,370	(few sold)	0 08½
Peterboro'	5,893	(4,575 sold)	0 08½ 0 08 3-16
Stirling	950		0 08 3-16
Picton	*1,000	(695 sold)	0 08 5-16
Brockville	1,750	(none sold)	0 0 8
Madoc	879		0 08 3-16
Kingston	1,220	(350 sold)	0 08
Barrie	480		0 08 1-16 0 08½
Tweed	540		0 08½
Vankleek Hill	1,150		0 08½
Winchester	1,621		0 08
Perth	2,640	(few sold)	0 08½
Napanee	1,470	(350 sold)	0 08
Listowel	2,866	(none sold)	0 08½
Kemptville	....	(none sold)	0 08 1-16
South Finch	1,300	(few sold)	0 08½ *0 08 5-16
Ottawa	1,042	(few sold)	0 08
Iroquois	*785	(few sold)	0 08 3-16
Belleville	2,600	(1,400 sold)	0 08 5-16 0 08⅜
London	2,129	(no sales)	0 08
Cornwall	1,695		0 08½ *0 08 5-16
Alexandria	1,337		0 08½ *0 08 5-16
Lindsay	1,752		

*Colored Cheeses.

We quote the following prices :

	Per lb.	
Cheese, large	0 08½	0 09
" twins	0 09	0 09½

Montreal.

Provisions—A general steadiness marks provisions of all kinds. There are plenty receipts of live hogs, and a good demand. Sales continue at $5.75 a hundred, off cars weight. A general demand has been noticed for fresh killed abbatoir stock, and prices remain unchanged since last week. Canadian bacon is reported to be selling finely in the Old Country, enquiries have been frequent and there is a steady market. Lard is still active, and business good We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06⅞
" " ½-tierces, per lb	....	0 07⅛
" " 60-lb. fancy tubs	....	0 07⅛
Cases, 20 3-lb. tins, per lb	....	0 07⅞
" 12 5-lb. tins "	....	0 07¾
" 6 10-lb. tins "	....	0 07⅞
20-lb. wood pails, each	....	1 48
20-lb. tin pails, each	....	1 38

Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅜
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09¼

Butter—An excellent business has been carried on in butter, and early this week at the wharf, a thousand boxes were cleaned up at 19c. From the Old Country encouraging news has arrived, and the situation is stronger for export Drought and hot weather in the Old Country has caused a scarcity of good stock, and Canadian butter will be in better demand than ever, no doubt. An exceptional price has been realised in 1 1-4c for Quebec creamery.

Butter Exports—The exports of butter are continually increasing, the total shipment for last week, ending August 22, were 32,398 boxes; of these 28,259 were local shipment. For the corresponding week of last year, there were 21,371 boxes and of these 18,912 were of local shipment. The total butter shipments since May 1, were 238,276 boxes, and of these 210,860 were local export. For the corresponding period of 1903. there were 157,513 boxes shipped.

Cheese—A slight improvement has been noted in the cheese situation since last week. Considerable steadiness has been reported, and export enquiry has improved. Early in the week 7,000 boxes sold at 8c. In one small lot there was some competition between two firms, and a quarter to three-eighth cents more was bid. It is quite interesting to compare the offerings of a year ago at this time, when in one morning at the wharf, 12,000 boxes of cheese were offered. It mighily easily be exclamed, "Oh, what a falling off was there!" From abroad

Few Flies last year
No Flies this year
if you use
Wilson's Fly Pads
Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

Are You the Man

we are looking for?—the man who wants the best class of goods. We make

Napoli Macaroni

—a better, more attractive, and cheaper Macaroni than the imported.

Samples Free.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

In the Coffee Business

Just because we know coffees. Lots of low grade blends. Few high grade blends. Always room at the top; hence

TORONTO CLUB COFFEE

—a matchless blend of genuine high grade Mandheling Java and Arabian Mocha. In sealed packages, ½s and 1s. Ground or whole. Sample free.

TORONTO CLUB COFFEE CO.
85 Jarvis St., TORONTO.

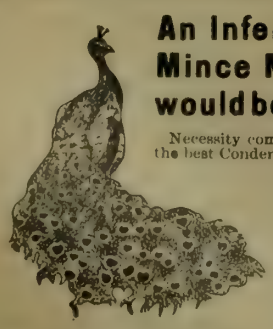
COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.



An Inferior Mince Meat would be foolish

Necessity compels us to make the best Condensed Mince Meat.

PEACOCK BRAND

is best. Your wholesaler will supply you.

The Bates, Peacock Co.
HAMILTON, ONT.

it is learned that consumptive enquiry must have increased considerably, as the total stocks in London, for instance, are not much larger than they were a year ago, at this time. Cheese may improve.

Cheese Exports—For the week ending August 11, there were 84,647 boxes of cheese and of this 69,171 were local. For the corresponding week of last year, the falling off for this year is very noticeable, there being 96,985 boxes shipped. Since May 1 the total shipments amounted to 996,531 boxes, and in 1903 they were 1,368,718, so that the falling off is all the more marked when the aggregate is shown.

St. John, N.B.

Provisions—There continues to be a very light inquiry for barrelled pork and beef, little change in price reported. In lard holders of stock begin to see signs of a firmer market. Hams and rolls command full figures. In fresh meats domestic beef is easy and the outlook seems favorable to low prices. Western beef is unchanged, veal and mutton continue dull, lamb is selling freely at somewhat lower prices. We quote the following prices:

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	19 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 10
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb, "	0 08	0 09
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08½	0 09
" " pails	0 08½	0 08

Butter—The market is well supplied Prices are low. There is improved demand for best grades. Our quotations are as follows:

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—Prices are firm and tend to higher values. A steady sale is reported. Our quotations are as follows:

Eggs, hennery	0 15	0 20
" case stock	0 14	0 15

Cheese—With the making of later cheese, factories have advanced prices. The outlook seems improved. We quote the following prices:

Cheese, per lb	0 09	0 10

Winnipeg.

Cheese—The market is steady and prices are well maintained by a good, regular demand.

Cheese, large, per lb	0 00	0 10
" small, and twins	0 00	0 1

Butter—The market is firm and fairly bright. As usual, there is a good deman for choice quality. We quote the following prices:

Creamery, fresh churned, per lb		0 22
" per lb		0 20
Dairy, per lb		0 18
" in tubs, per lb	0 15	0 16

Cured Meats—The market is now firm. Quotations are as follows:

Hams, per lb	0 12½
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Lard—The market is firm. Our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 75

CHEESE AT CURING ROOMS.

The following statement shows the number of cheese received at the different Government curing rooms up to July 31 for 1903 and 1904:

	1903.	1904.
Brockville	5,326	5,820
Cowansville	9,175	8,040
Woodstock	8,155	7,146
St. Hyacinthe	2,544	8,622
Total	25,200	29,628

A BIG FRUIT SHIPMENT.

Thompson liner Kildona, which sailed from Montreal last week, carried a large consignment of fruit from the Government Exhibition Building, Ottawa, and which will be shown at the September Trades Exhibitions in London and Liverpool. Some of the specimens were preserved in antiseptic fluid, so that they would be fit for displaying next May at the Liege Fair in Belgium. After the fruit has remained two weeks on exhibition at the British fairs it will be disposed of in the natural condition. Apples and pears form the chief part of the shipment, there being also some peaches and plums. All the fruits were gathered in Ontario and Quebec, but it is expected that some samples from Nova Scotia will be procured before the exhibitions are over; they are this year's crop. The products of the dairy, canned goods and confections were shipped some weeks ago.

The Federal Government is also sending fruit to St. Louis, as well as a large quantity of immigration literature.

J. Walsh, St. Mary's, Ont., is making extensive improvements in his grocery store.

An Opportunity——

THE GREATEST AND MOST INTERESTING SALE, IN THE ANNALS OF THE WHOLESALE GROCERY TRADE, WILL BE OUR

FIRE SALE

WHICH OFFERS THE GREATEST OPPORTUNITY OF SECURING BARGAINS IN ALL LINES OF GROCERIES, TEAS, COFFEES, CANNED GOODS, ETC.

THE ENTIRE STOCK IN OUR WAREHOUSE, RECENTLY DAMAGED BY FIRE, AMOUNTING TO ABOUT

$160,000.00

WILL BE SOLD AT PUBLIC AUCTION COMMENCING

WEDNESDAY, SEPT. 7th——AT THE WAREROOMS OF

SUCKLING & CO., Wellington Street West, Toronto.

Catalogues—(AS SOON AS PRINTED)—WILL BE MAILED UPON APPLICATION.

FOR FURTHER PARTICULARS ADDRESS

THE **EBY, BLAIN CO.,** LIMITED. WHOLESALE GROCERS TORONTO

N.B.—**ALL** THE STOCKS IN OUR TEMPORARY WAREHOUSES ARE ALL NEW. ALL DAMAGED STOCK WILL BE DISPOSED OF AT AUCTION.

WAIT FOR IT

PERSONAL MENTION.

Mr. H. P. Eckardt, of H. P. Eckardt & Co., Toronto, has returned from Georgian Bay to the strenuous life.

Mr. and Mrs. Walter Paul, who have been holidaying in Europe, have just returned. Mr. Paul is one of Montreal's oldest and popular family grocers.

Mr. W. P. Downey, the energetic agent for Hires Root Beer, and many other grocers' specialties, has been enjoying the holidays with his family at Old Orchard Beach.

Owing to the courtesy of the Montreal Retail Grocers' Association, Mr. W. H. Seyler, of the Montreal staff of The Grocer, was able to enjoy their annual outing in Montreal this week.

Mr. W. R. Powell, manager of A. Keith & Sons brewery, Halifax, N. S., was in Montreal Sunday and Monday of this week. Mr. Powell was entertained by Mr. W. P. Downey, a well-known Montreal business man.

Mr. A. S. Muskratt, of Lakhipore, Assam, India, a prominent East India tea planter, was in Toronto on Friday last. Mr. Muskratt has been doing the World's Fair at St. Louis, and is taking a flying trip through Canada prior to returning to India. He is much interested in the development of the Ceylon and Indian tea trade in Canada.

Mrs. A. C. Gray, assistant secretary of the Board of Trade, Toronto, visited the Montreal Board of Trade recently. Mrs. Gray is an accomplished and capable woman of known ability, having been connected with the Toronto board for a number of years, where she has survived numberless changes of secretaries. Mrs. Gray has been spending a pleasant holiday in Quebec.

George Cassidy, one of the British Columbia fish packers of Vancouver and New Westminster, visited Montreal and Toronto during the past week. In going about Montreal he was accompanied by Mr. D. J. Byrne, of Leonard Bros. Mr. Cassidy was arranging some business for his firm, and he reported the catch of salmon very light. Everywhere there seemed to be a fair demand for all kinds of salmon.

Mr. Henry Wright, Toronto, president of the A. F. MacLaren Imperial Cheese Co., and their Mr. H. W. Bender, sales manager, for the United States, with offices in New York, will tour the principal cities of the United States in company with Mr. P. Lebrou, president of the Grande Societe of Roquefort, France, the manufacturers of the genuine "Societe" Brand of Roquefort Cheese. The A. F. MacLaren Imperial Cheese Co. are sole agents for this brand, and do a very large business with it, both in Canada and the United States. The party will visit Boston, New York, Philadelphia, Detroit, St. Louis and Chicago, returning then to Toronto.

Mr. T. A. Snyder, of Cincinnati, whose name perhaps is known almost as widely as the illustrious Lipton himself, in connection with a catsup labelled "Snyders," visited Montreal this week. Mri Snyder arrived in Montreal in his own yacht, the Palmetto, a beautiful little craft that attracted considerable attention in the harbor during the two or three days of his visit in Montreal. His representatives, Rose & Laflame, made it their pleasure to show Mr. Snyder the beauties of the city. Mr. Snyder was much impressed with Montreal as a business centre, and left to continue his outing on the St. Lawrence. He was accompanied by Mr. Roberts, a well-known business man of Philadelphia.

HINTS TO BUYERS.

It will pay every grocer to attend the fire sale of the Eby-Blain Co., Toronto.

A. F. MacLaren Imperial Cheese Co. report that they have on the way the largest shipment of fancy cheeses ever imported into Canada. The variety consists of Roquefort, Gorgonzola, Swiss, Edam, Pineapple, Limburger and English Stiltons, which are claimed by the various exporters to surpass in quality anything they ever exported.

Crockery and Glassware

Limoges Ware.

THE United States' commercial agent at Limoges has submitted the following interesting information on the china industry of that city: The growth of the china industry at Limoges presents a very interesting chapter in the history of French art and enterprise. All the wonderful development that has taken place—the discovery of kaolin at St. Yrieix, the building of factories, the establishigg of a name and market throughout the world—have occurred within the last century. Limoges ware is considered by connoisseurs second to none in points of excellence. Its hardness, clearness, translucency, and general adaptation for table ware and decorative uses is unsurpassed.

KAOLIN AND CLAYS.

The first important factor in this china is the kaolin. What are reputed to be the purest deposits of this clay in the world are found in the quarries around St. Yrieix. There are many other decompositions of felspathic rock in other sections of France and in Great Britain, but they all contain more or less water, iron, mica, magnesium, and often sulphur. An excess of water is extremely injurious in making the very delicate paste used by the Limoges potters.

The different grades of this china are frequently caused by mixing the cheaper and impure clays from other quarries with the true kaolin. The color and weight of the ware is apparent immediately to the eye of an expert in china. The body of the glaze consists principally of feldspath and kaolin; many manufacturers add to these a certain proportion of ground china. One of the features of Limoges glazes is the entire absence of lead. This mineral forms an important factor in American and British enamel, but the excessive heat required to fire the hard china would make lead practically useless. The entire process of manipulating the clay and firing differs in France from the methods used in other countries. The American and British potters make a very hard bisque and a very soft glaze, while the French reverse the order of manufacturing.

Before the kaolin is delivered at the factory, it is washed and ground and all impurities removed. After its reception at the works it is again washed, and a pump carries the liquid up into a receiver, where it passes between two electro-magnets to remove every particle of iron that might remain in the clay; this mineral discolors the china (often forming black spots, so much objected to). The liquid is then poured into bags and transferred to a hydraulic press, where the superfluous water is forced out of the clay. The bags are emptied on a sort of platform covered with zinc, over which run heavy rollers. Great care is taken to prevent the paste from touching iron, the cast-iron rollers being encased in zinc. When the clay has finished its course under these rollers it is placed on another zinc-covered disc and worked by similar cylinders. These mixtures give a plasticity and evenness to the paste that no other manipulator has been able to impart. The paste is now ready for the potter.

MACHINERY.

Nearly all the moulding and jigging is done by machinery. The plaster is placed upon a jigger, or revolving disc, which is thrown in and out of gear by the foot. The knife gauge can be so arranged that the same machine can make several kinds of moulds. This machine economizes hand labor and contributes very much to the rapidity with which work can be done. There are machines for making plates, saucers, and platters. A machine reduces the paste to the desired thickness, while another throws it on the mould, and the plate is finished on still another. One man usually works these three machines. He makes just as many plates as he can change the moulds necessary for each one of the three. These machines work automatically. Steam power is generally employed. They work so evenly that there is no danger of imperfections in the articles made. There are two machines for making hollow ware, such as cups, soup tureens, bowls, and deep dishes of all kinds. In one of these there are two pedals, one regulating the pressure made on the paste, and the other throwing the machines in and out of gear. The gauge is so arranged as to fit into both hollow and curved ware. There is not only a down motion, but a side motion, to the gauge, which makes it conform to the irregularities of the mould. This machine has reduced the cost of manufacturing soup tureens, sauce boats, salad bowls, and covered dishes. A subsequent issue of The Grocer will contain additional information on firing and decorating Limoges ware.

Increasing Popularity.

It is a comparatively short time since Maddock's Welded Edge Hotelware found its way into the Maritime Provinces. Repeat orders soon followed the first shipment, supplemented by a series of special orders for hotels, clubs and steamships in St. John, Sydney, Woodstock, etc., with their own crests or badges on the ware. E. W. Klotz, of Toronto, the Canadian representative, now feels assured of the increasing popularity of this durable ware, from the fact that unsolicited reports have recently reached him to the effect that next year these goods will be still more extensively used. This gratifying statement is but another evidence that the excellence of this ware is being appreciated in Canada as it is in other parts of the world where it has been given a trial. It also shows, as has been indicated in a former issue of The Grocer, that Canadians do buy ware of repute.

Dinner Sets, Toilet Sets, Fancy China and Lamps

We are showing a very large assortment in above lines. Newest shapes, up-to-date patterns, best ware procurable and rock bottom prices.

Open Stock Dinner-ware

In this line we wish particularly to call attention to three patterns which are winners, **Blue Countess, Pink Beauty** and **Pink Carmen.** Send for samples and price lists of these patterns, they are too good to be missed.

Taylor & Mulveney

Hamilton, Ontario

Maddock's Welded-Edge Hotel Ware.

is the Best

JOHN MADDOCK & SONS, LTD., ENGLAND.

The Edge that counts for durability. Specially made for

Hotels, Restaurants, Clubs, Colleges, Hospitals, Railways and Steamships

RECORD OF THE PAST: Free from crazage, chips less and wears longer than any other make.
PROBABLE RECORD FOR THE FUTURE: Repetition of the past, and more extended use.

Special attention given to CRESTS, BADGES, MONOGRAMS, ALSO TO BAND AND LINE WORK.

E. W. KLOTZ Sole Agent for Canada **Toronto** 24 Wellington Street West **Import Only**

MARITIME PROVINCE TRADE
will please note that Maddock's Hotel Ware is carried in open stock by W. H. HAYWARD & CO., Limited, ST. JOHN, N.B.

CROCKERY DEALERS

B. H. M.

IN SMALL TOWNS

NOT VISITED BY OUR TRAVELLERS WILL FIND IT

Very much to their advantage

TO WRITE US FOR PRICES.

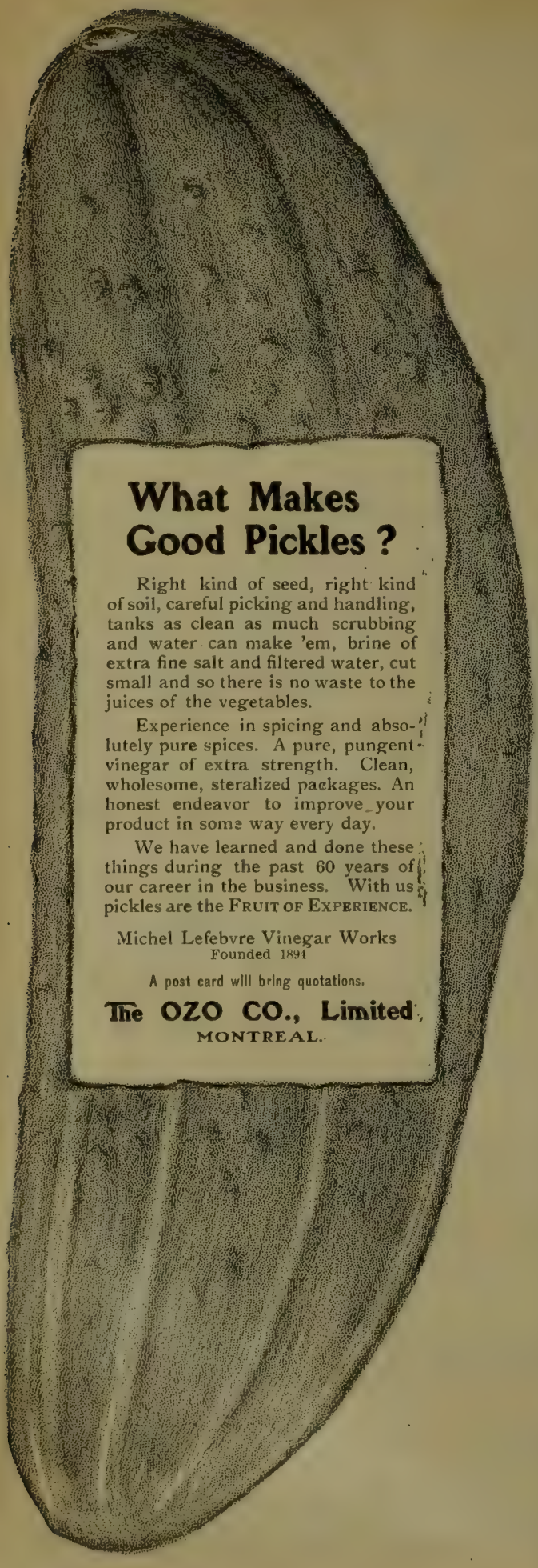
ASK FOR BOOKLET No. 2

WHEN IN MONTREAL CALL AND SEE US

BARNARD & HOLLAND CO.

English Pottery Representatives. **Montreal.** Importers of China and Glass

290 St. James Street, - Victoria Square.



What Makes Good Pickles?

Right kind of seed, right kind of soil, careful picking and handling, tanks as clean as much scrubbing and water can make 'em, brine of extra fine salt and filtered water, cut small and so there is no waste to the juices of the vegetables.

Experience in spicing and absolutely pure spices. A pure, pungent vinegar of extra strength. Clean, wholesome, steralized packages. An honest endeavor to improve your product in some way every day.

We have learned and done these things during the past 60 years of our career in the business. With us pickles are the FRUIT OF EXPERIENCE.

Michel Lefebvre Vinegar Works
Founded 1891

A post card will bring quotations.

The OZO CO., Limited,
MONTREAL.

CHEESE CHEESE CHEESE

160

Small Roquefort Cheese

per lb. 27½c.

Fruh & Maurice

"HORSE HEAD" Brand

The Finest and Best on the market.

WHAT ABOUT CANNED GOODS?

Let Us Hear From You.

L. Chaput, Fils & Cie.

WHOLESALE GROCERS,

MONTREAL.

—SOLE AGENTS FOR—
"DUBONNET" Tonic Wine, and for ST. LOUIS VICHY WATER
"RED CLOVER LEAF" Brand.

Flett's

PICKLE WISDOM

When the fox said the grapes were sour he fooled no one.

You have the satisfaction of knowing that when you say "Flett's Pickles are the best," you are fooling no one.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

BATGER'S

LIME JUICE CORDIAL

ALREADY SWEETENED,
DELICIOUS FLAVOUR,
REFRESHING,
QUENCHES THIRST,
SELLS WELL.

These are just a few reasons why you should STOCK BATGER'S LIME JUICE CORDIAL.

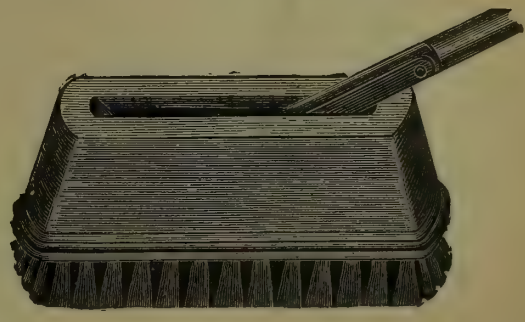
STOCKS AT

ROSE & LAFLAMME, MONTREAL. ‖ A. F. MacLAREN IMPERIAL CHEESE CO., LTD., TORONTO.

AN ELEGANT GLOSSY FLOOR

is always the result when

BOECKH'S RELIABLE WAXING BRUSHES



are used. They are made only of selected material, which is specially effective in producing a very high polish.

PRICES QUOTED ON APPLICATION.

UNITED FACTORIES, Limited

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St.
LONDON BRANCH: 71 Dundas St.

"BOECKH & BRYAN PAINTERS' BRUSHES ARE THE BEST MADE."

OUR LEADERS

are the most Saleable Goods in their line.

NOTE THEM:

POLLEN & ZOON

Holland Gin (in fancy white glass decanters, at very attractive prices). This is a splendid article for a cold.

MITCHELL BROS., Ltd.

(The most popular Scotch Whiskies). **Extra Special Liqueur, Red Seal**—the very finest on sale. **Special Reserve**—fine old Scotch. **Mullmore Scotch**—the best value and remarkably low prices. (All of these brands in different styles of bottles and flask.)

PH. RICHARD

Cognac, following grades :—**Fleur de Cognac**—V.S.O.P., V.S.O. and V.O. **3-Star White Brandy**—very rich flavored.

CHAS. COUTURIER

Cognac—a popular price line and excellent value.

F. MARION & CIE.

Cognac—a good, cheap Brandy in different styles and size bottles and flasks.

POLLEN & ZOON—Liqueurs

(Very choice ; once tried, always used). We have : Kummel, Presico, Vanilla Cream, Anisette, Vanilla, Creme de Menthe, Parfait d' Amour.

BLANDY BROS. & CO.

The largest wine house in Madeira. **London Particular**—(the most popular Madeira on the market). Specially Selected. Very Superior. In bottles and casks. **Malaga Wine**—Dry and Sweet. **Sherry Amorosa. Sherry Manzanilla—Very Old Port. Invalids' Special** (a fine tonic).

Laporte, Martin & Cie.

Wholesale Grocers and Wine and Spirit Merchants

Montreal, Que.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Maiden, J. H., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.

Cheese Cabinets.
Lucas, Steele & Bristol, Hamilton.

Chewing Gum.
American Chicle Co., Toronto.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Klotz, E. W., Toronto.
Taylor & Mulvaney, Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Canadian Swiss Trading Co., Montreal.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Davidson & Hay, Toronto.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Stavenger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Douglas, J. M. & Co., Montreal.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Greig, Robert, Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Parke & Parke, Hamilton.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry and Cattle Food.
Myers Royal Spice Co., Niagara Falls, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.
Verrat, Stewart Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Rattray, D., & Sons, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.
Turner, James, & Co., Hamilton.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Wines, Liquors, etc.
Laporte, Martin & Cie, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E. ... 75
Adamson, J. T., & Co. ... 75
Allison Coupon Co. ... 7
American Chicle Co. ... 73
American Coffee & Spice Co ... 85
American Tobacco Co. ... 83
Auer Light Co ... 8

Balfour & Co. ... 67
Barnard & Holland ... 25
Bates, Peacock Co ... 22
Batty & Co ... 85
Bennett Mfg. Co. ... 7
Black Bros. & Co. ... 8
Bloomfield Packing Co. ... 76
Bowser, S. F., & Co. ... 7
Blue Ribbon Tea ... 65
Bradstreet's ... inside front cover
Brantford Starch Works ... 54
Burlington Canning Co. ... 7

Canada Paper Co. ... 63
Canadian Press Clipping Bureau ... inside back cover
Canadian Salt Co ... 30
Canadian Swiss Trading Co. ... 71
Canadian Vinegar Co. ... 75
Capstan Manufacturing Co ... 8
Castle, F. J., Co. ... 68
Ceylon Tea ... 6
Chaput, L., Fils & Cie ... 26
Chase & Sanborn ... 65
Christie, Brown & Co. ... outside front cover
Clark, W. ... 63
Coles Manufacturing Co ... 54
Colson, C. E., & Son ... outside back cover 3
"Commissioner" Tea ... 7
Common Sense Mfg. Co ... 22
Cowan Co. ... 71
Cox's Gelatine ... 7
Cullen, Orlan Clyde ... 66

Davidson & Hay ... 15
Dawson Commission Co. ... 74
Dingle & Stewart ... 2
Dominion Molasses Co. ... inside back cover
Dominion Packing Co ... 19
Douglas, J. M., & Co. ... 36, 59
Downey, W. P ... 67
Duncan Company ... 7
Dunn, Wm. H ... 35
Dutch Chemical Works ... inside back cover

Eby, Blain Co ... 23
Edwardsburg Starch Co ... 87
Empire Tobacco Co. ... 80
Epps's Cocoa ... 63
Estabrooks, T. H. ... 17
Eureka Refrigerator Co. ... 71
Ewing, S. H. & A. S. ... 88
Ewing, S. H., & Sons ... 5

Fabien, C. P ... 83
Fearman, F. W., Co ... 19
Finkle & Ackerman ... 75
Force Food Co. ... 79
Fortier, J. M ... 82
Foster Pottery Co ... 2
Frontenac Cereal Co ... 78

Gibb, W. A., Co. ... 74
Gillard, W. H., & Co ... 10
Gillett, E. W., Co., Ltd. ... 17, 20
Gowans, Kent & Co. ... outside back cover
Greig, James R ... outside back cover
Greig, Robt., Co. ... 35

Hill, Evans & Co. ... 13
Husband Bros. & Co. ... 74

Japan Teas ... 4

Kay Bros ... inside front cover
Keen, Robinson & Co. ... outside front cover
Kingston "Gleaner" ... inside back cover
Kinnear, Thos., & Co ... 14
Klotz, E. W ... 25

Lake Huron & Manitoba Milling Co. ... 30
Lambe, W. G. A ... 2
Lamont, Corliss & Co ... 71
Laporte, Martin & Cie ... 28
Lucas, Steele & Bristol ... 13
Lyman, Knox & Clarkson ... 61
Lytle, T. A., Co ... 3

Maiden, J. H ... 71
Matthews, Geo. Co ... 20
Metallic Roofing Co. ... 66
Millman, W. H., & Sons ... 2
Mooney Biscuit and Candy Co ... 69
Morse Bros. ... 12
Mott, John P., & Co ... 68
Myers Royal Spice Co ... 10

MacLaren's Imperial Cheese Co ... 14
McAlpin Consumers Tobacco Co ... 82
McCann Wm., Milling Co ... 69
McDougal & Lemon ... 75
McDougall, D., & Co. ... 83
McGregor-Harris Co. ... 61
McLaren's Cooks' Friend Baking Powder ... inside back cover
McLean, J. A., Produce Co. ... 20
McWilliam & Everist ... 74

National Licorice Co ... inside front cover
Napoli Macaroni Co ... 22
Nicholson, Bain & Johnston ... 2
Nicholson & Bain ... 2
Nicholson & Brock ... 66

Oakey, John, & Sons ... inside front cover
Oakville Basket Co ... inside back cover
Ocean Mills ... 36
Old Homestead Canning Co ... 9
"Ozo" Co. ... 26

Pacific Selling Co. ... 35
Page, C. S. ... 66
Park, Blackwell Co. ... 19
Payne, J. Bruce ... 81
Provost & Allard ... 3
Pure Gold Mfg. Co. ... 70

Rattray, D., & Sons ... 84
Reckitt's Blue and Black Lead ... 86
Rose & Laflamme ... 5, 27
Row & Co. ... 2
Rutherford, Marshall & Co ... 61
Ryan, Wm., Co. ... 61

"Salada" Tea Co ... 54
Sheridan, J. H. ... 66
Simson Bros. Co ... 3
"Sovereign" and "Lynx" Salmon ... 8
Stavanger Preserving Co. ... 63
Stewart, A. J. ... 68
St. Charles Condensing Co ... 67
Stringer, W. B. ... 75

Taylor & Mulveney ... 24
Taylor & Pringle Co. ... 2
Thum, O. & W., Co ... 7
Tippet, Arthur P., & Co ... 1
Todd, J. H., & Sons ... 30
Todhunter, Mitchell & Co. ... 67
Toronto Club Coffee Co ... 22
Toronto Salt Works ... inside back cover
Tuckett, Geo. E., & Son Co. ... 81
Turner, James, & Co. ... 13

United Factories ... 27
Upton, Thos., & Co. ... 15

Verret, Stewart & Co. ... 7

Walker, Hugh, & Son ... 75
Walkerville Match Co. ... 5
Waterloo Broom and Brush Co ... 7
Watt, J. L., & Scott ... 68
Wethey, J. H. ... outside back cover
White & Co. ... 75
Wilson, Archdale ... 21
Wilson Commission Co. ... 2
Wilson, W. H., Co. ... inside front cover
Wood, Thomas, & Co. ... 10
Woods, Walter & Co. ... 21

Years and Years!

For years and years the most persistent buyers of Windsor Salt have been the most successful cooks. One woman has told another about the salt that doesn't cake, the salt of unequalled purity, whiteness, dryness, and each woman is a link in the chain that has been forged from one little word, "confidence."

A woman can make or mar your success in business. She can influence trade—above all, ***she does like to talk.*** Think of the cumulative effect of years and years of constant talking—***constant praise for Windsor Salt.***

Windsor Salt

The Canadian Salt Co., Limited,
Windsor, Ont.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

NEW PACK TO ARRIVE SHORTLY

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address {Adscript, London. Adscript, Canada.

MARITIME BOARD OF TRADE.

AS a special feature of this week's issue The Grocer is pleased to submit a full report of the Maritime Board of Trade convention at Moncton on August 17, 18 and 19. This is the twelfth consecutive time the amalgamated Boards of Trade of the Provinces of Nova Scotia, New Brunswick and Prince Edward Island have met in a convention which now ranks as one of the most important on the North American continent.

A Board of Trade is the place par excellence for the consideration of all matters affecting the industrial or commercial interests of a nation; none can speak with such knowledge and authority upon these things as those who are actually engaged in mercantile pursuits. The legislators of a nation are, as a rule, more or less closely in touch with its business men; at any rate it is the latter who wield the greatest influence in Canada, and those who make the laws must in the long run take their queue from the merchant, the banker, the lawyer, etc.

At the present time Canada is face to face with a number of important questions such as the proposed "Transcontinental Railway line," "the fast steamship line," "Government ownership," and the "preferential tariff," all of which must be dealt with summarily; in turn there are other questions affecting only certain parts of the country. Nothing but good can come from the discussion of these problems by such a representative organization as the Maritime Board of Trade, whose constituent members are among the most representative business men in Eastern Canada.

NO IMPAIRMENT OF REPUTATION.

THE rust which is damaging the wheat crop in certain sections of Manitoba will not dull the bright prospects of the Great West.

Patches of rust in one season are not indicative of Manitoba's normal wheat growing condition. This is so patent that the ills of to-day will not seriously injure the high reputation earned by years of experience.

DISASTROUS SALMON PACK.

THE run of sockeye salmon on the Fraser, one of the greatest salmon producing rivers in the world, now over for the present season, will be the poorest by half in the history of the salmon fishing industry of British Columbia. Last year was supposed to have been the greatest failure since the inception of salmon fishing on a large scale; this year's pack will, however, be away below that of 1903. A fair idea of the shrinkage can be had only by a comparison of this year's pack of 65,000 to 75,000 cases with that of 1901, which totalled 1,236,000 cases.

British Columbia merchants will be undoubtedly the first to suffer on account of the poor pack. When fish are plentiful employes of the salmon canneries distribute "hard cash" to the extent of two or three million dollars among the trade. This year the various trades will miss this extra volume of business. The eastern Canadian trade will also be affected by the big shortage in sockeye salmon. In expectation of this, opening prices for the new pack were considerably higher than those of last year. During the past week these prices have advanced fifteen per cent., and it is reported that there are practically no sellers at the coast. It is believed that the requirements of the wholesale trade have been pretty well met by this time at contract prices, but it looks as if the few dealers who have not yet contracted for sockeye salmon will be "out of the swim" with a vengeance. A curtailment in the consumption is not improbable in view of the high prices expected to rule. Another direct result will be an increased consumption of cohoes and pink salmon in eastern markets, and a corresponding stiffening in the level of prices therefore.

HIGH PRICES FOR WHEAT.

THE language of the wheat market although general rather than particular, at the present time, is to be construed as indicating higher prices for wheat during the coming months than have ruled for many years. At the bottom of this fact the world's production is 190,000,000 bushels short. The European countries to which Canada exports will require more wheat than usual but it is doubtful whether the yield here will be sufficient to permit of as large an export as last season. Eastern Canada will require all her wheat for home consumption and will in all probability have to draw upon the Northwest.

In Manitoba and the Territories the situation is uncertain. There are conflicting reports concerning the damage likely to be sustained by the growing grain crops from rust, and the actual conditions cannot be estimated for another week or ten days. The opinion is expressed, however, that the West will not have as much grain for export as usual. Nothing can take the place of Manitoba hard wheat in the eyes of the

British miller, which means that although the English market just now is not in it with the high prices ruling in Canada, the situation across the water will presently be more favorable to sellers.

A PERSONAL VIEW OF THE WEST.

IT is recognized that if a man is to develop his business to the fullest extent he must keep in personal touch with the conditions under which it is conducted. Not only should he have personal knowledge of the operations or processes by which his wares are produced, but he must have intimate acquaintance with the conditions under which they are sold.

Nor can any business man gauge the conditions existing in one section of a big country like Canada by intimate knowledge of the conditions prevailing in other sections. A manufacturer might, by careful study, acquaint himself thoroughly with the conditions affecting the sale of his goods in Ontario, and so adjust his operations to make the most of his business. Yet, this knowledge of Ontario's needs would be of small avail in an endeavor to build up a business connection in Manitoba and the west.

The conditions prevailing in the west are essentially different from those in the east. In the east there is, in most lines, strong local competition by manufacturers, so the primal need is economy of production; to reduce to a minimum the costs of manufacture. Generally speaking, Canadian manufacturers have so studied the needs of Ontario and Quebec that they are able to maintain their position against foreign competition; they are able, in short, to get their full share of the business in these provinces.

In the Canadian west, however, conditions are materially different. There are practically no manufacturers, though it is only a question of time till there will be in Manitoba and the west. Nearly all manufactured goods must be imported. Heavy freight charges on the one hand, and the keen competition of U. S. manufacturers on the other, combine to create conditions more difficult to solve than those they have encountered in the market nearer their base of production. In fact, the situation demands separate study and distinctly different treatment than is necessary in Eastern Ontario.

The western market is too important for the manufacturer to neglect, however. The increase of population in Manitoba and the Territories has probably been, during the last year or two, greater than in all the rest of Canada together. In equal proportion the demands for all the necessities of life have increased in the west. So great has been the growth of consumption in some lines that in many cases Canadian manufacturers have not been able to keep the western market supplied, the result being that in many cases there has been a steady growth of immigration.

The arguments that apply to the manufacturers can with equal force be used in regard to the wholesale houses. If any firm desires to do business in all parts of Canada it must recognize that the competition of United States manufacturers is a more serious problem in the west than in the east, that the transportation and storage problems of the east are in no degree comparable with those of the west.

In short, if a business man desires his business to be more than provincial he should get a footing in the west as early as possible. And to get a proper footing he should visit the country himself and take enough time to study the needs of the country thoroughly.

IN RESTRAINT OF TRADE.

JUST when Toronto's fire district was being covered with sightly buildings, just when the unfortunate business men were in strongest hopes of being safely housed for Winter, and of seeing a resumption of business that has been delayed for almost five months, all their hopes and those of the city for the building up of an unsightly block in the centre of the wholesale district are dashed to the ground by the strike of the builders' laborers. And although they represent unskilled labor, the Masons' Union, contrary to the established practice of unionism, and in direct contravention of their contract with the master builders, have inaugurated a sympathetic strike.

In the burnt district to-day, over one week after the commencement of the strike, scarcely a hammer is heard, and not a brick is being laid save in the cases where the imminent completion of the work induced contractors to grant the extra three cents an hour demanded. And it is all because a union of unskilled laborers are unsatisfied with two dollars a day of eight hours.

Last year the same union, after a thirteen weeks' fight, during which they were offered 21-2 cents an hour extra—within a half cent of what they asked—were forced to resume work at the old wages. Taking the working year of the length stated by the union —150 days—each week of idleness means the increased pay demanded of a third of a year, so that the fifteen weeks they have been idle already in the past two years will equal (supposing they win) the additional earnings of five years at the higher wage. The strike wage must not be considered, since this should in justice be returned, during busy years, for the benefit of striking laborers who have helped to contribute the amount in question.

And in this strike, as in every other, there are a great number of married men with families who are forced to quit work, much against their will. In this case over a quarter of those at the meeting voted against the strike and it is natural to suppose that a greater majority of the disaffected attended than those who desired to continue work.

However, justice or injustice has very little to do with the solution of a Toronto strike. Might is right, and a stand once taken will be adhered to to the last moment by both parties. In the meantime such large buildings as those of the W. R. Brock Co. and Gordon Mackay & Co. are lying half finished, although the wage demanded without recognition of the union, has been offered.

THE CANADIAN NATIONAL EXHIBITION

ON August 29th, the directors of the Toronto Exhibition Association will once more throw open the gates of Exhibition Park to the public, and for two weeks, what will be known as The Canadian National Exhibition, will be full swing. As in past years, so in 1904, the directors have spared no effort to keep up the reputation for sterling excellence, which the Toronto Exhibition has always enjoyed.

Exhibits.

The plan of the Exhibition covers two distinct fields. On the one hand are the exhibits of art, science, industry and agriculture, and on the other hand the amusements, provided in music, pyrotechnic displays, special acts and social gatherings.

The exhibits include, in the manufacturers and liberal arts section, all that is newest and best in Canadian industry, and these are displayed in the handsome new Manufacturers Building.

The fine arts are represented by a collection of paintings and sculptures, to be found in the Art gallery, also a new and admirably arranged structure.

In the live stock and agricultural section, the exhibits cover the best of everything that is produced on the Canadian farm. Processes of manufacture are illustrated in a special building. Cats, dogs, poultry and other pets have a section devoted to themselves, and last, but not least, there is the women's section, which includes a great variety of articles made by or of special interest to women.

Amusements.

As a special attraction during the whole exhibition, the management have secured the services of the famous band of the 42nd Royal Highlanders—"The Black Watch." This band will play three times a day. Before the grand stand this year will be performed each evening a pyro-military pageant, descriptive of "The Relief of Lucknow." This will be followed by a display of fireworks.

The special acts before the grand stand will include Dare-Devil Schreyer in his 108-foot dive from a bicycle into two feet of water; Winschermann's marvellous troupe of trained bears; Adjie and her lions and the Bickett family in aerial acrobatic feats.

Corresponding to the "Pike" at St. Louis, will be "Vanity Fair," a gathering of interesting and entertaining specialties, where old and young alike will derive instruction and enjoyment.

The Black Watch Band.

Apropos of the appearance of the Black Watch Band in Canada, it might be explained that the famous regiment, of which the band forms a part, was organized one hundred and sixty-five years ago, and has been employed almost continuously in the defence of the Empire ever since. Its first great service was in Flanders in 1743, its last at Magersfontein in 1899. In the interim the regiment passed through bitter struggles during the War of the Revolution, hardships in the West Indies, arduous service in the conquest of Canada. This long period of active service stamps the regiment as one of the greatest in the British Army.

The Black Watch Band is a worthy adjunct to the 42nd Regiment. It consists of 60 pieces, including pipers, and has a reputation for excellent playing that is as world-wide as is the fame of the Regiment for brave fighting.

Manufacturers Exhibit.

The new Manufacturers and Liberal Arts Building contains 165,000 square feet of floor space, and has been especially constructed to permit of the best possible display of specimens. The enterprise of Canadian manufacturers is becoming each year more widely known, and even at this early date, the number of applications for floor space indicates a completeness in the displays of this department which will far outdo any previous year. The exhibits of manufactured articles are being more perfectly divided into their various sections than has heretofore been the case, and visitors are assured of much interest and entertainment in their examination of the numberless lines of goods to be found in this building. So extensive will be the display of manufactured goods, that an annex has been provided to meet the overflow.

RETURNED
AUG 26 1904
Art Book 22.
Page 93

Manufacturers' Building—Canadian National Exhibition.

The Process of Manufacture.

In the Process of Manufacture Building is to be seen the active work involved in the production of a great variety of useful articles. The making of rugs and carpets; the manufacture of silk materials; the printing and binding

of books; the making of shoes and boxes; the production of almost countless articles of daily use, from the raw material to the finished article, are illustrated. These demonstrations, completely given and intelligently explained, will afford to those who witness them some slight idea of the great value and importance which the manufacturing interests of the Dominion possess in the building-up of Canada's prosperity and greatness.

Three Masterpieces.

One entire room of the Art Building has been set aside this year for the exhibition of three original masterpieces aggregating in value $200,000. These are the property of and are exhibited through the courtesy of Sir George A. Drummond, of Montreal. They are the "Raising of Jairus' Daughter," by Gabriel Max; the "Last of the Girondists," by Carl von Pilotz, and "A Moorish Conqueror Surveying the Spoils of a Christian City," by Benjamin Constant.

New Administration Building.

Hitherto one of the most annoying inconveniences to which exhibitors have been subject has been the lack of a concise and systematic arrangement in the administration department. The offices of the various departments were located here, there and everywhere, with the result that exhibitors were compelled to go from point to point to arrange for reservations and to make other arrangements for displaying their various lines. This year a new administration building has been erected on the grounds, which should prove of great convenience to exhibitors. In one large room have been grouped together the representatives of all the buildings and all the departments. Whether one is showing a traction engine, a thoroughbred horse or a dainty piece of embroidery, entries can be made and display arranged for by application at this central office.

Cheap Railway Fares.

As usual in past years, special arrangements have been made with the transportation companies, under which the lines entering Toronto will provide cheap rates during the continuance of the Exhibition. On special days, extra low rates will be provided. These travelling arrangements are always carried out to the letter, and those contemplating a visit to the Exhibition will find everything in this respect to their satisfaction.

Judging live Stock—Canadian National Exhibition.

A QUEER FORM OF JEALOUSY.

IN an editorial recently a Toronto paper endeavored to prove that Montreal was so influential with the railroads and the Federal Government that Toronto was being side-tracked. It was claimed that either of the big Canadian railroads, C.P.R. or G.T.R., had it in their power to bring Toronto within much nearer distance of Ottawa than it is at present, but that such an improvement had been headed off by Montreal influence. Mayor Laporte of Montreal, when interviewed on the matter, laughed heartily at the statements shown him. He said that he was very glad that Montreal had so much influence with the authorities. It was, however, absurd to imagine that any class or body of men in Montreal had ever done anything to get the better of Toronto. He believed that the interests of the Canadian cities were identical. He used as an illustration the Dominion Wholesale Grocers' Guild, of which he is president. He explained that the vice-president lived in Toronto and other officers were spread throughout different cities in Ontario. There had been no assertion to the effect that the Grocers' Guild had done anything to militate against the business prestige of Toronto. As president, he declared that he had done all that he could possibly to promote the co-operation of the wholesale grocers in Toronto. He believed that what was true in this respect was true in all other lines of business.

ASSOCIATION NEWS.

The grocers of Smith's Falls have formed a Retail Grocers' Association for their mutual benefit. The officers are as follows:

President—Wm. Hyndman.
Vice-President—L. Rice.
Secretary—J. Halpenny.
Treasurer—W. W. Williams.
Inside Guard—E. A. Gilroy.
Executive Committee—H. Layng, F. S. Harrison, W. Fitzpatrick, J. S. Cook.

The association will hold its regular meetings the last Monday night of each month.

HINTS TO BUYERS.

Grocers will note a valuable seller in Blueol, which is forcibly described by J. M. Douglas & Co., Montreal, as "the housekeeper's favorite." Blueol is attracting attention everywhere on its merits. Another favorite of the public is Lea & Perrins Sauce, which this firm represents.

L. Chaput, Fils & Cie are making a run on small Roquefort cheese this month. They are offering them at a remarkably low price of 27 1-2c and their announcement is worthy of consideration. They have some good news regarding canned goods.

For the pickling season S. H. Ewing & Sons have a rare variety of spices to offer the trade.

The Ozo Co., of Montreal, are making a bid for trade in a striking expression of "What makes good pickles?"

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

The name BORDEN indicates THE BEST.

The *Pioneers* in the manufacture of *CONDENSED MILK* in America, we were the first to place upon the market the *purest* and most perfect products of milk and cream in convenient and condensed form.

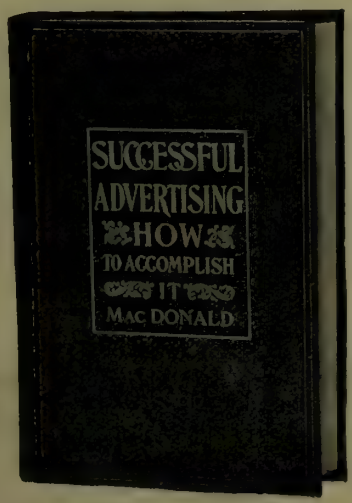
2 brands always and ever reliable and profitable :—
BORDEN'S "Eagle" brand CONDENSED MILK and
"Peerless" brand CREAM.

WM. H. DUNN
AGENT, MONTREAL

For sale by all Canadian jobbers.

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO. St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

It is worth something to you



This Book

will be mailed, postage paid to any address in Canada upon receipt of price $2.00.
Its sale in the United States has been phenomenal.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co., Limited
10 FRONT STREET EAST :: :: :: TORONTO

PICKLING SPICE

We are offering exceptional values in high-grade Pickling Spice. Each of the varieties is specially selected with a view to the best results, so that it can be recommended to the most fastidious trade.

Sold either in bulk or packages.

Our "White Swan," glass front, ¼-lb. package is unequalled as a 10c. line. 4 doz. in a case.

The Robert Greig Co., Limited
TORONTO

NOTWITHSTANDING THE UNFAIR COMPETITION
THAT THE FAMOUS

Lea & Perrins' Sauce

"The Only Genuine Worcestershire"

has continually to fight, consisting of the infamous imitations of bottle and label, it is to-day enjoying a sale unprecedented in its long history. It is, without doubt,

"The Sauce that has absolutely no equal."

No properly assorted Stock is complete without it.

J. M. DOUGLAS & CO., Montreal

CANADIAN AGENTS.

RETURNED
MAR 9 1905
c/o Montreal
Just Book 32
Page 66

MAKE MONEY

BY SELLING

CHINESE STARCH

Grocers make more profit out of it than in any other single line.

We give **no** prizes. The **quality** is the prize we sell you.

The **quantity** and **reasonable price**—are trade winners.

Manufactured ONLY by **OCEAN MILLS, Montreal, P. Q.**

OUR AGENTS:

John E. Cox,	Ottawa, Ont.
R. S. McIndoe	Toronto, Ont.
W. A. Simson,	Halifax, N.S.
McKinnon & McNevin,	Charlottetown, P.E.I.
Boivin & Grenier,	Quebec and Levis, P.Q.

FOR SALE BY FOLLOWING JOBBERS:

H. N. Bate & Sons,	Ottawa, Ont.	Lucas, Steele & Bristol,	Hamilton, Ont.
S. J. Major,	Ottawa, Ont.	Foley, Locke & Larson,	Winnipeg, Man.
Provost & Allard,	Ottawa, Ont.	Jobin-Martin Co., Limited,	Winnipeg, Man.
The F. J. Castle Co., Limited,	Ottawa, Ont.	Hudson's Bay Co.,	Winnipeg, Man.
Joseph Grant,	Ottawa, Ont.	Codville & Co.,	Winnipeg, Man.
H. P. Eckardt & Co.,	Toronto, Ont.	Wilson Bros.,	Vancouver, B.C.

THE MARITIME BOARD OF TRADE

Tenth Annual Convention, held at Moncton, N.B., August 17, 18 and 19, 1904.

A Report of Proceedings—Yarmouth, N.S., the Next Place of Meeting.

THE tenth annual meeting of the Maritime Board of Trade at Moncton, N.B., on August 17, 18, and 19, 1904, was a remarkable one in many ways. This meeting marked the close of the first decade in the board's history and must have been peculiarly gratifying to those who during these years have worked so diligently to bring the business men of the Lower Provinces to a better understanding and a closer unity for the furtherance of common interests.

The meeting at Moncton this year was one of the most numerously attended in the history of the board and the matters considered and passed upon were both many and important. As might be expected the transportation problem in its many phases was the chief consideration of the board, and the practical business insight, the thorough familiarity with detail and the splendid breadth of outlook brought to bear in the discussion of such matters as the "Fast Atlantic Service," and "Steel Ship-building" at once raised the deliberations of the Board to a high plane.

The board is well called "The Maritime." The flavor of the sea permeates its very atmosphere. It is the source of their wealth of the Maritime Provinces, the foundation of their industries and they know it like a book; a slip in nautical information calls down upon the perpetrator the reprimand of some veteran of the seas, stern for the truth.

Senator Josiah Wood, of Sackville, presided at the meetings, which were held in the hall of the Y.M.C.A. building.

The Convention Opens.

Shortly after 10 o'clock the president, the Hon. Senator Wood, of Sackville, took the chair and called the meeting to order. Before proceeding with the regular routine of business the president had the pleasure of introducing to the members Mayor James T. Ryan, of Moncton.

Welcomed to Moncton.

Mayor Ryan, on behalf of the City Council welcomed the Board to the city of Moncton. He referred to his city's interest in transportation, and expressed the conviction that nothing but good could come from the discussion by such a body as the Maritime Board of Trade of the problems relating to inter-provincial trade, railway and water transportation, and other kindred subjects to come under consideration. The visit of any members of the board to Moncton was always welcomed. The hope was further expressed that at no distant date the city might again have the pleasure of welcoming the board. Mayor Ryan's address was received with applause.

WHERE THEY MET.

Moncton, the scene of this year's Maritime Board of Trade meeting, is a thriving city of 12,000 inhabitants, situated on a bend of the Petitcodiac River 20 miles up from the Bay of Fundy, and formerly known as Moncton-on-the-Bend. The city is the headquarters of the Intercolonial Railway, the road dividing here, one branch running to St. John, and the other to Halifax. It is distinctly a railway city, a large percentage of the population finding employment either on the Intercolonial itself or in the shops in connection therewith. In these shops repairs are attended to, and most of the rolling stock used on the road constructed. The other industries of the city include a foundry and machine shop, an engraving company, a woolen mill and a cotton factory.

The city is also a wholesale centre of some importance, boasting in the possession of two wholesale groceries, one wholesale hardware and one dry goods establishment. Eight or nine handsome churches attest the piety of the inhabitants, while the private residences appear comfortable and home-like. What Moncton chiefly prides itself on, however, is the "Bore." Other cities have bores, but Moncton's never stays long enough to tire one. It hurls itself up the Petitcodiac River twice every day five feet high and at the rate of 10 miles an hour. It is truly a wonderful sight and draws many tourists and sightseers during the Summer season.

Already a railroad centre, Moncton expects great things from the Grand Trunk Pacific which will probably have its terminal here, as well as from the Mackenzie and Mann line, which that enterprising firm are constructing down here. Owing to its favorable situation Moncton is bound to figure largely in the transportation question, as it concerns the Maritime Provinces and may not inaptly be termed the "Railroad City of the East."

The Roll Call.

The roll was called by the secretary, Charles M. Creed, and a very fair representation found to be present, some delegates from distant points arriving during the day. The list of representatives from the local boards was as follows:

Sackville, N.B.—Senator Josiah Wood, Chas. D. Stewart, J. M. Baird, Prof. W. W. Andrews, Geo. A. Fawcett, A. B. Copp, Thos. R. Anderson, H. C. Read, J. Smith.

Halifax, N.S.—G. S. Campbell, A. M. Bell. J. E. DeWolfe. O. E. Smith, Ed. Stains, A. M. Payne, Alex. Stephen, W. Ross, H. S. Colwell, H. B. Colwell, H. R. Silver, B. F. Pearson, M.P.P.

St. John, N.B.—W. M. Jarvis, J. Hunter White, H. D. Mott, W. S. Fisher, F. H. Bullock.

King's Co., N.S.—Jas. A. Kinsman, C. O. Allen.

Kentville, N.S.—C. W. Webster, M. G. DeWolfe, Wm. Yould, E. J. Ward, B. H. Dodge.

S. Kings, P.E.I.—Fred G. Bovyer.

Summerside, P.E.I.—Capt. Jos. Read, J. E. Lefurgey.

Charlottetown, P.E.I.—W. F. Tidmarsh, D. Nicholson, S. N. Rattenbury, Geo. E. Hughes.

Wolfville, N.S.—R. W. Starr, J. B. Oakes.

Chatham, N.B.—D. G. Smith, W. S. Loggie.

Amherst, N.S.—B. D. Bent, W. A. Fillmore, W. I. Logan, M.P., J. A. Laws.

Digby, N.S.—C. Jameson.

Newcastle, N.B.J. D. Creaghan, F. B Anslow.

Annapolis, N.S.—A. E. Atlee.

Yarmouth, N.S.—E. H. Armstrong.

Sydney, C.B.—L. Shaver, A. W. Cruise.

Canso, N.S.—H. A. Rice, Dr. W. A. Morgan.

Alberton and West Prince, P.E.I.—J. E. Birch, H. W. Turner.

Pictou, N.S.—J. D. MacDonald, A. D. Craig.

Souris, N.S.—H. H. Acorn.

Louisburg, C.B.—Wm. Louis.

Moncton, N.B.—F. W. Summer, D. I. Welch, H. H. Ayer, J. Doyle, A. H. Jones, J. H. Harris, J. T. Hawke, P. McSweeney, J. E. Masters, E. N. Carthy.

Committee on Orders.

On motion of M. G. DeWolfe the minutes of the last meeting being in the hands of the members in pamphlet form were taken as read and the board proceeded to the appointment of a committee to determine the order in which the various subjects proposed by the local boards might be discussed. The committee was selected as follows: W.

S. Loggie, F. W. Summer, Chas. Stewart, W. M. Jarvis, Capt. Jos. Read, F G. Boyer, H. W. Turner, A. E. Atlee, J. A. Laws, H. A. Rice, C. Jameson, J. E. DeWolfe, Wm. Yould, Capt. C. O. Allen, A. J. Craig, R. W. Starr, C. H. Armstrong, A. W. Cruise.

The committee retired immediately, and the veteran secretary of the board, C. N. Creed, of Halifax, submitted his report, which was as follows:

Secretary-Treasurer's Report.

To the President and Members of the Maritime Board of Trade :

Gentlemen, — Your secretary-treasurer begs to herewith hand you his report for the current year. All the various resolutions and recommendations passed at the last annual meeting were forwarded as directed, and copies of important resolutions which required the attention of the Federal and Local Governments were forwarded to the Ministers of the various departments. Copies of the proceedings of the annual meeting as contained in The Canadian Grocer, of Montreal and Toronto, were forwarded to every board of trade in the Maritime Provinces, as also to the delegates who attended the meeting. At the opening of the Federal Parliament copies of the resolutions were again forwarded to the Minister and the members of Parliament from the Maritime Provinces interested.

The correspondence connected with the same, as also the correspondence with the various boards, being too voluminous to read, are now on the table for the inspection of members.

CORRESPONDENCE WITH BOARDS.

This has been steadily kept up, and I have much pleasure in being able to report that the majority of the secretaries have promptly responded to my notices, and the subjects for discussion at the annual meeting have this year been forwarded to the various boards in advance. This is most desirable, as it gives the delegates something to think about, and enables them to come to the meeting prepared to join in the debates on the subjects suggested.

ANNUAL REPORT.

As instructed at the annual meeting, I prepared and published a report with the date on which the board was organized, the officers and council for the year, a list of the past presidents, and the places at which the annual meeting had been held each year, and a list of the affiliated and the unaffiliated boards and the by-laws, copies of which were forwarded to all boards of trades in the Maritime Provinces, and circulated generally as occasion presented.

NEW BOARDS.

During the year three boards have been formed in Nova Scotia, viz.: Antigonishe, Chester and Mahone Bay. Antigonishe and Chester have affiliated, and so soon as Mahone Bay gets in working order, I hope to have it affiliated also. The affiliated boards now number 35, the unaffiliated boards now number 12; total, 47.

UNAFFILIATED BOARDS.

The unaffiliated boards have had every attention paid them. I have written them frequently and sent them notices of the date of the annual meeting, and asked them if they were not ready to affiliate to send delegates. They seem to be taking more interest in their own boards, and many boards that have been inactive I feel during the coming year will be working with renewed vigor.

I have used my best energies during the past year for the advancement of the board, at the same time doing all in my power to assist your worthy president, in which effort I had the advice and able assistance of Mr. M. G. DeWolfe, of Kentville, and the corresponding secretary, Mr. Chas. D. Stewart, and am pleased to report the result of the year's work has been most encouraging.

ACCOUNTS FOR THE YEAR.

The accounts for the year are all prepared, but as several boards will pay their per capita before the close of this

E. K. Spinney, Yarmouth, N. S., President Maritime Board of Trade 1904-05.

day's meeting, they will be presented tomorrow for your approval. All of which is respectfully submitted.

(Sgd.) CHARLES M. CREED,
Permanent Secretary-Treasurer.

M. G. DeWolfe, in moving the adoption of the report of the secretary, together with the thanks of the board, said he had been in touch with the secretary throughout the year and it was difficult to appreciate the amount of work that had been carried through by Mr. Creed. He had been particularly energetic in stirring up the local boards, and keeping up the interest in the larger body. It was a difficult matter at times to get the local secretaries to answer communications from the larger board, but he had much pleasure in knowing that much improvement was to be noted in this direction.

W. M. Jarvis had much pleasure in seconding the motion proposed by Mr. DeWolfe. He quite coincided in what the latter had said in regard to the secretary and he was glad to find that Mr. DeWolfe had lost none of his old-time eloquence.

The president, in putting the motion, which was carried unanimously, remarked on the energetic and faithful manner in which the secretary had discharged his duties.

Mr. Creed expressed his appreciation of the kindly feelings of the board and protested he had done nothing more than his duty. He had been secretary of the Halifax board for 43 years and was now superannuated, but not laid on the shelf. He again thanked them for kindness shown and expressed the hope of living to meet them another year.

Communications.

A letter was read from the secretary of the Moncton Y.M.C.A. in whose hall the board met, extending to the members the privileges of the association during their stay in the city. The secretary was instructed to convey the appreciation of the board to the Y.M.C.A. for their courtesy.

Letters of regret at not being able to be present were also read from H. W. Kitts on, president of the Hamilton Board of Trade; Geo. A. Drummond, president of the Canadian Manufacturers' Association; the president of Ottawa Board of Trade; W. L. Edmonds, Managing Editor the MacLean Trade Newspapers; P. Gifkins, general manager Dominion Atlantic Railway; C. W. Y. Coding, president Portland Board of Trade; and the president of the Montreal Board of Trade.

The president's address was the next order of business, but in the absence of the gentlemen on the committee on orders it was decided to await their return before receiving the address. Discussion naturally turned on the inconvenience of having this committee meet at so late a time and in their absence from the deliberations of the board. Various plans were proposed to obviate the difficulty and on motion of G. D. Smith and A. M. Bell a committee of two was appointed to draft an amendment to the constitution providing that the council of the board should meet an hour or so before

the opening of the session and decide on the order of business. This was considered to be in accord with a notice of motion made at Sidney by Geo. F. Falkiner. The president appointed the mover and seconder to constitute the committee.

The Bore, Moncton, N. B.

The committee on orders having now returned, President Wood proceeded with his address.

The President's Address.

Gentlemen of the Maritime Board of Trade:

I was not present at the meeting in Charlottetown last year, and embrace this, the first opportunity I have had of thanking you for the honor conferred upon me in electing me to the presidency of this association.

I feel that I should, at the opening of our proceedings, express our appreciation of the courtesy and kindness of the Moncton Board of Trade, and on behalf of the association thank them for the invitation extended us to hold our annual meeting in this city. It is especially gratifying to myself that I was chosen to preside over this meeting. I have watched the growth and progress of Moncton, from a country village to a city, with a great deal of interest and satisfaction. I have been to some extent identified with its interests; some of my most intimate business associates and friends have been among the active and progressive business men of this city, and it affords me pleasure to testify to their energy, enterprise and business capacity, evidences of which are to be seen everywhere around us.

Moncton ranks today among the most progressive cities in the Maritime Provinces. It owes much to its geographical position. Its situation on the bend of the Petitcodiac River fixes it as a railway centre and an excellent point for the distribution of merchandise. These advantages have attracted to it a large share of the trade of an extensive district. It is surrounded on almost every side by extensive areas of fertile farming country, and is the natural market for the products of the farmers. It has advantages for manufacturing in some respects exceptional. Its proximity to the coal mines, and facilities for transportation by water as well as by rail, ensure cheap fuel. A large portion of the people have a fondness and a special aptitude for industrial pursuits, and a plentiful supply of skilled mechanics and cheap labor is never lacking. Its manufacturing interests are among the most healthy and prosperous in the Dominion.

I am glad there are so large a number of delegates present from so many different parts of these provinces, and that they will have the opportunity of seeing for themselves the advantage it offers for business, by visiting its different industries and meeting the business men of the city, and I am confident they will be favorably impressed.

I am glad to note that the programme prepared by the Moncton Board of Trade includes a visit to the oil wells of the New Brunswick Petroleum Co. This is a new enterprise in which several of the enterprising men of this town and neighborhood have embarked, and in which the representative of this county in the Dominion Parliament has taken a special interest. It is very gratifying to be able to state that their operations so far have been attended with success, and that there is prospect of this becoming a large and lucrative industry.

TRADE OF THE DOMINION.

Before entering upon the discussion of the various questions submitted for the consideration of this meeting, it will not be deemed inappropriate for me to offer some general observations upon the trade of the Dominion.

The official returns show that the total imports for the Dominion of Canada continue to increase, and will for the year ending June 30, 1904, amount to upwards of $250,000,000, the highest figure reached in the history of the country. The imports will be $8,500,000 in excess of the preceding year, and more than double the imports of ten years ago. The exports for the year ending June 30, 1904, do not make so favorable a showing. For the first time in many years, (except 1899), they show a slight decrease. The domestic exports for the past year will be $16,000,000 less than for 1903. They will be about the same as for 1902, and larger than for any of the years preceding. The decrease is largest in the exports of animals and agricultural products, in this item alone amounting to nearly $12,000,000. There is also a decrease in the lumber exports of about $2,000,000, and a small decrease of about $1,000,000 in the products of the fisheries.

Taking the trade of the Maritime Provinces apart from the rest of the Dominion, the imports for the year ending June 30, 1904, amounted to $22,785,000, an increase over 1903 of $780,000. This increase is proportionate with the general increase throughout the Dominion, the increase in both cases being about 3½ per cent. Our domestic exports for the last year amount to $35,400,000. This is a decrease of about $1,000,000 compared with the exports of the preceding year. The decrease is relatively not so large as for the rest of the Dominion. For the whole Dominion the decrease in our export trade was 7½ per cent., while the decrease for the Maritime Provinces was only 2¾ per cent.

It will be seen from these figures that the Maritime Provinces have shared in the remarkable increase of trade which has developed throughout the Dominion

Hopewell Rocks, Moncton, N. B.

within the last few years. Our imports, which for several years fluctuated between $13,000,000 and $15,000,000, have within the last five years rapidly risen until they reach this year the total all ready mentioned of $22,785,000, the largest in our history and an increase over the imports of five years ago of about 50 per cent. Our domestic exports, which were a little over $18,000,000 in 1894, have gradually increased to upwards of $35,000,000 in 1904, an increase in the ten years of nearly 100 per cent., viz.: 94 per cent.

It is not prudent for me to attempt a forecast for the coming year. I note, however, that the shipments of wheat from Montreal, since navigation opened this season, are less than half the shipments for the same period last year. The decline in lumber, the low prices now prevailing and the difficulty of finding buyers even at the low prices, will no doubt curtail lumber shipments during the present season. It does not seem probable under present circumstances that our general trade will show better results than it has during the year just closed.

In some respects the trade of the last year has been highly satisfactory, especially so far as Maritime Province interests are concerned. The Winter export trade shows a decided increase. There were 92 steamers loaded at St. John last Winter, and the cargoes they carried away amounted to $15,745,501, the largest figure reached since this business began. It was an increase over the previous year's business of $1,907,590, and almost double that of two years ago.

There has also been a very satisfactory growth in our trade with the British West India Islands and British Guiana. The volume of export trade has been maintained. For the year ending June 30, 1904, it is about equal to that of the year ending June 30, 1903, both years showing an export trade of little upward of $2,630,000. In the import trade there has been a very gratifying increase. The total imports for the year ending June 30, 1903, were $2,415,608, and for the year ending June 30, 1904, $4,491,566, an increase of upwards of $2,000,000. This increase is largely accounted for by the increased importations of sugar from the British West India Islands and British Guiana, a large quantity of sugar having been purchased in these markets which we had hitherto imported from Germany. The official returns show that for the year ending June 30, 1903, we imported from Germany 189,000,000 lbs. of sugar. For the eleven months ending May 31 last, our imports from Germany only amounted to 30,000,000 lbs. From the West Indies our imports for the year ending June 30, 1903, amounted to 94,000,000 lbs., and for eleven months ending May 31, 1904, they amounted to 242,000,000 lbs. This decrease last year in the imports of sugar from Germany of upwards of 150,000,000 lbs. is made up by the increase in the imports from the West Indies and British Guiana, which fully equal that quantity.

It will be remembered that the provisions of our preferential tariff of 33 1-3 per cent. extend to imports from the British West Indies, and also that since April 16, 1903, imports from Germany have been subject to a surtax or duty of 33 1-3 per cent. in addition to the duty imposed upon imports from other countries. The effect of this tariff legislation has enabled us to purchase this year upwards of 150,000,000 lbs. of sugar in the British West Indies, which we formerly bought in Germany, and furnishes a practical illustration of the influence which preferential duties can exert in directing the course of trade.

PREFERENTIAL TRADE WITHIN THE BRITISH EMPIRE.

The question of preferential trade within the British Empire is of great interest and importance at the present time, and it is well to note the trend of public opinion in regard to it. It has received more attention from our press and our public men than any other question during the past year. In Canada there is practically a consensus of opinion on this question. The public press and the leaders of both political parties admit its advantages. Resolutions favoring it have been passed by

Capt. Joseph Read, Sumerside, P. E. I., 1st Vice-President Maritime Board of Trade 1904-05.

the principal boards of trade throughout the Dominion. It was the subject which occupied the most time and was most warmly debated at the Congress of Chambers of Commerce which met in Montreal in August last. At that meeting where upwards of 350 delegates were present from every portion of the British Empire representing all its important interests, after a discussion of the subject, a resolution was unanimously adopted: "That in the opinion of this congress the bonds of the British Empire would be materially strengthened and a union of the various parts of His Majesty's Dominion greatly consolidated, by the adoption of a commercial policy based upon the principal of mutual benefit, whereby each component part of the Empire would receive a substantial advantage in trade as a result of its national relationship, due consideration being given to the fiscal and industrial needs of the component parts of the Empire."

In New Zealand legislation has already been enacted giving Great Britain considerable preference and in the Australian Commonwealth. The leaders of both political parties have expressed their readiness to adopt this policy in common with other sections of the British Empire.

The campaign inaugurated by the Hon. Joseph Chamberlain in September, 1903, in Great Britain, in favor of preferential trade within the British Empire, has been prosecuted since with great vigor and with a fair measure of success. Public meetings have been held which have been largely attended by all classes, indicating the intense interest which the general public feel in the question. In the British Parliament the resignation of Mr. Chamberlain and other members of the Government rendered a reconstruction of the cabinet necessary, but the reconstructed Government declare themselves that they are in sympathy with this general policy, although they are not committed to its details, and do not consider the time has yet arrived for its adoption. Several important resolutions have been moved in the British House of Commons during the present session which have presented the question in different phases, and which have fairly tested the opinion of the House. A resolution which raised the issue directly between the advocates of free trade and free food, and the advocates of preferential duties protective in their character, was introduced by Mr. Morley, and was the most important resolution bearing upon this question brought before Parliament. It was an amendment to the address in reply to the speech from the throne, and read as follows: "That the removal of protective duties has for more than half a century actively conduced to the vast extension of the trade and commerce of the realm, and to the welfare of its population; and the House believes that while the needs of social improvement are still manifold and urgent any return to protective duties, more particularly when imposed on the food of the people, would be deeply injurious to our national strength, contentment and wellbeing."

No person who believed in adhering to the present free trade policy of Great Britain, or who was opposed to placing any duty upon food, could consistently vote against that motion. Yet when the vote was taken the resolution was rejected by a majority of 51, 327 voting against and 276 in favor of the motion. It is worthy of note in this connection that 69 Irish members voted with the minority and against the Government, and Mr. Redmond, the leader of the Irish party affirmed that they did so in pursuance of their general policy of endeavoring to break down the Government in the interest of Home Rule, and that they were not voting upon the merits of the fiscal policy involved.

On the first of August last a resolution was moved by Sir Henry Campbell Bannerman, leader of the Opposition, condemning certain members of the Government for joining an association which was in sympathy with and organized for the purpose of advancing tariff reform. This motion was rejected by a vote of 288 to 210, giving the Government a majority of 78.

The action of the House on these resolutions furnishes a fair test of the attitude of the British House of Commons upon this question, and it is not unfair

to assume that the British House of Commons fairly reflects the public opinion of the people of Great Britain whom they represent.

In the discussion upon the resolution moved by Sir Henry Campbell Bannerman, Mr. Balfour expressed his adherence to the views he had formerly expressed. He expressed his sympathy with the general policy, even though it involved duties on food, but he thought the country was not yet ready for its adoption. The Hon. Joseph Chamberlain, on the other hand, in the course of the debate, expressed his belief that the time had come for the submission of the question to the people at the polls, that he would welcome an immediate test of public opinion, and felt confident the verdict would be favorable to his policy.

I feel that the action of Canada and New Zealand in granting Great Britain a preference in their markets, the declaration of the political leaders in Australia, the tone of the press throughout the Empire, and the discussions and votes in the British Parliament show that the sentiment in favor of this policy is gaining strength and justifies the conclusion that the time is not far distant when closer trade relations will be established between Great Britain and the other portions of the Empire, and we do not doubt that as the result the trade of Canada with Great Britain will be largely developed and increased to our mutual advantage.

TRANSPORTATION.

Another subject which is of the greatest importance to Canada is transportation. Since our last meeting, legislation has been passed to secure the construction of a second transcontinental railway. The object of the Government in passing this legislation is to promote interprovincial trade and give the west, and central portions of the Dominion more rapid and cheaper communication with Atlantic and Pacific seaports. The City of Moncton, in which we are now meeting, has been selected as the eastern terminus of this railway. The hope is entertained by many in the Maritime Provinces that when this railway is constructed, it will be the means of bringing a larger share of the western trade to our seaports. Whatever benefit may ultimately come to us in this way, it is apparent that many years must elapse before the railway can be finished and open for traffic and the benefits hoped for realized. In the immediate future we must base our hopes for the growth and development of this trade upon such facilities as the present systems of transportation may afford us.

The experience of the last few years has proved the value of our canals and inland waterways as means of economic transportation. There have been great improvements in the vessels used upon the Great Lakes in recent years, and great reductions have been made in the rates charged for heavy freight. During the last season, grain was carried from Lake Superior ports to Quebec for 3c per bushel, and the latest quotation I have seen for the present season is lower still, 2¾c per bushel from Chicago to Montreal. It is impossible to believe that any railway, even under the most favorable conditions, can compete against these rates for this traffic. The best authorities now place the cost of carrying heavy freight by rail at from six to ten times the cost of carrying it by water. This large difference in the freight rates in favor of the water routes has in the past, and is at the present time, giving them the principal share of the heavy freight traffic between the east and west, and while the cost of transportation remains so largely in their favor they must continue to practically monopolize the business. It is true that the water routes are only open during half the year, but experience proves that shippers prefer to hold the principal portion of their goods until navigation opens in the Spring rather than pay the high freight rates charged during the Winter season.

EXPORT TRADE OF CANADA.

These facts have an important bearing upon the export trade of the St. Lawrence and upon the Winter export trade of the Maritime Provinces as well. Wheat, which is the principal export of the west, will find its way to the seaboard during the Summer months, and

W. S. Fisher, St John, N. B. 2nd Vice President, Maritime Board of Trade 1904-05.

must either go forward by the St. Lawrence route to its destination in Europe or be stored at convenient points for shipment as the market prices warrant during the Winter season. Grain from our Northwest Territories and from the States around and west of Lake Michigan, can to-day be carried from Chicago or Fort William by water to Montreal and Quebec, at a less cost that it can be carried to any other ocean port, and it can under present conditions be stored at Montreal, shipped thence to St. John or Halifax during the Winter season, and delivered free on board there at less cost than in any other way, and at approximately the same cost as it can be delivered free on board by any route at New York, Portland, or any other Atlantic seaport. With greater storage accommodation at Montreal and other convenient points, it is to be hoped that our Winter export trade from the Maritime Provinces will continue in the immediate future to show as gratifying an increase as it has in the last few years.

The construction of the Georgian Bay Canal would give this route a still greater advantage. It is estimated that by this direct all-water route, freights from Lake Superior ports to Montreal or Quebec could be reduced to 1½c per bushel, about the same rate now paid to Buffalo. The State of New York has voted $100,000,000 for the enlargement of the Erie Canal. If that scheme is carried through, the construction of the Georgian Bay Canal will be a necessity in order to enable us to retain the western trade by the St. Lawrence route. I was glad to note that in response to a deputation which waited upon Sir Wilfrid Laurier a few weeks ago, he expressed the opinion that although the time was not opportune for entering upon the work at present, the Georgian Bay Canal must eventually be built.

FAST ATLANTIC STEAMSHIP SERVICE.

Closely connected with the question of transportation is the question of a fast Atlantic steamship service. This has been often discussed, and its main features are well known. It is on the list of subjects for discussion at this meeting, and it is not necessary for me to discuss it now. I may, however, remark that under the present contract for this service some improvement may be looked for, but it still is far short of what we have hoped for, and what must be required before we can compete with rival routes and attract to our Canadian route any considerable portion of the travel which now goes to New York. The present contract is with the Allans. It provides for two new steamers on the turbine principle. They are about 10,000 tons register tonnage, have a speed of 17 knots, are expected to make the trip in Summer from Moville to Rimouski in six days, and in Winter to Halifax in six and a half to seven days. These steamers, with the Tunisian and the Bavarian, are to perform the service. The latter are about 10,000 register, have a speed of 14 to 15 knots, and make the trip in Summer from Moville to Rimouski in six and a half to seven days, and in Winter in seven to eight days. The subsidies paid under the present contract are £2,000 sterling per round trip for the new steamers, and £1,000 sterling per round trip for the Bavarian and Tunisian. This is an increase of about $85,000 on the subsidy formerly paid, which last year amounted to $170,000. The prospect for a 20 knot service in the near future is not very bright. Sir Richard Cartwright stated in Parliament in July last that the efforts of the Government to obtain a 20 knot service had not been successful. Two tenders only were received. One asking for a subsidy of $1,000,000, the other for $1,250,000, and conditions were attached with which it was not in the power of the Government to comply.

UNION OF MARITIME PROVINCES.

There are a number of other questions to which reference might be made if time permitted. Some of these will come up for discussion later on. The question of the union of the Maritime Provinces was brought up at our sitting last year towards the close of the session.

Its discussion was deferred until this meeting. It is not a new question. It will be generally admitted that a legislative union of the Maritime Provinces is desirable both in the interest of economical Government and in order to enable those provinces to retain in the future their legitimate influence in the councils of the country. It is in the adjustment of details that differences of opinion naturally arise.

THE ADMISSION OF NEWFOUNDLAND INTO THE CANADIAN CONFEDERRATION,

is an equally important question. The desirability of consolidating under one government British interests in the northern portion of the American continent will not be questioned. During the past year the French shore question has been settled. In return for some concessions by Great Britain in connection with disputed territory in Africa, the French have relinquished their treaty rights on the Newfoundland coast. This terminates a condition of things which was a hardship and constant source of irritation to the people and detrimental to the progress of the colony, and one of the barriers to its union with our Dominion. Experience shows, however, that the ultimate accomplishment of such desirable objects as the legislative union of the Maritime Provinces and the union of Newfoundland with our Dominion is attended with difficulties which will require patience and statesmanship to overcome. If any action of this board can hasten their consummation, it will do Canada a useful service.

RUSSO-JAPANESE WAR.

I will bring my remarks to a close by a very brief reference to the most notable event of the year, the war between Russia and Japan. This has proved to be one of the greatest conflicts of modern times. It has already been the cause of an enormous sacrifice of life and destruction of property. It has not yet affected Canadian interests to any appreciable extent, nor has it had any very marked effect upon the commerce of Great Britain or other nations of the world. Its result must, however, have an important influence upon the future development of trade and commerce in the distant east, and its progress is being closely watched by the statesmen and leading men in commercial life in Europe and America. Fortunately, nothing has up to the present time occurred to involve any other nation in the strife, and it is to be hoped that it may be terminated, and that peace may be established on a satisfactory and permanent basis at an early date.

JOSIAH WOOD, President.

W. M. Jarvis was sure there was but one feeling in the meeting, namely that they were deeply indebted to the president for his address and for the able way in which he had dealt with the subjects to be brought before the board. He thought the address should be referred to a committee to deal with and he therefore moved "that the thanks of the board be given the president for his valuable address, and that it be referred to a committee to report as the first matter for consideration at the evening session.

The motion was seconded by J. E. DeWolfe and the committee was made to consist of the mover, seconder and M. G. DeWolfe, of Kentville.

For the benefit of the reporters M. G. DeWolfe requested that each speaker on rising should give his name and board. Mr. DeWolfe also drew the attention of the board to the fact that The Canadian Grocer had again sent one of their editors to report in full the proceedings of the board. This, he said, showed in what respect the board was held and the interest taken by The Canadian Grocer in the affairs of the Maritime Provinces.

The report of the committee on orders was now received, the order of subjects

Chas. M. Creed, Halifax, N.S., Permanent Secretary Maritime Board of Trade, 1904-05.

to be discussed as laid down therein being as follows:

Subjects for Discussion.

1. Dumping clause in recent tariff changes—Halifax Board.

2. The Acts of Nova Scotia with reference to the protection of forests against fires—Annapolis Board.

3. Better export facilities on Intercolonial Railway—Antigonishe Board.

4. Improved Express Service accommodation over the Intercolonial Railway—Canso Board.

5. Daily Steamer between St. John, N.B., and Digby—Digby Board.

6. What is the most advantageous way to advertise the resources of the Maritime Provinces, whereby a desirable class of British emigrants may be secured and retained as permanent citizens—Kentville Board.

7. Minas Basin Steamboat service—Wolfville Board.

8. Marine Insurance rates—Louisburg, C.B. Board.

9. Prince Edward Island communication for Winter via Cape Tormentine—Sackville Board.

10. Whereas municipal corporations in the Province of New Brunswick have been applying for and obtaining authority to impose a license fee upon mechanics and laborers working within and residing outside the municipality.

Therefore resolved that in the opinion of this Board of Trade, such legislation is not in the best interest of the Province, and that such power should not be granted to municipal corporations—Moncton, N.B., Board.

11. Circularizing merchants through the Maritime Provinces as to the amount of fire insurance carried by them on their stock—St. John, N.B., Board.

12. Subsidy for Steamer to ply between ports on North Side P.E.I., the Magdalen Islands and North Sydney—West Prince, Alberton, P.E.I., Board.

13. Whereas Lobster hatcheries have proven to be of great value in conserving our fisheries; Resolved that in the opinion of this Board it is advisable in order to preserve the Lobster fisheries, that hatcheries be established along the coasts of the Maritime Provinces at such places as will enable the spawn of lobsters caught for canning purposes all to be collected and hatched—Southern Kings, Montague, P.E.I., Board.

14. The adjustment of freight rates between points on the P. E. Island Railway and points on I.C.R., making through rates instead of what is practically three short haul rates as at present, Winter and Summer, both ways—Charlottetown, P.E.I., Board.

15. Necessity of an open port at Sydney for the shipment of coal and steel at all seasons and means of obtaining same—Sydney Board.

16. The Dog Fish pest—Digby Board.

17. Steel Shipbuilding—Halifax Board.

18. Should the Intercolonial Railway be double tracked and improved—Wolfville Board.

19. Extension of the Intercolonial Railway from Sydney to Louisburg—Louisburg, C.B., Board.

20. Most practical way to spend Government appropriation for the encouragement of agriculture—Sackville, N.B., Board.

21. Making it compulsory for packers

to have weight of contents stamped on package—St. John, N.B., Board.

22. Requesting the Quebec Steamship Company, the Dobel Line, and other steamship lines running to Summerside, to land their freight at the railway wharf thus saving truckage and wharfage—West Prince, Alberton, P.E.I., Board.

23. Protection of Wool Industry—Southern Kings, Montague, P.E.I., Board.

23 1-2. Publication of advertisements in reference to undesirable investments—Digby Board.

24. Fast Atlantic Service—Halifax Board.

25. Purchase of historical places in Maritime Provinces—Wolfville Board.

26. Better Mail service—Louisburg, C.B., Board.

27. 33 1-3 per cent. preferential rebate only applying when goods are imported through British ports—St. John, N.B., Board.

28. Exchange on cheques between banks and their agencies in the Maritime Provinces—Halifax Board.

29. Government ownership of cables and telegraph lines—Halifax Board.

The Dumping Clause.

A. M. Bell, on behalf of the Halifax board began the discussion on the dumping clause of the new tariff by moving the following resolution, which was seconded by J. E. DeWolfe.

"That in the opinion of this meeting the recent tariff legislation known as the 'dumping clause' is in its present form detrimental to the interests of trade and should not be put in operation till fuller information is secured and details for carrying it into effect perfected."

Speaking to his motion Mr. Bell briefly outlined the provisions of the "dumping" clause, instancing cases to show its working. He complained that the details had not been worked out before the clause was put in operation, as a result of which business men were not in a position to know what to expect, each custom officer placing a different interpretation on the clause. Things were thus in a chaotic state and the matter of trade discounts was instanced as a case in point. It was essential that the word dumping be defined, and where men were engaged in legitimate trade they should be protected from annoyance, imposition and uncertainty. He had addressed Mr. Fielding on the matter and the reply was that we must rely on the intelligent administration of the law by the officals. This, said Mr. Bell, was the last thing in the world to expect from the gentlemen of the customs, who, appointed for political reasons, were not familiar with the ways of trade.

Senator McSweeney thought the little difficulties would soon work themselves out.

J. E. DeWolfe, in seconding Mr. Bell's motion, urged that there were radical differences of interpretation among customs officials. Distinct instructions should be given so that such diversity would be impossible.

W. S. Loggie thought there was no more friction than is usual in such cases. He did not think there was any change in the way of treating trade discounts.

C. H. Armstrong, Yarmouth, N.S., Corresponding Secretary Maritime Board of Trade, 1904 05.

If they were genuine and not special they would be allowed.

J. A. Laws favored the dumping clause and showed in the case of carriages how it operated to protect Canadian manufacturers from unfair competition.

John D. MacDonald, of Pictou, remarked that the manufacturer viewed the clause one way and the importer another. It was designed to protect the manufacturer and seemed to be doing it. To say it should not be put in force because of a flaw here and there was not the thing. They should impress upon the Government rather the importance of making their instructions more clear and definite.

J. E. DeWolfe explained that he was strongly in favor of the clause but that the system of enforcing it was erroneous.

Capt. Jos. Read was of the opinion that the way to perfect the clause was to put it in operation. Set a piece of machinery in motion and you would soon find the hot places.

Jas. E. Birch declared he was in favor of the clause, if intelligently enforced; but this was not the case now.

C. Jameson disagreed with the last speaker. New laws always brought differences of opinion. Lawyers differed. These matters could only be settled by rulings made by the department as cases came up.

J. B. Oakes recognized that the importer labored under a hardship but thought the motion should take the form of a request for adequate information and instruction as soon as possible on the dumping clause.

T. S. Campbell moved in amendment, seconded by John D. MacDonald:

"That in the opinion of this meeting the recent tariff legislation known as the dumping clause, as at present administered, is in some respects detrimental to the interests of trade and the customs department is hereby requested to immediately make such necessary changes in the administration of the law as will remove all unnecessary restrictions to trade."

Mr. Bell complained that the amendment did not cover the point at issue. The department were making what haste they could now, but in the meantime the importer might be mulcted owing to a difference of opinion among customs officers.

The discussion was continued by J. Hunter White, E. N. Carthy, J. E. Lefurgey, J. T. Hawke, C. D. Stewart, C. H. Armstrong, T. R. Anderson, Capt. Jos. Read and Wm. Yould.

On being put to a vote the amendment carried and was made unanimous on motion of the mover and seconder of the original motion, Mr. Bell remarking that he favored the amendment except that it was not strong enough. They had put too much water in the whisky.

The board now rose for noon.

The Afternoon Session.

Between half past two and three o'clock the board re-assembled, and additional members having arrived the business of the day was taken up with

renewed zest. The first subject on the list ready for discussion was

St. John, Digby, Daily Line.

The matter was brought before the board by C. Jameson, of Digby, who on introducing the subject, referred to the number of times it had previously been presented to the board. He urged the members to remember their motto "Unite and Work." They now had a service of 224 trips during the year and for a pro rata increase could have it increased to 313 trips, giving a daily service with the exception of Sundays. The increase in traffic made the service very necessary. He therefore moved that: "Whereas, the increased requirements of commerce in the southwestern section of Nova Scotia coupled with those of the Annapolis Valley demand greater transportation facilities and in particular a daily mail passenger and freight service between St. John and Digby, N.S., which it is understood the D. A. R. Co. will operate for a pro rata increase in the subsidy now paid.

"Resolved: that the Maritime Board of Trade urge the Federal Government to provide daily steamboat communication between St. John and Digby by granting such pro rata increase in such subsidy; further resolved, that as the four previous requests of this board for an improved bay service have been overlooked by the Government, the present be submitted with the respectful request that it be dealt with immediately."

J. E. DeWolfe declared that to the best of his recollection this project had never been endorsed on account of the excessive subsidy demanded by the railway.

C. H. Armstrong, of Digby, in seconding the resolution, stated that the business men of Yarmouth were entirely in accord with the resolution. Accommodation was required for the increased traffic. The amount of the subsidy was a matter of detail.

M. G. DeWolfe outlined the history of the movement for a daily line. It had been started in Middleton, and Digby and Yarmouth were to blame in not having this improved service before. Improved facilities were required by the increase of freight, passengers and mail.

W. M. Jarvis for St. John was most anxious to develop their relations with all parts of the provinces. There was no opposition to the project from Halifax. St. John and Halifax always treated each other fairly. There were difficulties in the way. It had not been found easy to deal with the D.A.R. Co. If you gave them an inch they wanted a mile. But the present state of affairs was awkward in Winter. They should do all they could but not press the matter so that the Government would be at the mercy of the D.A.R. Co.

J. E. DeWolfe concurred in that there was no opposition from Halifax. The D.A.R. had been demanding an excessive amount. He thought pro rata reasonable and would support the resolution.

W. S. Fisher of St. John, though pro rata hardly sufficient.

The resolution was adopted.

Forest Fires.

"Whereas, at the last session of the Nova Scotia Legislature, in the Act for the protection of woods against fires, provision was made whereby the Gov-

M. G. DeWolfe, Kentville, N.S., Auditor Maritime Board of Trade. 1904-05.

ernor-in-Council might appoint chief forest rangers whose duty it was to enforce the provisions of said Legislature, and

"Whereas, the Act has been made ineffective in many counties owing to the fact that the municipality having to make provisions for the salary of said official has declined to make any recommendation to the Government for the appointment of such an official or has openly opposed such an appointment, and

"Whereas, in the opinion of this board the subject is of sufficient importance to justify the Government in making said appointment in every municipality, and whereas, in the opinion of this board it would be advisable to replant the burnt districts for the beneficial effect such replanting would have in increasing the welfare of the people.

"Therefore, resolved: That the Government of Nova Scotia be asked to forthwith make said appointments in the municipalities where none have already been appointed, and

"Further resolved, that the Government of Nova Scotia be asked to take into consideration the advisability of replanting such portions of the burned districts as may be found practicable."

The above resolution was introduced by A. E. Atlee, of Annapolis. His section, he said, was much interested in the manufacture of lumber and had suffered much from fires. The question affected not only the lumber districts but all parts, even the fruit and fish men depending for their packages on the lumber industry. The increase in fires would be a disaster to all. They had a good law but no machinery to enforce it. He asked the support of the board in favor of this resolution.

J. B. Oakes, of Wolfville, seconding the motion, emphasized the need not only of protection against fires but of re-foresting. No subject brought before the board was of greater importance, and he instanced the evil effects that had come to some parts of Europe through poor treatment of their forests similar to what was going on here. New Brunswick was even more vitally interested than Nova Scotia. Already he had seen great tracts reduced to barrenness on account of forest fires. The climatic effect of forests was most important. Streams, temperature, floods, droughts and late Springs were all related to the depletion of the forests.

The most effective way of preserving the forests was the diffusion of knowledge. Re-planting would pay and pay handsomely, as it was doing in Germany.

W. M. Jarvis, of St. John, seconded by W. S. Loggie, of Chatham, moved a rider that "The Government of New Brunswick be also requested to take into immediate consideration the extension of the Nova Scotia forestry system as well as the provision recently enacted for the County of Westmoreland, over the whole of the Province of New Brunswick.

C. D. Smith, of Chatham, informed the Board that New Brunswick already had a stringent law against fires, and had special guardians of the forests in their

fishery guardians, who filled this double office.

Prof. Andrews, of Sackville, expressed his pleasure at finding this subject brought before so many business men. In Ontario they had a law so effective that even the Indians would put out their fires before breaking camp, and the result had been eminently satisfactory. He explained the Westmoreland fire law and said that already a new realization of responsibility was prevalent. In his university they had a course of lectures so that their students might go out imbued with an appreciation of the value of the forests. The city of Paden in Germany paid part of their taxes with the profit from their timber lot.

B. H. Dodge, of Kentville, N.S., objected that in his county the owners of the forests had got them very cheap, and it was not right that the people should pay to protect these private rights. The owners should at least pay the greater part of the expense.

The resolution with rider was adopted.

Minas Basin Steamboat Service.

J. B. Oakes, of Wolfville, moved, seconded by J. E. DeWolfe, of Halifax, that,

"Whereas subsidies have been provided for carrying into effect a more effective steamer service between Parrsboro, Kingsport and Wolfville, and whereas Wolfville has not yet been included in this service in consequence of the damage last Spring to the new wharf near the mouth of Mud Creek,"

"Therefor resolved that this Board express its appreciation of the building of the wharf and the granting of subsidies to render the service possible, as also of the recent vote of $6,000 for the reconstruction of said wharf.

"Further resolved that this Board urge upon the Department of Public Works the necessity of an early reconstruction of this pier, and recommend, if found practicable that Mud Creek be deepened by a Government dredge, in order to render transportation to and through the port of Wolfville less difficult, thereby increasing the volume of trade between the several cities and towns interested in this service."

Mr. Oakes urged that this was not a mere local matter but would redound to the good of trade in all the central part of the provinces.

Mr. DeWolfe believed that as the pier was there it should be made as serviceable as possible without delay.

The board concurred.

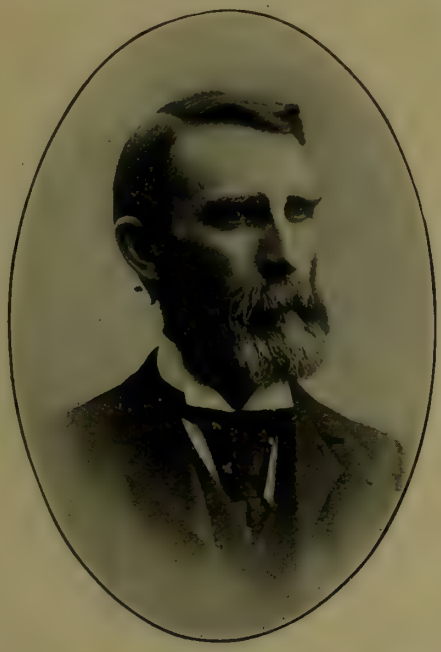
Coasting Laws.

Mr. Louis, of Louisville, complained of the ill condition of our shipping due to the coasting laws under which we live and asked for a committee to draft a resolution on the matter.

The request was granted and a committee appointed as follows: Capt. Louis, Capt. Allen, Capt. Read.

The Tormentine Route.

A lively discussion developed from the motion brought in by Capt. Anderson, of Sackville, declaring that in the opinion of the convention the most feasible route for Winter communication between



Hon. Senator Wood, Sackville, N.B., Retiring President Maritime Board of Trade.

Prince Edward Island and the mainland would be between a point on the southern coast of said island at or near Carleton Head and Cape Tormentine at the extreme easterly point of New Brunswick, and asking that the Dominion Government be memorialized to provide a pier and safe terminal facilities at said Carleton Head on Prince Edward Island, and as soon as possible have a steamer put on the said proposed Cape Tormentine and Carleton Head route.

Capt. Jos. Read seconded the resolution and explained how the action of the tides kept the ice open at this point part of nearly every day throughout the Winter. He made a strong plea for this resolution, showing the disadvantage the people labored under without this service.

Fred D. Bovyer, of Georgetown, spoke strongly against the resolution.

John E. Birch, Alberton, asked for a fair trial of the Tormentine route. Till late Fall and up till February there would be very little difficulty.

Geo. E. Hughes, Charlottetown, did not think the board were in a position to dictate to the Dominion Government how they were to carry out their contract with the island. He contended the scheme proposed had been tried and failed. It was not suitable for freight. He disputed Capt. Read's assertion that the people of the island thought the Tormentine route the best.

N. Rattenbury had no prejudice against the Tormentine route, but the freight rates were against the route.

Wm. Yould, Kentville, asked if the delegates from the island were not agreed on the route how could the board be expected to instruct the Government?

The Hon. Wm. Ross, Halifax, believed the matter could safely be left to the representatives of the island in the Dominion parliament. No part of Canada was better looked after than Prince Edward Island, and last year the mail and freight service had been a wonderful success.

The Hon. Senator McSweeney urged the necessity of uniting before results could be expected.

M. G. DeWolfe advised that the resolution be withdrawn.

A. B. Copp claimed great advantages for the Tormentine route.

Mr. Hughes protested that there was no jealousy of Summerside on the part of Charlottetown, but the facilities and rates by this route were not inviting.

Capt. Read retorted that there was no more jealousy between Charlottetown than there was between St. John and Halifax. (Laughter.)

Geo. A. Fawcett gave his experience in shipment of cattle to and from the island. From this he favored the Tormentine route.

John D. MacDonald, of Pictou, moved in amendment that from the information before them at present the board should not make any further recommendations to the Government.

The amendment was carried.

The Preferential Tariff.

St. John's preferential tariff resolution was moved by W. S. Fisher, who was very brief, as he wished the board

to hear H. J. Logan, M.P., of Amherst, who had given the matter his especial attention.

The resolution, seconded by G. S. Campbell, of Halifax, read as follows:

"Whereas, under our present tariff the preference of 33 1-3 per cent. on British goods applies to merchandise imported via foreign ports as well as to goods coming direct through Canadian ports, and in consequence of this a very large proportion of goods destined for Canada under this law is received through foreign ports to the detriment and loss of Canadian commerce.

"Resolved, that the Government of Canada be asked to apply the rebate only to goods coming direct to Canadian ports so that our ports and transportation companies may be built up by the business of our country."

Mr. Logan believed the resolution should commend itself to the men of the Maritime Provinces, confining as it did the effect of the preferential tariff to goods coming through Canadian ports. Last year we imported $15,000,000 in British goods through Boston that should have come through St. John or Halifax. Shipping companies complain of the difficulty in getting return cargoes. Such a provision would meet the situation. The United States could not object as we would be but following their example in their coasting laws, which were shutting out Costa Rica and the Philippines from the commerce of the world. We should be Canadians first, last and all the time and be loyal to the interests of our country.

J. E. DeWolfe expressed the feeling that the board lay under an obligation to Mr. Logan for his fine address. He hoped the resolution would have the unanimous support of the board.

The Hon. Senator McSweeney contended that imports came through the United States because of cheaper freights. The proposal would hamper trade.

Capt. Reid, speaking as an old sailor, former ship-broker and now a shipper, believed the freight question would be solved by this proposal. Freights were high because loads could be got only one way. He believed we could divert this trade to our ports just as New York had diverted trade from Baltimore.

The resolution carried.

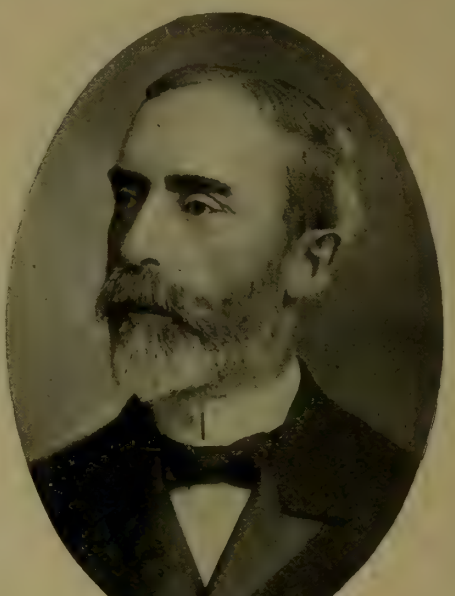
The Evening Session.

On resuming in the evening D. G. Smith, on behalf of the committee appointed at the morning session to draft an amendment to the constitution covering the fixing of the order of business, moved the following resolution:

"That by-law three be amended as follows: Subjects for consideration at the annual meetings and resolutions dealing therewith shall be forwarded to the secretary at least twenty days prior to the date of the annual meeting and the secretary shall have them printed and distributed to the local boards at least ten days before the date of such meeting; and the council of the board shall arrange the order in which the subjects may be discussed, so that they may be dealt with at the opening of the annual meeting.

The amendment was lost.

W. M. Jarvis, Halifax, as convenor, reported that the committee appointed



Horace Haszard, M.P., ex-President Maritime Board of Trade.

for the consideration of the president's address had much pleasure in recommending that the warm thanks of the board be given the president for his valuable address and the important information contained therein, and further,

That the president be requested to furnish the board with a copy of his address and that the same be published under direction of the council with the annual report of the board.

Seconded by J. E. DeWolfe the report was adopted.

The president thanked the board for this compliment and said he was happy to have done anything that had contributed to the object for which they had met.

A. M. Bell moved and G. S. Campbell seconded that hereafter time devoted to any subject except with the permission of the board be one-half hour and speeches be limited to five minutes.

It was moved in amendment that the rules allowing 10 minute speeches be adhered to.

The amendment carried.

I. C. R. Express Service.

The discussion over the express service on the I.C.R. was decidedly interesting. It was participated in generally, and at times narrowly escaped being heated. The question was brought up by H. A. Rice of Canso, moving as follows:

"Whereas, under the Railway Act all express companies may have same privileges over all railways in Canada except over the Intercolonial railway, and

"Whereas, under the contract between the Government and the Canadian Express Co. paragraph 15 stipulates that this agreement is subject to the condition that equal facilities and equal terms shall and may be granted to any or all express companies which may contract with His Majesty for the conduct of an express business over said railway, or any part thereof, and

"Whereas, over the I.C.R. railway between Montreal and Moncton, and from Truro eastward in Cape Breton and in P.E.I., there is only one express company permitted to do business, and

"Whereas, the shippers of fish and other merchandise from Eastern Nova Scotia and P.E.I., and shippers of fruit from Western Canada to points on I.C.R. east of Truro are handicapped by being shut out from a competing express service and compelled to pay extra rates of carriage and

"Whereas, numerous resolutions have from time to time been addressed to the Government asking that Dominion Express Company be granted same privileges over Government railways as are granted to Canadian Express Company,

"Therefore, resolved that this Maritime Board of Trade endorses said resolutions and urges upon the Government the early granting of said express privileges to other companies than that one now having the monopoly of the express business.

"Further resolved, that copies of this resolution be forwarded to Minister of Railways and Canals, Minister of Finance and Maritime members at Ottawa."

The resolution was seconded by J. E.

DeWolfe, of Halifax. Thirty similar resolutions had been forwarded to the Government. The agreement with the company provided for granting equal privileges to others and he had correspondence from fruit and fish men all over the province supporting the resolution.

E. D. Smith, M.P., Winona, Ont., a fruit grower of that province, said that last Winter a resolution was passed asking the Government to put the system upon the road as is now on a portion of it. These resolutions were taken before the Minister of Railways. They were cordially received and the Minister promised to take the matter into consideration. He suggested that objections might be raised and these objections have been raised by the company having the monopoly over the Maritime Provinces. The first argument is that the I.C.R. will lose some portion of its revenue through employing extra cars. But the Dominion Express Company has guaranteed the Government that there shall be no loss of revenue. The other argument is that it will derange the system, through the increased traffic. This is exactly what the I.C.R. wants and its able management will be able to distribute it without any loss of revenue. This is a Government road and ought to be available to all who wish to take advantage of it. The fruit growers, Mr. Smith said, felt very earnest about this.

John T. Hawke said that we were told that this question means merely competition for the Maritime Provinces. It was a well known fact that there was a cast iron agreement between these two express companies in regard to rates, and that allowing them to compete on the I.C.R. would not cause the lowering of the rates one dollar.

If, he said these gentlemen really wish competition, they would have no objection to the following rider which he moved:

"That this only be granted on condition that the C.P.R. give other express companies equal running right over their line with the Dominion Express Co., in the Maritime Provinces and Quebec."

Senator McSweeny seconded the amendment.

J. E. DeWolfe spoke at some length on this question and could not see why the two express companies could not be granted equal rights on the I.C.R. He produced letters from many fruit importers of the East, and fish shippers, agreeing with the motion and giving their assent and suport to the proposal. Mr. DeWolfe said that it was not the Dominion Express Co. who were asking for these privileges, but the fish shippers of Nova Scotia, and the fruit growers of Ontario.

A. Shaffer, of Sydney, said he could not see why any business man should oppose this proposal. It was a privilege which every man should vote for, as it would bring revenue into the lower provinces.

Mr. DeWolfe, Kentville, wished to know what was behind this. to keep any man from voting for this resolution.

A. W. Cruise thought there was something behind this, but it was on the other side of the fence. He said that there was no complaint of the express service at Sydney. This board was no doubt canvassed by the C.P.R.

W. A. Black, ex-President Maritime Board of Trade.

Mr. Jarvis, St. John, had a resolution adopted by the St. John Board of Trade, urging the Government to grant to all express companies equal rights and privileges on all Government railways. Competition, he said, wakens everybody up and was a good thing for the public.

J. E. DeWolfe took exception to Mr. Cruise's remarks and said the Halifax board was not canvassed by any express company.

J. T. Hawke said that articles had been published in the Halifax newspapers, purporting to be public opinion in favor of this question. These, it is understood, were really accepted and published as advertisements, and not as an unsolicited expression of opinion. Continuing, the speaker said that his amendment did not oppose the spirit of the resolution, but aimed to give the so-called benefit of competition to the oppressed people of the St. John Valley.

W. S. Loggie, Chatham, could not see what benefit could be obtained by two express companies.

Capt. Read, Summerside, said there were only two express agents on the whole island and they were shamefully careless. He thought the P.E. Island Railway should be put on the same basis as the I.C.R.

H. H. Acorn, Souris, P.E.I., said that more express privileges were needed on the P. E. Island Railway, as well as an increase in the number of express offices.

The amendment was lost and the original motion carried.

F. W. Sumner, president of the Moncton Board of Trade, announced that it was the intention of the local board to entertain the delegates to a trip to the Memramcook and St. Joseph oil fields, leaving the station at 8.30. All were cordially invited.

The invitation was accepted.

To Secure Emigrants.

The Kentville Board of Trade raised the question of "What is the most advantageous way to advertise the resources of the Maritime Provinces; whereby a desirable class of British emigrants may be secured and retained as permanent citizens."

The question was put forward by Capt. Allen and seconded by M. G. DeWolfe.

The latter said that in the Annapolis and Cornwallis Valleys they were much handicapped through lack of help. They needed a good class of emigrants. The trend was westward; streams passed through Halifax and never stopped in the lower provinces. In his district they had got out some illustrated pamphlets portraying the advantages of the Valley but if they were to keep up their industries in the Maritime Provinces they must unite in this work. He hoped some practical suggestions would be brought out.

W. S. Fisher, of St. John, agreed that there was a need for more people. The conundrum was how to get them. He believed something might be done by

preparing literature for circulation in Britain through the immigration officers.

G. S. Campbell concurred in what Mr. Fisher had said. A book should be prepared telling the advantages of the Maritime Provinces. These should be distributed to prospective immigrants.

C. Jameson moved the matter be referred to a committee of five to devise a scheme and report before the board adjourned.

D. G. Smith seconded the amendment.

J. E. Birch said the root of the difficulty lay in the fact that the young men went to the United States.

Capt. Read inquired what was the use of bringing people from outside when they could produce better at home. He said the C.P.R. were taking young men to the Northwest for $10 and charging them $20 to come back. He thought that should be prohibited.

The amendment was carried and the president named the mover, seconder, Capt. Allen, Mr. Dodge and Mr. Fisher as the committee to report on the matter.

Steamer to Magdallens.

J. E. Birch, Alberton, introduced the subject of a subsidy for a steamer to ply between ports on the north side of Prince Edward Island, the Magdallen Islands and North Sydney. The distance of the whole route is about 625 miles. Mr. Birch moved that a subsidy of $200 per trip be given for this steamer to ply a weekly service between Prince Edward Island, Miramichi, Sydney and the Magdallen Islands.

The motion was seconded by H. H. Turner, West Prince, and carried.

Lobster Fishing.

"Whereas lobster hatcheries have proven to be of great value in conserving our fisheries; Resolved, that in the opinion of this board it is advisable in order to preserve the lobster fisheries, that hatcheries be established along the coasts of the Maritime Provinces at such places as will enable the spawn of lobsters caught for canning purposes all to be collected and hatched."

The above resolution was introduced by F. G. Bovyer and C. Jameson, both speaking strongly on the matter and pointing out how the lobster fisheries have been depleted.

A. W. Bell inquired whether it were not illegal to can seed lobsters.

Mr. Bovyer said it was, but it was done nevertheless.

W. S. Loggie, Chatham, moved as a rider that the Government be asked to prohibit the fishing of lobsters by "curleys" as these "curleys" are fished close to the shore and only small lobsters are taken.

Hon. Wm. Ross thought we should make every effort to improve our lobster fisheries.

The motion was carried.

On motion of A. M. Bell it was decided to appoint a committee to report on the names of officers for the coming year.

The committee as constituted by the president's nomination were the mover, the seconder and Messrs. DeWolfe, Jameson and Loggie.

To Meet at Yarmouth.

A letter was read by the secretary

W. S. Loggie, M.P.P., ex-President Maritime Board of Trade.

from the Yarmouth Board of Trade inviting the board to make Yarmouth its next place of meeting.

On motion of W. S. Loggie, seconded by J. E. DeWolfe the invitation of the Yarmouth Board of Trade to meet in their town next year was accepted.

A Field Day.

The board took Thursday off and as the guests of the local Board of Trade enjoyed a delightful trip to the Dover and St. Joseph oil fields now being developed.

It threatened rain in the morning, but despite this most of the delegates, together with a large number of Moncton business men, in all a party of about 200, boarded the special train at 8.30 in the morning and were soon landed at the quaint little village of Memramcook in the centre of the beautiful Memramcook Valley.

The party were met at the station by the farmers of the vicinity and driven through the valley around to the Dover wells, where the pumping station and boring rigs as well as the wells themselves were inspected, the party coming away impressed with the bright prospects of this field.

From here the party were driven around to St. Joseph College, where they were given a most hearty welcome by the Rev. Father Cormier and the young ladies of the village who had volunteered to assist in extending the hospitality of the college to the visitors. Dinner, which was served immediately, reflected the highest credit on the menage of the college and gave the greatest satisfaction to the hungry visitors. The afternoon was spent inspecting the college buildings and grounds and the oil wells situated thereon. A special attraction was the shooting of one of these wells with nitro-glycerine, a sight seldom witnessed by any present. A further demonstration of the power of this explosive was given by setting off a can that had been nearly emptied. The detonation was tremendous and signally impressive.

The train met the party at college bridge, but before returning a hearty vote of thanks was passed to Rev. Father Cormier who had proved himself the "Prince of Hospitality" and to the young ladies who had volunteered their assistance for the occasion.

Next Year's Officers.

On resuming in the evening after returning from the oil fields the board immediately received the report of the nominating committee appointed the previous evening. The report was presented by C. Jameson and recommended the following gentlemen for the respective offices:

President—E. A. Spinney, Yarmouth.

1st Vice-President—Capt. Jos Read, Summerside.

2nd Vice-President—W. S. Fisher, St. John.

Permanent Secretary-Treasurer—C. M. Creed, Halifax.

Corresponding Secretary—C. H. Armstrong, Yarmouth.

Auditor—M. G. DeWolfe, Kentville.

On motion of Messrs. Bell and Smith nominations were closed and the secretary instructed to cast a formal ballot for each gentleman on the list proposed

by the nominating committee confirming their election.

J. E. DeWolfe, as chairman of the committee on orders, asked that a question proposed by the Charlottetown Board of Trade as to the best means of developing the fisheries of the Maritime Provinces and inadvertently omitted, be added to the list. The request was granted.

Immigration.

Capt. Allen, chairman of the committee appointed to consider the question of securing immigration to the Maritime Provinces, moved:

"That in the opinion of this board the Governments of Nova Scotia, New Brunswick and Prince Edward Island should co-operate in the publication and distribution in Great Britain and Ireland, among a desirable class of prospective emigrants, of literature, showing the advantages offering to settlers in the Maritime Provinces of Canada; and that committees consisting of three members of this board from each of such provinces be now appointed to bring the subject before the respective Governments."

Speaking to the resolution Capt. Allen emphasized the need of immigrants, especially in Nova Scotia, which had been behind New Brunswick in this matter.

The resolution was seconded by C. Jameson, who added the suggestion that the local boards supply the committee with pictures illustrating the attractions of their several districts.

The resolution was carried unanimously and the appointment of the committees left to the president, who named the committees as follows:

New Brunswick—W. M. Jarvis, St. John; Hon. Senator McSweeney, Moncton; D. G. Smith, Chatham.

Nova Scotia—G. S. Campbell, Halifax; C. Jameson, Digby; Dr. W. B. Moore, Kentville.

Prince Edward Island—N. Rattenbury, Charlottetown; J. E. Lefurgey, Summerside; H. H. Acorn, Souris.

Capt. Wm. Louis, of Louisburg, felt that the shipping interests of the provinces needed protection and moved:

"That whereas the shipping interests of the Maritime Provinces are every year decreasing, and whereas the chief cause of such decrease is a treaty or treaties existing between the Imperial Government of Great Britain and several European nations, said treaty or treaties allowing the shipping of such European nations to become common carriers in the Canadian coasting trade, much to the injury of our merchant marine, be it therefore resolved that this Maritime Board of Trade respectfully ask the Canadian Government at Ottawa to use its good influence with the Imperial Government of Great Britain to have such treaty or treaties as far as concerns the Canadian coasting trade amended."

Proceeding, the mover argued that all knew our coasting trade was falling off. The reason was that foreigners were taking our coasting trade away from our Canadian sailors and ships. Their ships were built abroad, their sailors hired abroad, and their supplies purchased share in our coasting trade to the injury abroad, and yet they were allowed to of Canadian shipping.

Capt. Allen, in seconding the resolution, said the foreigners who were taking away our carrying trade would live on half what our own sailors required. If we were to preserve our mercantile marine we must take some such action as proposed by the resolution.

D. G. Smith, Chatham, N.B., Secretary Maritime Board of Trade, 1900-1.

Capt. Read explained the working of coasting laws. Canadian ships could not coast in United States, or United States ships in Canada, but owing to treaties between Great Britain and Norway and Sweden, ships of these countries could coast on Canada while Canadian ships did not have reciprocal rights in these countries. They wanted the Government to ask Britain to denounce the treaties with these countries so far as they concerned Canada, and thus put us on a fair basis to build up our shipping interests.

J. E. DeWolfe suggested a change in the wording of the resolution which was concurred in as appearing above.

Senator Ross was of the opinion that no harm would result from passing the resolution. Great Britain, however, was very conservative in regard to her treaties, and he did not think she would be likely to alter them. But supposing the resolution was given effect where, he asked, were the ships to carry on existing trade?

Mr. Campbell rose to remark that there existed very grave dissatisfaction in Great Britain itself among ship owners over the coasting laws along the lines just indicated. He thought the passing of the resolution would have an effect.

The resolution carried.

The Lobster Fisheries.

Wm. T. Tidmarsh, of Charlottetown, on behalf of the South King's board, introduced the following resolution:

"Whereas the rapid decline of the lobster fishery, as shown by the reports of the fishing affairs in the Maritime Provinces, is viewed with alarm by this board and as the decline appears to be greatest in those sections where illegal fishing is carried on,

"Resolved, that it is desirable that the Government take active measures to enforce the regulations for the protection of the lobster fishery by instructing the officials of the Marine and Fisheries Department to suppress illegal fishing after the season in their respective districts.

"Further resolved that fishing stations for educating our fishermen be established by the Government at suitable places along the Atlantic coast and the Gulf of St. Lawrence; and further, that it is desirable that the Government take into consideration the re-organization of the fishing service with the view of bringing it up to a higher state of efficiency.

"That a copy of this resolution be sent to the Minister of Marine and Fisheries and to the Maritime members of parliament.

In support of his resolution Mr. Tidmarsh read a very able and exhaustive paper on the fisheries of the Maritime Provinces in general.

Capt. Jos. Read seconded the resolution "without remarks."

H. A. Rice, of Canso, explained what was being done at Canso by the Scotch fishermen brought over by the Government to experiment with the herring

fisheries. Their meshes were too small, but despite this they had shown reason to expect our herring would yet command the same price as Scotch herring.

The resolution carried.

Sydney's Harbor.

Sydney's claim for the use of a steamer part of the Winter to keep her port open was presented by S. Shaver of that town, and seconded by Mr. Fraser, of Summerside.

On advice of Messrs. Rattenbury, Ross, Read and Allen the mover and seconder changed their resolution to a request for a steamer for themselves and secured the endorsation of the board for the following resolution:

"Whereas, Sydney being a steel and coal centre of great importance to the commercial interests of the Dominion of Canada by and through her splendid geographical position on one of the most useful and beautiful natural harbors in the world, enjoying as she does the distinction of being the second largest shipper in the Dominion, and aspiring to the claim in the near future of being the largest shipping port in Canada,

"Resolved, that this Board of Trade representing the bone and sinew of the commercial and other interests of the Maritime Provinces, do petition and request the Government of Canada to supply an ice breaking boat to be located permanently at Sydney, thereby making Sydney harbor an open port to the world in Winter as well as Summer, facilitating as it will the easy and safe shipment of steel and coal from our port at all seasons."

The Dog Fish Question.

C. Jameson, on behalf of the Digby board, animadverted on the ravages of the dog fish which now made fishing in some months unprofitable. He had learned from the papers that the Government proposed to establish three plants for the destruction of dog fish. He moved that:

"Whereas the Federal Government contemplate the establishment at certain points in the Maritime Provinces of fish reduction plants for the extermination of the dog fish, and the utilization of the products of such plants for fertilizing purposes,

"And whereas it is feared that the proposed plants may not be of sufficient capacity nor so situated as to render them capable of treating all the material available,

"Therefore, resolved, that the Government be respectfully requested further to grant a bounty of reasonable amount to any person or company proposing to establish similar works as a private enterprise at such places in the Maritime Provinces as may be approved by the Department of Marine and Fisheries.

The motion was seconded by W. M. Jarvis without remarks.

Senator Ross thought they should see whether dog fish could not be sold to the West Indies. A couple of thousand cases should be put up and the experiment tried. He would not recommend that they be put up as dog fish. That would cause a prejudice against them. They should be given some other name.

J. E. DeWolfe reported that dog fish had been put up in cans and were very edible when not known as dog fish.

Chas. D. Stewart, former Corresponding Secretary Maritime Board of Trade.

Capt. Read approved of Senator Ross' suggestion. In the East Indies and China a fish very similar to the dog fish was daily sold in the markets. They might sell dog fish there.

The resolution was adopted.

Amherst Wanted Board.

J. A. Laws, of Amherst, wished to re-open the question of the next meeting place. Amherst was very anxious to have the board next year and were surprised the matter had been decided so early in the meeting. The board appreciated very much the invitation from Amherst but were unable to re-open the question. The invitation, however, was ordered placed on the minutes to give Amherst a claim the next time the board meets in Nova Scotia.

Steel Ship Building.

This very important subject was brought before the board by J. E. DeWolfe, of Halifax, who moved as follows:

"Whereas the substitution of steel for wood in the construction of ships has reduced Canada from her position as one of the four ship-building and ship-owning countries of the world to a place amongst the most unimportant;

"And whereas her coast line on two oceans of over two thousand (2,000) miles, with enormous lake and river navigation leading to the interior of the continent, has produced not only a great coastwise and foreign trade, but a large population skilled in maritime affairs;

"And whereas Canada possesses all the natural facilities and materials for the production of steel vessels, but is prevented from utilizing them by reason of the skill and capital employed in British yards, which have established England's supremacy in this industry, the products of which are admitted free to our coastwise as well as foreign trade;

"And whereas the above conditions prove that Canada can never regain her position as a maritime country unless the Government offers inducements by bonus or otherwise to shipbuilding companies to establish that industry;

"Whereas several municipalities and Boards of Trade in the Maritime Provinces have memorialized the Dominion Government to grant aid to the industry by means of bonus or otherwise, and;

"Whereas a similar memorial from parties interested in this industry in Western Canada has also been presented to the Government;

"Resolved, that the Maritime Board of Trade hereby endorses and approves the principle of a bonus to steel shipbuilding, as offering a new and profitable field for the utilization of our steel products, the employment of skilled labor, and more than all, in the creation of a new mercantile marine, which was formerly a great source of wealth to our country."

In seconding the resolution B. F. Pearson, of Halifax, pointed out the necessity of cheap transportation for our rapidly increasing exports. But as a matter of fact he showed Canadian shipping had decreased in numbers and tonnage. The only remedy was a bonus,

which was by no means a new expedient.

N. Rattenbury in view of the immense exports we were soon to have, thought it of the utmost importance that the question of shipbuilding be solved and a bounty be granted.

Senator Ross said the question was a large one, and he thought some encouragement should be given help to the provinces to regain the place in the shipbuilding trade they had once held.

The resolution was passed unanimously.

Weights of Packages.

The last item to be discussed at the evening session was the one from St. John in regard to the weights of packages.

J. Hunter White moved, seconded by W. M. Jarvis:

"That whereas the interests of consumers are materially affected by a growing custom of short weight in putting up of various kinds of goods sold either canned or in packages, and whereas the reputation of wholesale dealers in such goods is also prejudiced thereby,

Therefore resolved, that this Maritime Board of Trade submit to the Government the importance of providing by law that in the case of such goods each can or package shall be marked with the net weight of the article contained therein and that suitable penalties be imposed for infraction of the law where it shall appear that there was short weight at the time of putting up such goods."

Messrs. Jarvis, Bell, Smith, Anderson, Read, Moore and Birch expressed their approval of the resolution, and it passed as read.

The Final Session.

The board resumed business Friday morning at 9.30, imbued with a determination to dispose of matters with dispatch, and a large amount of work was concluded before rising at one o'clock.

Labor Legislation.

The first matter considered was Moncton's resolution on the labor question, J. T. Hawke and Capt. Jos. Read standing sponsors for it. The resolution read:

"Whereas municipal corporations in the Province of New Brunswick have been applying for and obtaining authority to impose a license fee upon mechanics and laborers working within and residing outside the municipality.

"Therefore, resolved that in the opinion of this board of trade, such legislation is not in the best interest of the province, and that such power should not be granted to municipal corporations."

The mover of the resolution protested against the aggression of the labor unions, especially as in Moncton it was almost impossible to secure labor. The resolution met with the favor of the board.

Fast Atlantic Service.

The father of the movement for the fast Atlantic service, A. M. Payne, of Halifax, again brought the subject briefly to the attention of the board, and proposed this resolution:

"Whereas the construction of a second Canadian Transcontinental Railway, and the growing expansion of Canadian exports and imports indicate the imperative necessity of utilizing Canadian shipping ports to the fullest possible extent, in order to keep pace with constantly increasing internal development;

"And, whereas, the maintenance of a separate Summer and Winter Atlantic mail service between Britain and Canada has proved inadequate to the requirements of Canadian commerce;

"And, whereas, it has been admitted in the Dominion Parliament that nine-tenths of the Canadian mails to and from Great Britain are dispatched and received via New York;

"And, whereas, the Home Government has recently granted the largest ocean mail subsidies on record to assist in the construction of the two fastest steamers in the world for service at foreign ports;

"And, whereas, the establishment of a Canadian fast Atlantic service affords a material all round decrease in mileage and consequently a more rapid conveyance of the Imperial mails to and from the Orient;

"And, whereas, the Atlantic ports of Canada are several hundred miles closer to the Motherland than other ports, and better adapted for rapid ocean mail transit on modern lines;

"Therefore, resolved: That the Maritime Board of Trade strenuously protests against the present divided system of Atlantic mail transit, which, at a cost of over a thousand dollars per day, only provides an ocean mail service very slightly, if at all, in advance of the average time of delivery for the Atlantic mails at the inception of ocean steamer navigation, three-quarters of a century ago:

"And further resolved: That in view of the fact that over twenty steamers with a speed of from twenty to twenty-three knots are now plying on the North Atlantic, the time has arrived for the people of this Dominion of Canada, with the aid of its Government, to inaugurate the long-promised fast Atlantic service on the basis recently suggested by an acknowledged authority on the subject as 'The fastest ocean steamers on the shortest ocean passage.'"

Capt. Read, in seconding the resolution, urged that the board keep agitating for as fast lines for Canada as are to be had at New York. Halifax harbor, he said, was excelled by no harbor in the world.

Capt. Allen supported the resolution, and referred to the immense quantities of produce Canada would soon have to export. Trade would become congested, and he thought the Government should subsidize a fast Atlantic service which, contrary to prevalent opinion, would carry large quantities of freight.

Alex. Stephen of Halifax believed the time had arrived for a fast Atlantic service. A seventeen knot service was not good enough. He did not think it creditable that Canadians should cross the Atlantic via New York. He gave the board a motto he had seen on the tent of a party of campers, "Whilst we live, let there be no doubt about it." They should adopt this motto in their efforts to get a fast service.

Hon. Wm. Ross thought it unfortunate to have to pay heavy subsidies to a line which, after all, would give only a 17 knot service. "Let us have the fastest and best possible," continued Mr. Ross, warming up. The people in Ontario were narrow minded on this matter. They should eat more fish, and forget their prejudices.

The resolution was carried enthusiastically.

Improvement of Intercolonial.

R. L. Starr, of Wolfville, introducing this subject, stated that the Intercolonial had been built when speed was not so important as at present. He mentioned many places where the road could be improved. This was necessary, especially if we were to have a fast Atlantic service, and were to compete with American lines. It would take some years and should be begun at once. He therefore moved that:

"Whereas, it is considered advisable by this board that the Intercolonial Railway shall be so improved by double tracking where needed, by improving terminal facilities at Halifax, and by shortening and improving the grades where possible so as to provide for fast and increased traffic which will result from the establishment of a fast line of steamers from Halifax to Great Britain;

"Therefore, resolved: That the Dominion Government be respectfully requested to take this matter into careful consideration and inquiry; to appoint a competent person or commission

to survey and report upon the possible improvements, the estimated cost of such changes, as far as possible the benefits likely to accrue from such changes, and the extra speed to be attained by fast trains over the improved line."

J. B. Oakes remarked that the improvement of the Intercolonial was vitally related to the other reforms desired by the board.

Hon. Wm. Ross had a good word to say for the present Minister of Railways. The road could, he said, be shortened 12 miles between Moncton and Amherst.

J. T. Hawke thought the board need have no hesitation in adopting the resolution, but he said the Government had already anticipated much asked for in the resolution.

The resolution was carried without opposition.

P. E. I. Freight Rates.

Prince Edward Island had another grievance in the excessive freight rates to and from inland points on the mainland. In this connection G. H. Hughes, of Charlottetown, moved, seconded by Capt. Read, that:

"Whereas, shipments from points on the P. E. I. Railway to points on the I. C. R., and shipments from stations on the I. C. R. to stations on the P. E. I. are subject practically to three short haul rail rates, Winter and Summer, the ferry service on the Straits charging a short haul rate; and

"Whereas, shippers on the I. C. R. from points on the mainland to stations in Cape Breton, notwithstanding the ferry service at the Straits or Gut of Cause, are only charged a continuous railway haul, the resulting overcharge on shipments to and from the Island on fifteen ton carloads of 8th class produce on an 80-mile haul is equal to the difference between $45 and $28, as compared with an equal haul on the Intercolonial. Rates on first-class goods show a much greater injustice against Island shippers to the mainland than mainland shippers to the Island;

"Therefore, resolved: That in the opinion of this board the rates of freight from all points on these Government roads to and from the Island should be adjusted on the basis of a continuous rail haul;

"Resolved, that the same principle apply to shipments originating at Island points and transferred to the Intercolonial;

"Resolved, that copies of this resolution be sent to the Minister of Railways and our Maritime representative at Ottawa."

A. M. Bell of Halifax supported the resolution, but advised the Islanders to agitate for a broad guage railroad and transfer ferry.

W. F. Tedmarsh of Charlottetown concurred with Mr. Bell.

Mr. Bovyer mentioned instances of exorbitant rates.

The resolution was adopted.

Committee on Ship Building.

At this juncture the president announced that instead of appointing the committee to implement the ship building resolution directly, he would ask the boards of Halifax, Sydney, Dartmouth and St. John to appoint committees to take the matter in hand, the Halifax board to be convenor.

The Wood Industry.

F. G. Bovyer, South Kings, P. E. I., seconded by Capt. Read, moved that:

"Whereas, the Maritime Provinces are eminently adapted to the wool raising industry, and woolen cloths at times manufactured contained inferior substances;

"Therefore, resolved: That it is desirable that the Government be requested to place such restrictions on manufacturers that will compel all woolen fabrics to be plainly markes as to proportion of pure wool or adulterations therein contained, in a manner similar to the legal restrictions placed by Government on manufactured imitations of dairy products, such as oleomargarine filled cheese, etc."

The resolution was adopted with little discussion.

Undesirable Advertisements.

C. Jameson of Digby found a grievance in undesirable advertisements that sometimes crept into newspapers, tending to deceive the public, such as wildcat stock promotions, and proposed a resolution as follows:

"Resolved, that this board, having in mind the patriotism and sense of fairplay of our Canadian newspapers as a whole, cannot but regret the occasional publication therein of prospectuses and advertisements inviting and encouraging investment in ventures the commercial standing of which is entirely doubtful as unknown, and the object of which is to enrich the promoters at the expense of the public, thereby prejudicing the flotation of legitimate enterprises calculated to aid in the development and stimulate the production of the country;

"Further resolved, that this board entertains the hope that by the increased care and discretion of publishers the prospectuses and advertisements of unscrupulous promoters may in future be denied space in the Canadian press."

M. G. DeWolfe seconded the resolution, although rather at a loss to know how it could be made effective.

J. T. Hawke, as a newspaper man, supported the resolution. It would have a moral effect, and one that was much needed in these days when so many doubtful advertisements were being hawked about.

D. G. Smith did not think anything practical could come out of the resolution. If he did he would vote for it.

The motion was adopted.

To Preserve Historic Spots.

A resolution of unique but most commendable nature was brought forward on behalf of the Wolfville board by J. B. Oakes, who moved that:

"Whereas places of historic interest in the Maritime Provinces constitute one of the leading attractions, inducing tourist travel and the circulation of considerable money, and whereas most of these places are now owned by private persons and are unsightly and unmarked by any monuments and in consequence of which they are disappointing to strangers visiting among us, and whereas our historical societies could probably secure the erection of suitable monuments thereon by private subscription and thus foster in a higher patriotism and more firmly cementing the ties bind ing our English and French people totogether, therefore resolved that the Dominion and Provincial Governments be respectively memorialized and requested to take such steps as may result in the public ownership of the more important of these places commemorative of and binding us to our past."

Mr. Oakes supported his resolution with an address of a high order, alluding to the educative value of such spots in fostering patriotism in the young. Canada was slow in preserving her historic spots though no country possessed the scenes of deeds of greater value.

R. W. Starr, seconding the resolution, recounted what the Wolfville board had done. These historic spots now on private ground should be taken up by the Government.

A. E. Atlee supplmented these remarks with a summary of the work done at Annapolis. It would be a shame to allow these old historic places to remain in private hands and possibly destroyed.

Hon. Wm. Ross agreed it was very desirable that our children should be made familiar with our glorious history. He supported the resolution, which was carried enthusiastically.

Bank Cheques.

O. B. Smith drew the attention to the prevalence of paying accounts by cheques and the loss resulting from the excessive exchange on cashing such cheques, and moved:

"Whereas chartered banks have established agencies at different points in the Maritime Provinces, and cheques drawn on these agencies have come into general use as a circulating medium,

"And whereas such cheques do not represent their face value outside the town or city in which they are drawn, and through custom the receiver is obliged to lose the exchange, an item which in the aggregate represents many thousands of dollars annually to the jobbing and distributing trade in the Maritime Provinces,

"And whereas the present charges made by the banks for cashing such cheques are considered excessive particularly for small amounts up to thirty dollars,

"Therefore resolved, that this board confer with the Clearing House Association at Halifax and St. John with a view to adjusting present exchange rates on a basis at least equal to that charged by express companies for transmitting similar amounts."

The motion was seconded by A. M. Bell and passed without opposition.

Cables and Telegraphs.

J. E. DeWolfe complained of injustice in the rates charged for sending messages by wire to and from the island and supported by Capt. Jos. Read, moved as follows:

"Resolved, that this board puts itself on record as in favor of the Government ownership and operation of telegraphs as in the United Kingdom, and that pending the general acquirement of the various systems the Government be memorialized to expropriate and operate the lines and cable of the Anglo-American Telegraph Co. from Sackville, New Brunswick to Prince Edward Island, including the land lines in the latter province.

The resolution was adopted.

Moved by J. B. Oakes, seconded by M. G. DeWolfe that the boards of Annapolis, Wolfville, Sackville and Moncton each appoint a member on a committee to communicate with the Government on the matter of preserving historic grounds. Carried.

Financial Report.

As the ordinary business of the board was now concluded (item 22 and one or two others having been withdrawn owing to lack of time) the secretary presented his financial report.

THE MARITIME BOARD OF TRADE.

In account with Chas. M. Creed, Permanent Secretary.

To general expenses for 1904	$121.49	
To Secretary's salary.....	125 00	
		$246 49

CREDIT.

By balance from 1903.....	$183.15	
By subscriptions for 1904.....	238 18	421.33
Balance.....		$174.84

Examined and found correct.
M. G. DEWOLFE,
Auditor.

Votes of Thanks.

Before dispersing M. G. DeWolfe rose to his feet to move the hearty thanks of the board to the Mayor and city of Moncton for the magnificent way in which the board had been entertained. They had been given the freedom of the place, not only in the city but all the way out to Memramcook. They had had an enjoyable and profitable time and would look forward to three years from now when he expected they would come again to Moncton to be present at the turning of the sod with a view to making Moncton the terminus of the new transcontineutal railway.

He also wanted to move the thanks of the board to the Y.M.C.A. for their great kindness in furnishing these rooms and extending to the members the privileges of the house.

One thing more must not be forgotten and that was to thank the MacLean Publishing Company for once again taking the pains and expense of sending one of their editors here to report in full the proceedings of the board; also the local press for their kindness.

The thanks of the board were also due the president for the kind and able manner in which he had fulfilled his arduous duties. It was a difficult position to fill, especially with such a strong delegation from the sister island.

He would further add the gentlemen of Memramcook who had driven them about on Thursday and Father Cromier for the splendid hospitality at St. Joseph College.

The motion was carried with enthusiasm by a standing vote and the secretary was instructed to communicate the sentiments of the board to the gentlemen concerned.

The president responded graciously for his own behalf and J. T. Hawke on behalf of the Moncton Board of Trade.

Capt. Read thanked the board for electing him to the honorable position of first vice-president; and moved at the same time, seconded by J. E. DeWolfe, a hearty vote of thanks to the Hon. Wm. Ross for coming at his age to the meeting and assisting the board with his valuable counsel and advice.

The motion was received with applause and the Hon. Mr. Ross replied feelingly.

With this the board adjourned to meet next year in Yarmouth, N.S.

Notes.

Moncton is a Scott Act town!

The Kentville board, as usual, sent a strong delegation of good live men.

F. W. Sumner, president of the local board, directed the trip to the oil fields.

Mayor Ryan, who welcomed the board to Moncton, is the proprietor of a well-kept grocery.

Most of the delegates found time during their stay to witness the arrival of Moncton's famous Bore.

Senator Wood made an admirable presiding officer and never the least friction was noted in the proceedings.

The citizens both in Moncton and the Memramcook Valley expect great things from the development of the oil fields.

Secretary Creed, despite his three score and ten and four years, retains all his old-time vigor and good fellowship.

Seventy-three delegates registered, representing twenty-two boards, making one of the most representative Maritime Boards for some years..

Capt. Jos. Read, of Summerside, besides being an old sailor, an ex-ship-broker and present shipper, is a raconteur of no ordinary ability, and can spin yarns of the sea by the hour to the charm and interest of his hearers.

It is interesting to note that the public men of the province were well represented. Among these present were Senators Josiah Wood, Sackville, N.B.; and Peter McSweeney, Moncton, N.B.; M.P.'s Hon. W. Ross, Halifax, N.S., and H. J. Logan, Amherst, N.B.; M.P.P.'s, B. H. Dodge, Kentville, N.S., and Capt. Jos. Read, Summerside, P.E.I.; M.L.C.'s, Geo. E. Hughes, Charlottetown, P.E.I.; also Past Presidents, W. M. Jarvis, St. John, N.B.; M. G. DeWolfe, Kentville, and W. S. Loggie, Chatham, N.B. Past Vice-Presidents, J. E. DeWolfe, Halifax, N.S.; W. S. Fisher, St. John, N.B.; D. I. Welch, Moncton, N.B.; and A. Stephen, ex-Mayor of Halifax.

"Tone Up Your Business"

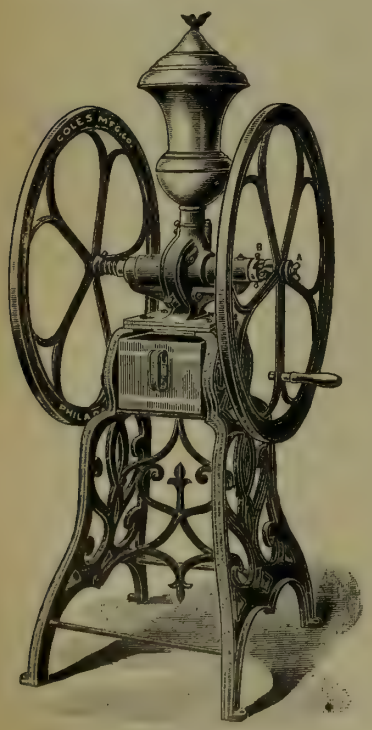
with standard staples—lines that have successfully stood the test of time, sort out "stickers" and give them a wide berth in future, you will be money in pocket in the long run. Take "Salada" Ceylon Tea for an example as a seller, thousands of grocers will cheerfully testify to the doubling of their Tea Trade since using this tea as a "Leader."

It's Popular Favor is no conundrum, it's purely a matter of "good character."

Black, Mixed, or Natural Green. **Sealed Packets only.**

Wholesale Terms and Samples from "SALADA,"

TORONTO OR MONTREAL.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co

PHILADELPHIA, PENNA.

Drum up your Starch Trade.

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it Sell them

Lily White Gloss Starch

in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White Drum package is the latest.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Aug. 25, 1904.

Groceries.

THE grocery trade report improved conditions generally, and say they have already begun to experience the increase in the volume of trade usual at this time of year. Prospects point to a successful Fall trade in all lines of groceries. Travellers have been on the road for a week and a half since their holidays, and report that everything is going nicely. The most interesting item in the market is sugar, which continues strong and very high, with prospects favorable to sellers. The consumption of sugar compares favorably with that of other seasons.

The prospects are for a full crop of tomatoes and only a poor to fair yield of corn. Another important item is the shortage in the Fraser River salmon pack, where the pack of sockeyes is not more than half that of last year. As a result higher prices will be maintained, an advance of 15c per case on opening prices having already taken place, and cohoes and pinks will likely be brought up to a higher range of values. At the present time there are reported to be no sellers on the coast; in one or two cases however, individual cars are being offered at a price ranging from 25 to 50c higher than previously established prices. Syrups and molasses continue without special feature. In teas the chief item of interest is the inviting price of Japans, which has resulted in increased sales. Coffees continue high, although actual quotations have dropped 15 points since last week. Quotations in foreign dried fruits are generally higher than last year's, and, although a few confidential orders have been placed, trade is only beginning to become general. There has been an advance in rolled and flaked wheat of 25c per barrel.

CANNED GOODS.

Canned goods continue active at quotations given below. Most of the business is concerned with filling orders which were booked previous to naming the new pack. New corn and tomatoes are not being packed as yet, but prospects point to a full pack of tomatoes, while corn will be only fair. New pack asparagus tips 2's, are already out of first hands and are quoted at an advance of 15c on opening prices.

The principal item of interest in canned goods this week is the shortage of the Fraser River salmon pack, where the run of sockeyes is not more than half that of last year, which was one of the poorest in the history of the salmon fishing industry. As a result of these unfavorable conditions the higher prices established before the season commenced will not only be maintained, but have been advanced 15c per case, and the high price of sockeyes must in the long run bring cohoes and pinks up to a higher range of values.

The newest feature of the British Columbia fish trade has been the introduction by a local firm of a carload of B.C. herrings, which arrived last week, and are reported to be giving satisfaction. The fish were sold at a very low price to open the market here, and can be bought by the retail trade at about three tins for 25c.

It is thought the requirements of the wholesale trade in sockeye salmon have been pretty well met, and that they will not experience difficulty in obtaining supplies at contract prices. There are, however, a few buyers in Canada who have not placed their orders, and now there are no sellers on the coast. In one or two isolated cases during the past week sellers have offered individual cars for which they are asking an advance of 25 and sometimes 50c over previously established prices. Our quotations are as follows:

Apples, 3's		0 90
" gallons		2 20
Asparagus, American		4 00
" tips, 2's		2 65
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 80	0 92½
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 82½	1 30
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 75
" 3's		2 50
Peaches, 2's	1 65	1 70
" 3's		2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 90
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 75
Succotash, 2's		1 00
Tomatoes, 3's		1 12
Lobster, talls		3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92½
½-lb. flats, 5 cases and over		1 17½
½-lb. flats, less than 5 cases		1 20
Chums	0 95	1 00
Sardines, Sportsman ¼'s		0 15
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "		9 00
" 14s, "		20 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

For the new price list for 1904 pack vegetables and fruits not quoted above see Quebec markets.

SUGAR

There is little of particular interest to report for the week under review. The market has been quiet in the main with few transactions in raws transpiring and these confined mostly to muscovado sugars. The quantity of centrifugals on order has been restricted. Just prior to going to press last week there was a sale of 800 tons Demarara centrifugals to New York refiners at full duty paid parity of 4 1-4c for basis 96. Further small parcels offering on this basis would probably find buyers, but refiners are at present indifferent to large cargoes and at the moment importers show no disposition to force sales. The small balance of sugar in Cuba remaining unsold is held for full current price of 2 7-8c, c. and f. for basis 95 or 4 1-4c duty paid for basis 96.

Beet sugars have shown only a slight fluctuation for the week, first reacting 3 4d per cwt. to 10s 5 1-4d, then advancing to 10s 6 3-4d, and later reacting to 10s 6d, at which the market remains firm. Weather reports, with only slight exceptions, are still unfavorable to the growing crops, there having been some rains which have caused speculators to realize. It is felt, however, that little improvement can come to the crop at this late date.

It is reported from Europe that since the American Sugar Trust began to buy beets this season it has purchased fully 100,000 tons. of which more than one-third will go to New Orleans, and the balance to New York, Boston and Philadelphia. It is predicted by ordinarily conservative people that the deficiency in Austria-Hungary will be fully 20 per cent., and Hungarian factories are eagerly buying back in London at 2s per cwt. advance sugar sold by them last May. This is a pretty good indication of how seriously the situation is viewed by those nearest primary markets.

Meltings at U. S. Atlantic ports for the week ending August 17 again increased 2,000 tons and are estimated at 44,000 tons for the week, against 34,222 tons for the corresponding week last year, thus reducing stocks by nearly 10,000 tons, and leaving total stocks of 136,972 tons, against 278,149 tons last year. There were no receipts at Cuban shipping ports for the week, exports amounting to 12,800 tons, leaving stocks on hand at 69,000 tons, as against 22,690 tons

last year. Combined deficiency in stocks in U. S. and Cuba is equivalent to 301,867 tons.

Combined stocks of Europe and America at latest uneven dates were 1,683,972 tons, compared with 2,188,298 tons for the same period last year, the decrease being 504,326 tons. Our readers will have observed the gradual enlargement of this deficiency.

Holders of Javas have s ld freely so far and at present have mostly withdrawn offerings from the market; it is estimated in a report from London that there remain now only about 40,000 tons in planters' hands unsold.

New business in refined sugar both in Canada and the United States has been light. During the interim period between the small and large fruit crops as compared with previous years, however, the demand has been surprisingly good and U. S. refiners are reported to have difficulty in keeping up with their orders, there being considerable delay in shipping in some cases. One Canadian refiner is at present largely oversold and has withdrawn from the market. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	5 33
" in 100-lb. "	5 23
St. Lawrence granulated	4 68
Redpath's granulated	4 68
Acadia granulated	4 58
Berlin granulated	4 58
Domestic beet, granulated, 1902 (off grade)	4 38
Phoenix	4 58
Bright coffee	4 48
Bright yellow	4 43
No. 3 yellow	4 38
No. 2 "	4 18
No. 1 "	4 08

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The syrup and molasses market continues unchanged from last week. Sales of Barbadoes and New Orleans are reported in small quantities, and the same thing applies to the wholesale grocery trade, who are buying sparingly. One or two New Orleans exporters have withdrawn from this market as a result of unfavorable canditions. Prices rule very high. More molasses and syrups will be consumed later in the season. A feature of the trade is the tendency towards the greater comparative use of syrups. We quote the following prices:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02¾
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

Locally trade in teas continues steady at quotation prices. The feature of the market is the tempting price for Japans. Third pickings of Japan teas are now offering on the market and show very good value. Teas quite good enough for the popular 25c trade can now be had to cost 15-16c. It is thought that the requirements of the Canadian trade in Ceylon greens have been met. Ceylon blacks are if anything a tone stronger. The English tea market exhibits a stronger tendency all round. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 32
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The Rio coffee market continues to soar, although at the time of going to press speculative prices are 15 points lower than they were at the same time last week. The local demand keeps up, but wholesalers are buying very little coffee, in proof of which comes the report that very little coffee is actually coming forward to this market at the present time.

Private cable advices received from Brazil relative to the climatic conditions and prospects for the 1905-6 crop have been conflicting. Some reports have been to the effect that no damage was done by the recent reporteh frosts, while others stated that the damage was serious, with some reporting that there will be no August flowering. Several estimates of the yield of the present Saotos crop have been received, and the extreme figures mentioned ranged from 6,250,000 to 7,500,000 bags. The current ideas of the yield of the Rio crop range from 2,000,000 to 3,000,000 bags, thus showing that the present belief of the coffee trade is in a yield from the present Rio and Santos crops of from 8,250,000 to 10,500,000 bags. The mild crops are generally believed to be much smaller than last year, so that taking the outside figure of the current estimates of the Rio and Santos crop and figuring on a yield from the mild crop and Bahia and Victoria of 4,500,000 bags, or, as an extreme, 5,000,000 bags, the indicated total production, according to present outside estimates, is 15,500,000 bags; consumption, it is believed, will at least equal last year's, when it amounted to 16,100,000 bags, thus indicating at least a small reduction in the world's stocks of coffee during the present crop year; while those who are believers in the smaller crop estimates naturally look for a much larger decrease, some contending that for the crop year it will be close to 2,000,000 bags.

We quote the following prices:

	Per lb.
Green Rios, No. 7	0 09
" " No. 6	0 09½
" " No. 5	0 09½
" " No. 4	0 08½
" " No. 3	0 09½
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

The rice and tapioca market is still without special feature this week. Trade is steady and prices continue unchanged. We quote the following price?:

	Per lb.		Per lb.
Rice, stand. B	0 03½	Tapioca, staple	0 03½ 0 03½
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 08
Sago	0 03½ 0 04		

SPICES.

The spice market is steady with firm tendency all round. Sales are increasing as the pickling season comes on. We quote the following prices:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits

The dried fruit market is beginning to show signs of increased activity. Although a number of confidential orders have already been placed, trade in new crop dried fruits may be said to be just beginning; it will not be general until the conditions of the market abroad are definitely known.

Some new crop California prunes have been ordered at the present low quotations to arrive two months hence. The trade are holding off however, expecting to see prices go still lower, as the present state of the market in California is believed to be permanent, and there is a great deal of old stock left over from last year. The same remarks apply to California raisins. For local requirements old prunes—new process—are coming now.

Elemes figs, new season, are quoted 1c higher than at lowest level. They opened up lower this year, but are likely to go higher. First direct steamer commenced loading at Patras, Greece, Aug. 24.

Buyers have been led to believe that the current market in Greece has been low and irregular during the past week, but cables from reliable houses show that such has not been the case. Some offers have been made, and it is reported that orders were actually booked 1s. per 100 lower than last quotations.

The source, however, from which the low orders came makes buyers very unwilling to take advantage of them, and as houses considered reliable cannot and will not meet these prices, there has been a tendency to stay out of the market until things find their level. The actual cost of fruit on the present market and a comparison of these prices with the figures named by other houses who base their quotations on actualities, has unsettled buyers' views concerning the market. Under existing conditions, however, there is no prospect of prices current throughout the season last year being reached this year, as the crop is estimated roughly at half of the 1903

product on account of damage by heat and rain, and will not exceed annual requirements.

Malaga raisins at the opening of the market indicate a lower range of prices. In Valencia raisins prices have opened on a moderate basis. The crop is ascertained to be smaller than that of last year, but better in quality. The future of Valencias is rendered uncertain by the demoralized condition of California raisins, where the Raisin Association is reported to be carrying over 2,000 carloads from last season's crop. In Sultana raisins prices have opened several shillings above the opening price of 1903. Our quotations are as follows :

PRUNES.

	Per lb.			Per lb.
100-110s	0 04	0 04½	60-70s	0 06½ 0 07
90-100s	0 05	0 05½	50-60s	0 07 0 07½
80-90s	0 05½	0 05½	40-50s	0 07½ 0 08
70-80s	0 06	0 06½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.			Per lb.
Lemon	0 10	0 12½	Citron	0 15 0 18
Orange	0 11	0 13		

FIGS

	Per lb.			Per lb.
Tapnets	0 03½		Elemes	0 09 0 20
Naturals	0 06½	0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated	08½ 0 12

CURRANTS.

	Per lb.			Per lb.
Fine Filiatras	0 04½	up	Vostizzas	0 07 0 08
Patras	0 06	0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06½ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 09 0 10
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.			Per lb.
Hallowees	0 03½	0 04	Fards	0 08½ 0 09
Sairs	0 03½	0 03½		

FOREIGN NUTS.

Walnuts, both "Bordeaux" and "Grenoble," show a slight change, and different quotations are expected shortly. At present there is a very excitable market for filberts. New crop filberts are beginning to move at prices 15 per cent. above last year's quotations. The demand continues to be good for peanuts and cocoanuts, although almonds have taken a sharp advance and the demand for them is increasing. Very little inquiry is made for other lines on the list, and with the exception of those already mentioned, trade is quiet. Prices remain unchanged. We quote the following prices :

Peanuts, green, per lb	0 08 0 10
" roasted "	0 10 0 12
" Spanish, green, per lb	0 09
" " roasted, "	0 10
" Japanese, green, per lb	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb	0 12
Walnuts, Grenoble, "	0 10
" Bordeaux, "	0 10
Filberts, per lb	0 10
Pecans, per lb	0 14 0 15
Brazils "	0 15
Cocoanuts, Jamaica, per sack	4 00

Country Produce.

EGGS.

There is no good word to say concerning eggs as yet in spite of large receipts, in fact, an advance of ½c is recorded, so that it stands now 17 to 18c. There is very little prospect of a decline. Large quantities will continue to be received for a month yet, but with the sustained high level of all Summer it will be a surprise to see any drop for the remainder of the year. In the meantime dealers have been buying as few as possible, and some have even refused to take the stocks of their regular customers. If an open Winter is the rule during the coming cold season dealers will drop a lot of money.

HONEY

Quite an amount of old honey carried over from last year is now being placed on the market.

While the crop this year is light owing to the severe Winter which resulted in the death of a large number of bees, prices will not be very high on account of the good supply of old honey. We quote the following prices :

Honey, extracted clover, per lb	0 07 0 07½
" sections, per doz	1 65 1 75

BEANS.

The bean trade in white varieties continues good at unchanged quotations.

Reports from correspondents of The Grocer on the condition of the growing bean crops in Ontario say that the acreage this season has been increased about one-fourth over that of last season on account of the Winter-killing of the wheat and clover crops. The actual yield of beans, however, will not be any greater than last season's, namely, 970,000 to 980,000 bushels, on account of the dry weather of two and three weeks ago keeping the pods from setting and filling. Even on the late beans the pods did not form right, as they were in blossom at the time of the dry weather. On the night of August 19 there was an extremely heavy rain in the vicinity of Highgate, one of the principal bean districts of Ontario, which on the early beans drove the ends of the pods into the ground, thus injuring the sample.

From the present outlook the average yield of beans per acre this season is placed at 12 bushels. The crop prospects from now out cannot be much improved, and unfavorable weather may do much injury. Hand-picked beans are easier, having dropped 50c. We quote the following prices :

Beans, mixed, per bush	1 25
" prime, "	1 35
" handpicked, per bush	1 50 1 60
" Lima, per lb	0 05½ 0 06½

Green Fruits.

Reports show that all Canadian fruit is from 10 to 12 days later this year than last. This is due to the severe weather this Spring, which was detrimental to the growth. The amount of California fruit shown this week is light owing to the low prices it brought last week. As a result Canadian fruit was shown to good advantage, which resulted in good sales and a sharp advance in the market.

The outlook is for a heavy crop of early apples this season, far in advance of those of former years, and all are of a good quality. The crop of Canadian peaches is going to be smaller this year than last. Good supplies are arriving daily from the Niagara district. "Early Rivers" (white), are selling at from 30 to 50c per basket, while "Triumphs" (yellow), are selling at from 45 to 75c per basket. Crawfords are expected in a week or ten days. Good prices are being realized on Canadian peaches as a result of the scarcity of imported stock. Tomatoes are firmer and are selling at from 25 to 30c per basket. There is a scarcity of Canadian plums, and prices are expected to be higher for the rest of the season. Good supply of bananas are arriving daily, although the stock shown this week is superior to that of last week. As a result of the over supply they have taken another slump, and large bunches are now selling at from $1 to $1.50 per bunch, while 8's are selling at 80c and $1 a bunch. California red Tokay grapes are expected to arrive shortly. The following report has been received by W. B. Stringer & Co. from J. C. Houghton & Co., Liverpool, on the sale of American apples in Liverpool : Williams, 10 to 13s. ; Rivers, 8s to 9s 6d; Few, 14s to 17s 6d. Demand fair and sales good. Canadian cantaloupes have appeared on the market and are selling at 40 and 60c per basket. We quote the following prices :

California late valencies, per box	4 50 4 75
Verdelli lemons, 300's, per box	3 50 3 75
" 360's, per box	3 00
Florida pineapples, per crate	4 25 4 50
Bananas, large bunches	1 00 1 50
Banana's, 8's, per bunch	0 80 1 00
Apples, Canadian, baskets	0 15 0 30
Limes, per box	1 00
Tomatoes, per basket	0 25 0 30
Watermelons	0 25 0 35
Cantaloupes, Indianas, per basket	0 50 0 55
Cantaloupes, Can, per basket	0 40 0 60
California peaches, per crate (4 baskets)	1 00 1 25
" plums	1 25 2 50
California Bartlett pears, per box	2 50 2 75
Blueberries, per basket	1 00 1 25
Black currants, "	1 25
Blackb rries, per box	0 07 0 08½
Peaches, Canadian, per basket	
" Firsts, per basket	0 75 1 00
" Seconds "	0 40 0 60
Lawton berries, per box	0 07 0 09
Pears, per basket	0 25 0 50
Sweet potatoes, per bbl	3 75 4 00
Plums, Canadian, "	0 40 0 60

Vegetables.

Trade continues good on this market and prices are expected to continue practically unchanged until larger shipments are made, which will not occur until the latter end of the season. Potatoes are scarce, doubtless owing to

the bad weather. Cabbage is slow and the outlook is for a scarcity in this vegetable. Green cucumbers and green peppers are easier this week. We have added to our list "Butter Squash," selling at from $1 to $1.25 per dozen, and parsnips, which are selling at 30c per dozen. We quote the following prices :

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Carrots, new, per doz	....	0 20
Beets, new, per doz	....	0 20
Rhubarb, per doz	0 20	0 25
Green onions, per doz	0 15	0 40
Green house water cress, per doz	....	0 25
Green cucumbers, per basket	....	0 20
Waxed beans, per bush	0 60	0 90
Cauliflowers, per doz	0 60	1 50
Green peppers, per basket	0 30	0 40
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 60	0 75
Green corn, per doz	....	0 10
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 85
Butter squash, per doz	1 00	1 25
Parsnips, per doz	....	0 30

Fish.

The demand for this article has brightened considerably owing to cooler weather and to the fact that the majority of people have returned from their holidays. Prices remain the same, although everything is firmer. During the week under review trade has been brisk. Our quotations are as follows :

Halibut, "	....	0 12
Sea salmon, "	....	0 18
Whitefish, fresh caught, per lb	....	0 09
Haddock " per lb	....	0 06
Cod, steak " "	....	0 08
Perch " "	....	0 06
Trout, lake, per lb	....	0 09
Herring, lake, per lb	0 05	0 07
Pike, per lb	....	0 07

Grain, Flour and Breakfast Foods.

GRAIN.

The condition of this market to-day is better than it has been for some weeks past. On Saturday the 20th inst. the price of Manitoba wheat reached the top notch, which was 4c per bushel higher than to-day's quotations. As a result of reports received stating the outlook for Fall wheat as good and referring to the fine growing weather, the market slumped 4c per bushel on Manitoba Northern Nos. 1, 2 and 3 respectively, and 3c per bushel on new white wheat. Red has become firmer, having advanced 6c per bushel since our quotations of last issue. Oats are firmer, having advanced 1-2c per bushel. Trade is brisk and the demand is good. Our quotations are as follows:

Manitoba wheat, Northern No. 1 "	1 10½	1 11
" " " No. 2 "	1 07½	1 08
" " " No. 3 "	1 05	1 05½
Red, per bushel, on track Toronto old	1 10	1 10½
White " " "	1 06	1 07
Barley " " "	0 46	0 49
Oats " " "	0 38	0 38½
Peas " " "	0 69	0 70
Buckwheat " " " Nominal	....	0 55½
Rye, per bushel, " " "	0 63	0 64

FLOUR.

This market is beginning to feel the effects of the advance in wheat. During the week under review Manitoba wheat patents have advanced 20c per barrel, strong bakers' 15c per barrel, straight roller has become firmer by advancing from $4.75 and $5 to $4.80 and $5. Ontario wheat patents remain unchanged The demand for flour continues good and trade moves briskly along. We quote the following:

Manitoba wheat patents, per bbl	....	5 30
Strong bakers "	....	5 05
Ontario wheat patents "	5 10	5 20
Straight roller "	4 80	5 00

BREAKFAST FOODS.

The demand for breakfast foods continues good. During the week under review rolled wheat has advanced 20c per barrel, this is due to the change in the wheat market which has been steadily advancing for three weeks. As a result of keen competition cornmeal has slumped 15c per barrel, otherwise prices remain the same. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	....	5 05
Rolled oats, standard, carlots, per bbl., in bags	....	4 50
" " " " " in wood	....	4 75
" " " " for broken lots	....	4 90
Rolled wheat, per 100-lb. bbl	....	2 70
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	3 75
" in wood	....	4 00

SEEDS.

During the week under review the quotations for alsike clover has remained unchanged. This season is from two to three weeks later than previous ones owing to the severe weather this Spring. Prices range from $4.65 to $5.75 and a little higher for strictly fancy trade. We quote the following prices :

Alsack clover, per bush	4 65	5 75

Hides, Tallow, Skins and Wool.

The tallow market this week is firmer, having advanced ¼c per pound. The supply of wool this week is not so large as that of last. Pulled wool has advanced 1c per pound. Hides and calfskins remain unchanged. We quote the following prices :

HIDES

No. 1 green, per lb	....	0 08½
" 2 " "	....	0 07½
" 1 " steers, per lb	....	0 09
" 2 " " "	....	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 10
" " " 2 " "	....	0 08
" " " 1 15 to 20 lb "	....	0 09
" " " 2 " "	....	0 07
Deacons (dairies), each	....	0 65
Sheep skins	1 00	1 25
Lamb skins	....	0 55
Shearlings	....	0 55

TALLOW.

Rendered Tallow, per lb	0 04½	0 04½

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 19	0 20
Pulled wools, super, per lb	0 20	0 22
" " extra "	0 21	0 23

FIRE SALE.

An important sale will be held on September 7, at Suckling & Co.'s warerooms, Wellington street west, namely the Eby, Blain Co.'s damaged stock valued at $150,000. Fifty per cent. of the stock is as good as new except for damage done to wrappers and labels by water.

The Eby-Blain Co. are filling all orders with brand new stock and are pushing the work of refitting their warehouse with all possible speed.

PERSONAL MENTION.

Mr. J. A. Courtmanche, Western representative of the Ocean Mills, is busily engaged in the district of Sault Ste. Marie. He reports most encouraging progress with Chinese starch. Grocers everywhere find it a ready seller, with excellent profits, despite the fact that no prize packages are enclosed with it.

REMOVAL.

W. H. Millman & Sons, grocery brokers, 37 Yonge street, Toronto, will, on September 1, move their office to 27 Front street east. The change will afford more commodious quarters, centrally situated.

MARKET FOR CANADIAN GRAIN.

Canadian Commercial Agent Sontum of Norway-Sweden, says that, as the result of the drought that has been common over Europe this season, there will be a heavy demand from all the Continental countries for grains and foodstuffs. Canadians ought to find a ready market and good price, therefore, for all they have to sell.

A prominent Norwegian business man reports that Canadian flour and wheat are already favorably looked upon by Norwegian buyers, and that Canadian mills, if properly represented during the coming season, ought to be able to take up a considerably larger part of Norwegian imports of grain.

QUEBEC MARKETS.

Groceries.

Montreal, Aug. 25, 1904.

EVERYONE is busy. There is every prospect of a continuance of first-class trade from this time forward . The demand for all kinds of groceries is first rate, and collections from the country are reported equally good. The sugar market is very firm, centrifugals being quoted at 4½c in lots of 200 bags. Sales were made in New York at 4¼c, duty paid. The raw market is very strong with every prospect of continued stiffness for some time. Molasses is sagging somewhat ; cargo

CANADA'S BEST!

"A SAMSON

IN STRENGTH"

"THE HOUSEKEEPER'S FAVORITE"

"CANADA'S BEST IS THE WORLD'S BEST"

SUPERIOR to any other Laundry Blue—*the result of study and experience.*

Put up in 10-lb. Boxes containing 50 4 square Packages, giving the retailer 10 4 square Packages more to the box than he gets in any other.

20 Boxes to the Case (200 lbs.)

ALSO, Put up in 12-lb. Boxes containing 80 3 square Packages, giving the retailer 16 3 square Packages more to the box than he gets in any other.

20 Boxes to the Case (240 lbs.)

J. M. DOUGLAS & CO.
MONTREAL
Estd. 1857. Manufacturers

lots are offering at 26c without many buyers. Tea is tame and featureless; prices have dropped considerably. In spices there is a tendency towards higher prices; slight advances have been established and there seems to be a shortage of finer grades. Black and white peppers are slightly higher in the foreign markets. For Zanzibar cloves the price is fluctuating, but the tendency is downward. Canary seed seems steady with a fair demand. Canned goods of nearly all kinds are scarce; corn and tomatoes being especially so. New salmon is particularly scarce. Foreign and dried fruits are becoming more active, and news from the countries of production is of the most encouraging character. In canned fruits a good spot business has been reported, which will help to clear off the old accumulations. A tendency for new season's goods is towards the advance. Immense shipments of pines have taken place, and it looks as if the market would be well stocked at the end of the season with fairly high-priced goods. Immense sales are taking place of green fruits at good prices, one large firm in Montreal having received seven carloads of California stock. This includes the first lot of Tokay grapes of the season. These grapes sold readily at $3.50 a box. Plenty of Canadian peaches, plums, pears, and watermelons are on the market, and are of excellent quality. A fancy grade of Japanese plums has been sold as high as $2.75. Delaware grapes are on the market at $3 a crate, and the Malagas are selling at $5.50 a keg. Fish of all kinds are scarce, it being now between seasons. Haddock is exceedingly high, and steak cod is very scarce, the reason assigned for it being the voracious dogfish of the fishing beds on the Maritime coast.

SUGAR.

Sugar is very strong and advancing. It is said that this is owing partly to the continuance of drought abroad. Brokers have shown no unnatural tendency to secure profits, and in the big markets sugar has fluctuated considerably. In some cases it has receded from the highest points touched. There is at present very little prospect of a setback in the value of actual sugar. American refiners have contributed some support to the European market by remaining firm. What has attracted considerable attention abroad is the relative cheapness of grocery crystalized. We quote:

Granulated, bbls.	$4 60
" ½-bbls	4 75
" bags	4 50
Paris lump, boxes and bbls	5 10
" " ½-boxes and 1½-bbls	5 10
Extra ground, bbls.	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 25
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 50
Bright coffee	4 35
" yellow	4 30
No. 3 yellow	4 30
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 90
Raw Trinidad	3 40
Trinidad crystals	3 50

SYRUPS AND MOLASSES.

The market is loaded up with molasses and quietness naturally rules. Offerings of fresh cargoes from Barbadoes have been frequent at 26c. A decided weakness characterizes the market. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Coffee is firm and interesting, with unchanged prices. Sales are taking place abroad of the first of the new season's coffee, and as the quality is fairly good, although the bean is reported small, prices are expected to continue stiff. Statistics show that there has been an increase recently in the visible supply of the world of 15,540 tons. Such news is

considered satisfactory, and it is supplemented by the reports of the quick marketing of the Santos crop, so that the whole market has been influenced favorably. At about the same period last year there was an increase for the corresponding month of 31,370 tons. Prospects are good for coffee. We quote:

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

The tendency of all kinds of spices is towards the advance. We quote:

	Per lb.	
Peppers, black	0 17	0 19
" white	0 22	0 28
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 14	0 17

TEA.

A general dulness characterizes the tea market, especially in Japan. Low grade Japans are away down. In India teas satisfactory crop reports have been received, conditions being generally favorable to a good growth. The output to date has been quite equal to, and, in some cases, in excess, of that of last season. In Ceylon teas the market remains firm, with a fair demand all around. Little business is doing in China teas, and there is no alteration to quote in the green market, which remains comparatively quiet. We quote:

Japans—Fine	0 24	0 28
Medium	0 18	0 22
Good common	....	0 15
Common	....	0 13
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12½
Congous—Kaisows	....	0 12
Packing boxes	0 12	0 14

CANNED GOODS.

Considerable uncertainty as to the new pack salmon seems to exist, and large transactions are uncommon, in fact, almost impossible. Valuations are not considered attractive for the trade to hold large stocks until the result of the pack is known. Tomatoes and corn are very scarce and in good demand. Tomatoes are now considered safe, as new stock will be in before many weeks. Salmon is particularly scarce; very little of it to be had at any price. Peas, beans, and early fruits are the only new pack goods available. Meats are selling a little slower. French sardines are reported very light in catch, in fact last week the catches were almost entirely absorbed by the fresh fish buyers, very few fish finding their way to the factories. A slight improvement in the fishing has been reported. We quote:

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoes	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 25
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10½
Raspberries	1 47½
Lawtonberries, 2s	1 57½
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03
3-lb. apples	0 90½
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES.	Per doz.
2's Asparagus Tips	$2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.	
2's Cherries, red, pitted	2 20
2's " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " "	1 57½
3's " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " "	1 62½
3's " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " "	1 80
3's " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

Messrs. Watt, Scott & Goodacre report as follows:

Our cables for the week place Mediterranean dried fruits and nuts, as to the present prospects, in three classes:—

I. Crops that promise a full average in quantity and quality are: Comadre figs, Smyrna figs, French prunes, Valencia raisins and Valencia almonds.

II. Crops of barely an average: Malaga raisins, Jordan almonds and Bordeaux walnuts.

III. Crops of comparative failure: Sultanas, currants, filberts, Tarragona almonds and Grenoble walnuts.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Plenty of green fruit is now dominating the market. About 600 packages of Canadian fruit were sold one day this week at steady prices, and steadiness prevails all through. Raspberries sold at 9c a quart, Lawtons black, 9 to 10c, peaches 30 to 35c a basket, plums at 40c, pears at 30 to 40c a basket, and Canadian harvest apples at 12 1-2 to 20c a basket, watermelons are selling freely at $1.25 to $2 a crate. California stock has been coming in freely, Hart & Tuckwell having received seven carloads of fruit in one day. We quote:

Cocoanuts, per bag of 100	....	3 50
Canadian apples, in bbls	2 00	2 50
Pineapples, 24 to case	....	5 25
" 30 to case	....	4 50
Bananas	1 10	1 50
Bananas, red, per bunch	....	1 00
New Messina lemons 300's	....	4 00
" " " 360's	....	3 25
Peanuts, Bon Ton	....	0 12
" Sun brand	....	0 11
" Diamond G brand	....	0 09½
" Coon brand	....	0 08½

Sell Specialties

—things that your opposition doesn't sell. This is a good way to attract trade. An excellent specialty is

McGregor's Preserved Pineapple

—in glass jars. Perfectly made, of true flavor and can be retailed for 20c., 25c. and 40c., showing a good profit. Being made by

McGregor

its high quality is assured.

1 lb. glass jars, per dozen, $1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

Send for a case of 2 dozen.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

Grocers' who Stock

Parke's Catsup flavor and preserver will find it to be a very rapid seller.

It affords a good margin, gives such complete satisfaction that those who purchase will send many more customers to you for it.

The price is $2.00 a dozen. On receipt of order for three dozen we will allow express charges and furnish advertising display.

Trade supplied by Lyman, Knox & Clarkson, Wholesale Druggists, Toronto, by all wholesale grocers in Hamilton, and by the manufacturers, Parke & Parke, Hamilton.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

New Brazils		0 13½
New potatoes, per bbl		2 50
Limes (100)		1 25
California peaches, per crate		1 50
California plums, per crate	1 25	2 50
Cantaloupes, California, per crate		6 50
Gooseberries, per basket		0 75
California late valencias, per box		4 50
Verdelli lemons, 300's, per box	4 00	4 25
Watermelons	0 25	0 35
Raspberries, Canadian		
California Bartlett pears, per box		2 50
" " per half box		1 25

Vegetables.

The heavy rains of the past few days have changed the price of various vegetables. For instance mushrooms have dropped from 75c to 35c a pound. Celery is selling at 20c less than it was last week. Egg plants are selling at 75c a basket. The receipts of cucumbers have increased. Green corn is very plentiful. We quote:

Egyptian onions, per sack		2 00
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches		0 20
Mushrooms, per lb		0 35
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 15
Savory, per doz		0 15
Carrots, new, per doz	0 25	0 30
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 20
Green onions, per doz		0 15
Green house water cress, per doz		0 30
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Asparagus, outdoor, per doz	1 00	1 50
Green peas, per bush., 12 quart basket	0 20	0 25
" cabbage, per doz		0 70
" beans, per bush	0 75	1 00
Waxed beans, per bush		1 00
Cauliflowers, small, home grown, per doz		1 50
Green peppers, per basket		0 50
Canadian new potatoes, per bush	0 90	1 00
Michigan celery, per doz		0 40
Canadian celery, per doz		0 40

Fish.

A general scarcity marks the fish market, and prices are high accordingly. Haddock is considered quite a luxury, and steak cod seems to be getting higher every day, having gone up one cent in price. Halibut remains firm at 12c, although certain grades are selling at 10c. Serious reports are brought in daily from the Maritime fishing grounds, regarding dog fish. Not only are these sea wolves destroying the fish, but they are stealing bait continually, thus acting as a dangerous menace to Canadian fisheries. We quote:

Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb	0 04½	0 05
Pike, " round and dressed	0 06	0 07
Halibut, fresh, per lb	0 10	0 12
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 14	0 15
Fresh steak cod	0 05	0 06
Lake trout, per lb		0 08
Whitefish		0 08
Dore		0 09
Fresh mackerel		0 10
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl		4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" " fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	400
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal		1 50
Selects		1 75

Country Produce.

EGGS.

Not much change has taken place in the egg market. The demand has been fairly good and receipts fair. Firmness still rules, and round lots range from 16 1-2 to 17c. Some special select stock realised 20c early in the week, and candled stock brought 17 1-2 to 18c. We quote:

Selected		0 21
Candled	0 17½	0 18
Seconds	0 16½	0 16½

BEANS.

Beans are considerably firmer and some activity is reported. We quote:

Choice primes	1 35	1 40
" car lots		1 30
Primes		1 35

HONEY.

Honey is unchanged. We quote:

White clover, extracted, tins	0 08	0 08½
" kegs	0 07	0 07½
Buckwheat	0 06	0 06½

MAPLE PRODUCTS.

Maple products are very dull. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 60	0 70
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

Flour and Feed.

FLOUR.

Flour is very strong, owing to the continued strength in cereals generally. On August 20 the Ogilvie Milling Co. advanced flour to $5.50 for their best grade, Royal Household, and for Glenora Patents to $5.20. This being an advance of 10c in addition to the 20c advance of last week. It is anticipated that flour will continue still stronger and higher prices may be expected. We quote:

Manitoba spring wheat patents	4 90	5 20
" strong bakers'	4 60	5 20
Winter wheat patents	5 10	5 25
Straight rollers	4 70	4 75
Extra		4 00
Straight rollers, bags	2 30	2 35

FEED.

In sympathy with the general strength of the cereal market, the feed activity continues. We quote:

Ontario, bulk	15 50	16 00
Shorts	17 00	18 00
Mouillie	22 00	28 00
Ontario bran, in bulk	15 00	15 50
shorts	16 00	17 50
Manitoba bran, in bags	19 00	20 00
shorts		21 00
Mouillie	23 00	28 00

OATMEAL.

The oatmeal market is a reflecton of other allied food products from grain, and is strong. We quote:

Fine oatmeal, bags		2 05
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, bags		2 55
" bbls		5 30

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondent of THE CANADIAN GROCER.

Vancouver, August 18, 1904.

THE salmon season is now over, half than was ever known. Last with one of the poorest runs by year was supposed to have been the biggest failure, but this year the pack is less than half of what it was then. Merchants are considerably affected by a poor pack. When there is plenty of fish the employes of the canneries, numbering some thousands, spend between $1,000,000 and $2,000,000 among the houses of this city and New Westminster, and in a season like the present it is just like so much money lost.

With the visit to Vancouver this week of Hon. Raymond Prefontaine, Minister of Marine and Fisheries, it is probable that we shall see the beginning of the end. He has promised in very definite terms that he will do his utmost to conserve and enlarge the fishing industry, and says it was for that express purpose he came west. Already instructions have been given for the erection of one Government hatchery, with a capacity for handling from 20,000,000 to 30,000,000 ova per season, at Harrison Lake. Another hatchery, equally large, is in prospect, but the site has not yet been decided upon. A close season will also be observed between August 25 and September 15, to enable salmon to reach the spawning beds. With this assistance, and proper care in the future, the fishing industry in the province will in a few years be perennially good.

Other fishery resources of the province, in addition to the halibut and salmon, will very likely be developed as a result of the visit of the Minister, who is making a very thorough personal inspection of the coast waters of the province.

• • •

Local market conditions are good. Up to last Monday there was an active trade with the Yukon, the endeavor being to get goods away so as to take advantage of the special commodity rates of the White Pass and Yukon Railway, which expired at midnight on that day. There have been one or two changes in quotations, though generally they are unchanged. Flour has gone up another 10c per barrel, making 30c in all, and is very firm at that. Sugar, however, notwithstanding the rise by eastern refineries, is still the same. Pepper is a little lower. Prices in the tea market are maintained. Rio coffees continue very cheap, but fine mild coffees are firm, the market being very strong.

Light stocks are prevalent in fruit, this being the time between the California season and that of Washington, and local centres. This condition, however, has brought no raise in prices. Peaches are scarce, with a good demand for the preserving article, which is not yet in the market. The supply of local apples is of good quality, and goes from 75c to $1.25 per box. Shipments of tomatoes from Kamloops have declined the price of the hot house variety which have held the first place. Last week they were $1.75, and now are $1 to $1.25.

A feature of the vegetable market is the large shipments of potatoes to Dawson. They are selling at $24 per ton.

Very favorable reports have been received relative to the appreciation of the British Columbia fruit exhibit at the Dominion Fair at Winnipeg this Summer. The display did a great deal to show what can be produced in this province, and was also shown at the Brandon Exhibition, before being shipped to England to be placed in the office of the agent-general in London. R. M. Palmer, freight rates commissioner of the Government, had charge of the exhibit, and supplied information in relation thereto.

• • •

Smoked meats have advanced several cents in the Dawson market, the cause being the Chicago strike.

New hay is being shipped in freely and the quotation is down a dollar a ton, being now $15. Bran and shorts are also $1 lower, namely, $24 and $26.

The Valkyrie Packing Co. has been organized as a limited company, with a capital of $25,000, to acquire the business of the Valkyrie Packing Co. at Gabriola Pass, B. C., as a going concern, and to carry on the business of fish and fruit packers and canners in all its branches.

Very large shipments of flour are being made from Puget Sound ports to the Orient, the Tremont taking last week 14,250,000 lbs. About two-thirds of it goes to Japan.

No sailing vessels will be chartered to take the salmon pack to England hereafter. It will be shipped on the big round the world steamers of the China Mutual and Ocean Steamship Lines, which now call monthly at British Columbia ports. This route will save time and will be cheaper.

Commercial men report that the prospect for an immediate improvement in trade conditions with Japan is poor. They have had good crops, and the fishing season has been excellent.

Live stock shipments to the north are still brisk. One of the largest cargoes ever taken out of Vancouver was last week on the hulk Henriette, when she had 208 steers, 35 hogs, and 608 sheep, the entire lot being consigned to the Dawson market.

A chicken-fattening station, to be established by the Dominion Government, will be of assistance here, where large quantities of poultry are raised.

A new creamery at Port Hammond, on the Fraser River, is of great benefit to the farmers in that locality.

The British Columbia Fruit Growers' Association held its annual meeting in Nelson this week, and was well attended and very profitable.

Shipments of maize to British Columbia from Australia are increasing, 3,000 sacks having been brought in on the last steamer.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B., August, 1904.

THE Maritime Board of Trade, which met last week at Moncton, greatly appreciated the effort of The Canadian Grocer to get a full and correct report of their meeting, sending, as they did, one of their head men to Moncton for this purpose. Mr. Gillies made many friends, and from a personal standpoint his presence was greatly appreciated. This enterprise is not, however, a new thing, as for several years The Grocer has been represented at these annual meetings, Mr. Edmonds being sometimes present, regarding whom Mr. Gillies had to answer many inquiries from personal friends of Mr. W. L. Edmonds, managing editor of the MacLean Publishing Co., who has formerly been present. A full report of the meeting is to be found in another part of this issue.

In business the present is rather a quiet season. Fall business, however, must soon begin. Markets in general are firm. This is particularly true of flour, which already shows considerable advance. Fish, an important factor in the business of the Maritime Provinces, continues scarce and high. Cream of tartar is firm and already shows some advance from lowest point. The success of our exhibition next month is assured. There is even now little or no space left for exhibits.

Oil.

Fall orders for burning oil have all been booked. Trade has been large, present prices being considered low. Lubricating oils show a fair business, prices are unchanged. Linseed oil is firm. In fish oil the market seems unsettled, with the appearance of a determined effort to bear the market.

Salt.

In Liverpool coarse salt, while there is a large stock values are firmly held, prices being very firm on the other side. Liverpool factory filled but a limited sale. In Canadian fine a continued good business has been done.

Canned Goods.

Outside packers continue to offer vegetables and fruits below association prices. There is a good volume of business being done. While vegetables are firm, with the arrival of new goods prices tend to become lower. Strawberries will be short. Salmon is very firm and higher priced; goods are likely to be short delivery. Meats are unchanged. In lobsters there is a short pack. Owing to a better run of sardine herring, the outlook for this industry is brighter. In all domestic fish full values are likely to rule.

Green Fruits.

Dealers are inclined to complain. Apples which are now being freely received are not in as brisk demand as usual at this season. Good New Brunswick apples are now seen on the market, and the crop is reported a good one. American apples continue high. In oranges and lemons, while high prices rule, there is a good steady sale. Melons are dull. Georgia peaches have a steady sale. In California pears there is a large demand and prices rule rather higher. Nice plums are being offered. Peaches are but fairly popular. Tomatoes are lower.

Dried Fruits.

The low prices of California loose and seeded raisins tend to confine business to these lines; the more so as the consumer seems to demand fewer Valencia layers and Malaga layer fruit each year. The low price of prunes has tended to a large sale. In Valencia raisins it is expected first shipments are just being made. Prices are likely to rule below last season's. Currants are firm and low prices are not expected. Dates continue low. Figs are firm at full figures. Peels are lower this year, there being increased competition and a wide range in the prices of English shippers. Evaporated apples show a light sale, and the market is firm. New Valencia onions are offering low.

Sugar.

The market is very firm at the higher figures quoted. Dealers carry large stocks, looking for higher prices.

Molasses.

The demand is rather quiet at present. There is a large stock of Porto Rico molasses held. In Barbadoes molasses the stock is light.

Fish.

In fresh fish the market is very poorly supplied. In dry fish high prices rule. Even if lower prices should be quoted it is expected values will be much higher than usual. Pickled and smoked herring, for which there is a large Fall demand, particularly for pickeled herring, are very high. There is practically no pickled shad.

Flour, Feed and Meal.

In flour there is continued advance and market is very firm. Sales are good. Feed is not freely offered. Oats can only be bought with difficulty, the stock is small. Oatmeal is firm at full prices. Beans are reported higher; the local market, however, has been very dull. There are light stocks of barley and split peas. The crop of hay will be light.

McWilliam & Everist, Toronto, are expecting the arrival of one car of late Valencia oranges, one car of fancy Missouri watermelons, one car of fancy late California Valencias, and also some smooth Cayenne pineapples.

Sure Money

Grocers are looking to-day to the manufacturer for Money Makers. A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef

will repay the trouble.

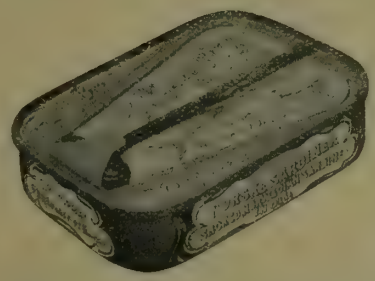
This line is a Money Maker. Everybody comes back for more.

TRADE MARK
This design a guarantee of quality.

WRAPPING PAPERS
ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
Toronto LIMITED Montreal

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

Fresh and Cured Fish

Dog Fish or Miniature Shark.

THERE are two species of dog fish, namely horned and smooth. Horned dog fish live on other fish; smooth on crabs and lobsters. They usually frequent the coast of Nova Scotia from July to November. A species of dog fish is also found in fresh water, but this varies from sea dog fish. Dog fish proper are rarely more than four or five feet long, and more frequently are from two to three feet long. There are no less than nine or ten kinds of dog fish on the North Atlantic coast of this continent, the most common of which are called spring dog fish.

The great source of danger from these fish is that they exhaust the food supply in limited areas thus driving away the fish, owing to which cod and other fish are compelled to move from place to place in search of food, causing the fishermen a great deal of trouble. Some species produce living young, and it is said that where one per cent. of codfish survive 100 per cent. of dog fish survive. They damage the fishermen's nets and gear, often taking the hook and bait. They are rarely secured by the hook piercing their jaw as they suck it down gulping it into their throats.

Owing to a very heavy demand of codfish from abroad, and receipts being of a limited character, prices are very firm and as soon as the heavy demand for this food diet starts higher prices are looked for.

Pickled cured codfish are becoming more and more every day a staple article of diet and Canadian people in inland cities are gradually coming to know the value of this fish.

In the value of sea fish taken from Canadian waters codfish rank second, (value $4,000,000) the greater portion of which is taken out of the coast of Nova Scotia.

New Fishery Cruiser for Canada.

It will be remembered that about a month ago, a special crew was dispatched from Canada to the Old Country to bring over the new fishery protection cruiser named "Canada." She was launched last June, and left the Vickers-Maxims yard on August 18, for the Dominion. Her trial trips were completed to the entire satisfaction of the authorities. In order to insure the best results, the builders aimed at obtaining a speed of 17 1-4 knots, so that under the very worst conditions she will always be able to maintain the contract speed of 16 knots. Thus offenders against the fishery laws in the Maritime Provinces, or the St. Lawrence will not have much chance of escaping this swift-going boat. She is described as a smart-looking craft, the ram bow, rakish masts and funnel giving the suggestions of strength and speed. She will arrive in Halifax about August 27.

The Canso Experiment.

The steam drifter "Thirty Three" is not having much success in securing herring. In the last few weeks a few barrels only have been secured. Still Mr. Cowie is confident that he will secure enough herring to demonstrate the advantage of the Scotch method of curing. He hopes that the herring will be more plentiful later on. The intention is to put up, if possible, one thousand barrels and a like number of half barrels. The Nova Scotia fishermen also report no great quantity of herring, but still fair quantities have been taken from time to time in the traps along the coast.

Canadian Herring for Russia.

John Cowie, Scotch expert in charge of the Canadian Government herring curing experimental station at Canso, has just received returns of a trial shipment to St. Petersburg, which ensure the success of the employment of Scotch methods in curing Nova Scotia herring. A shipment of fifty packages of herring, caught near Canso, were sent to the Russian capital, and proved high-class fish, and realized prices as high as the best Scotch herring.

A previous shipment to New York brought eleven to thirteen dollars per barrel, twice as much as ordinary Nova Scotia herring command in the same market. The herring cured at Canso are equal to the best Scotch fish, but the Scotch fishermen have not been very successful in catching fish. This is partly due to the small size of the nets used in the steam shifter "33," brought from England, and partly to the absence of any record of the movements of the herring at the Atlantic coast. In order to give the experiment a fair trial the operations at Canso will be continued for three years, and it is probable the Canadian Government will purchase the "33" and equip her with nets better suited to our coast fishing. The steamer will cost about $15,000. It is believed that an enormous trade in Scotch-cured herring can be built up in Russia.

Japanese Oysters.

It may be news to readers of The Grocer to know that Japan leads the world in oyster culture. The industry is centered in the Inland Sea, which is considered by many the most important natural preserve of fish and shellfish in the world. There are three kinds of Japanese oysters. There is a small dwarfed salt water variety which is abundant along the southern and eastern coast of Japan. It is the most abundant of all the species. In actual size this oyster is rarely larger than one's finger nail, but its flavor makes amends for its tiny proportions.

The second variety is the important one, from a commercial point of view. Although not large, it averages the size of a Blue Point, and is the kind with which experiments are being made in Puget Sound. The oyster itself is cream colored, and is found in abundance throughout the Inland Sea. It thrives best in bays well tempered by fresh water. The third type of Japanese oyster is of a large size, specimens weighing as much as five pounds being not infrequent. Little value is placed on this oyster and no attempt is made to cultivate if for the market.

Because of the failure to plant Long Island oysters successfully in Puget Sound, they are now trying the Japanese oyster with prospects of success.

Fish Notes.

A new fisheries cruiser is being mooted for the coast service of British Columbia.

By October or early in November Nova Scotia will have a first-class cold-storage building at Canso for the preservation of fish bait, which will be one of the largest cold-storage plants in Canada. It is expected the building and plant will cost when completed between $40,000 and $50,000.

Sell advertised goods. They are **most readily sold.** Week in and week out they are **most profitable.** For this reason sell

Blue Ribbon
***Ceylon* Tea**

—the tea that is always good.

The Red Label at 40c. is a trade builder.

A GEM

We have added to our list of high-grade Coffees another brand, namely:

CHOICE JAVA and MOCHA at 28 Cents.

CHASE & SANBORN

The Importers, Montreal

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS WANTED.

A YOUNG man, good education, with several years experience in the tea trade, desires position in wholesale house or brokers; excellent references. Box 35, Canadian Grocer. (36)

SITUATIONS VACANT.

WANTED—Grocery salesman; young man, well posted in the grocery business; one accustomed to a country trade preferred, with some knowledge of boots and shoes. Apply personally, James Whimster, Aurora. (36)

AGENTS WANTED.

AGENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32tf)

OLD ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

FOR SALE

FOR SALE—OLD ESTABLISHED GROCERY, meat and liquor business; Hamilton: large trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason or retiring; the premises also for sale. Address P. O. BOX 27 HAMILTON. (36)

FOR SALE—Good grocery business, including dwelling; room for extension; post office in connection. Postmaster, Orr Lake, Ont. (35)

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

IRISH

Consumers prefer Canadian products. If you want to sell communicate with

J. H. Sheridan, 6 D'Olier St., Dublin

(23)

MANITOBA MARKETS.

Winnipeg, August 19, 1904.

THE most glowing reports are now circulating pertaining to the splendid and prospective condition of the grain. In some parts of the country it is so far advanced that cutting has already commenced, and it is now only a matter of a few weeks before threshing will be general throughout the Northwest.

All markets are steady, with the exception of flour, which has again advanced 10c.

Sugar—The market is now steady with prices firm, quoting: Montreal granulated at $5.25 per barrel, and $5.15 per sack; yellows, $4.65. Wallaceburg the market quotes at $5.15 in barrels and $5.05 in sacks.

Flour—For the past few weeks flour has been on the advance, and this week again the market calls flour to the upward turn of 10c all around, quoting No. 1 patent at $2.65, No. 2 at $2.45, No. 3 at $1.90.

Canned Fruits—The market at present is rather unsteady owing to the fact that all lines of new stock are not available as yet. Canned strawberries the market quotes at $3.25 per case, and the new stock of raspberries, which will be on the market in the course of a few days, will be quoted at $3 per case.

Canned Vegetables—The market is firm in all lines, and prices are generally well maintained. New stock canned beans are now on the market and are quoted at $1.80 to $1.90 per case. Canned peas are also available, which the market is quoting at $1.90 per case.

Rolled Oats—The market is firm and prices steady, quoting 80-lb. sacks at $2.25; 40-lb. sacks at $2.30; 30-lb. sacks at $2.35; 8-lb. sacks at $2.65, and 6-lb. sacks at $2.85.

Cornmeal—The market has now advanced slightly all around, quoting cornmeal at $1.80 per sack and 90c per ½ sack.

Coffee—The market now quotes No. 5 green Rio, good quality, at 10¼c to 10½c per lb.

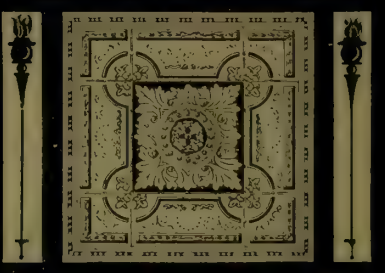
Evaporated and Dried Fruits — The market is firm, but all kinds of evaporated fruits are scarce. New stock of evaporated apples will be on the market about November 1. Evaporated apricots, 1904 stock, choice quality, are quoted at 13½c per lb. Currants are slowly advancing owing to the smallness of the crop in Greece effected by an unusual amount of wet weather.

Green Fruits—The market is fairly firm. Oranges are quoted at $5 per case. California lemons, $5 per case; bananas, $2.75 to $3 a bunch; peaches, $1.35 per crate, but they are at present rather scarce. Pears, $2.50 per crate; California plums, $2 per crate; Washington plums, $1.50 per crate; watermelons, $4 per doz.; Washington apples, $2 per box; American apples, $5 per barrel; Ontario apples, which will be on the market in a few days, will be quoted at $3.50 per barrel.

Canned Fish—The market at present is firm, but as the run will be very light this year we may expect an advance in salmon. The market is now quoting sockeye salmon, one to five cases, at $6.75 to $7 per case; cohoes at $5.10 to $5.25 per case, and humpbacks at $3.65 to $3.75 per case.

OUR METALLIC CEILINGS AND WALLS

Are both artistic and serviceable. Popularly used by practical people everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

METALLIC ROOFING CO., Limited

Wholesale Mfrs. TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Sell

BROCK'S

Bird Seed

IF YOU ARE WISE.

NICHOLSON & BROCK, - TORONTO

THANKS

——for your liberal patronage during the travelers' holiday season. They will be back with you next week loaded for bear

SEASON IS ON FOR . . . **SUGARS** **SPICES** **VINEGARS** and a wise grocer will buy a few **TEAS** while they are cheap.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** **HAMILTON**

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition		Buffalo, N. Y.,	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**

The boy is in the ring—

you will be too with reliable grocers selling

HIRES' **Root Beer**

—If your jobber don't keep it write direct to

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

—It is a ready seller
—and a profitable one.
—Just the thing for this warm weather.

Todhunter, Mitchell & Co.

Will be glad to have you call on them and make THEIR offices YOURS during exhibition.

7 Front Street East, Toronto

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

Ever and always in the front rank

MOTT'S CHOCOLATES

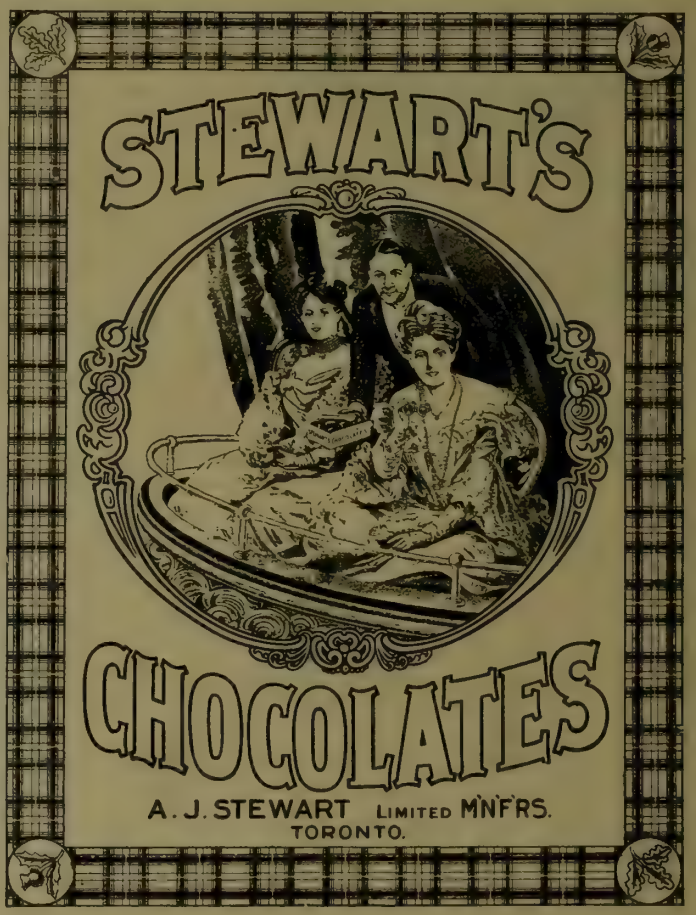
"Diamond" and "Elite" brands.

"CANADA'S BEST."

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.



New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **PUREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,

OTTAWA,——————CANADA.

FRAUDULENT OLIVE OIL.

A FRENCH grocers' syndicate or association seems to have done a useful work in exposing a number of so-called olive plantation owners in the Bouches-du-Rhone department of France, who for some time past have been pushing the "direct supply" business in "pure olive oil." As consumers were being extensively circularised and urged to "save money by purchasing direct of the producer, thus abolishing intermediary profits," the grocers' syndicate procured (through a member) samples of the "pure" olive oil from three producers, and, as the result of analyses an action was brought. It transpired that of the three samples analysed one contained 30 per cent. of arachis oil, the second contained 50 per cent. of cotton oil, and the third 40 per cent. of arachis oil. Seed oil, which is, of course, only worth about half as much as oilve oil, figured prominently in the composition of this oil. It also came to light during the hearing—and the fact will hardly advance the "producer-to-consumer" cause—that a number of producers in the Salon District sell nothing else but seed oil (made at Marseilles or Salon), purporting to have issued from their own olive oil plantations. Others of these fraudulent individuals have even characterized themselves as "olive oil manufacturers of Nice," whilst in reality the extent to which they are established in that city consists, so it was stated at the hearing, in having a letter-box there for the reception of their correspondence. It is satisfactory to note that each of the defendants was mulcted in fines and costs, and, at the request of counsel watching the case on behalf of the grocers' syndicate, the judgment was inserted in five newspapers. —London Grocer of August 6.

FIRST SEASON'S WHEAT SHIPPED.

Great interest is being taken all over the British Empire in the new wheat crop of the Canadian Northwest. Only this week The Grocer was cabled from Liverpool regarding the Manitoba crop. This came from a daily paper, shewing the urgent anxiety with which Britishers and Europeans generally are watching Canada. What has gone across the wires there will go elsewhere to the four corners of the globe, telling that the crops are fifteen millions of bushels larger than last year. It could say, also, that the first cargo of this season's wheat crop was shipped from Napinka, Manitoba, to Winnipeg, on August 19. It was consigned to the Ogilvie Milling Co., and was shipped one day ahead of last year's first crop. The new wheat when graded by the inspectors, gave a mark of "No. 1 Northern," which promises well for the season's rating.

A LARGE SHIPMENT OF FLOUR.

Probably the largest shipment of flour ever made in the history of Canada is being made from Montreal by the Ogilvie Milling Co. They are shipping 65,000 barrels of Royal Household flour to St. John's, Nfld., via the Black Diamond steamers. The flour is all to be delivered within two months. J. E. Cookson, agent of the steamship line, stated that if it had to be all shipped at once it would take more than their entire fleet to carry the flour. At least seven or eight ordinary steamers would be required, provided each was loaded with its usual cargo, namely, about two-thirds, flour, and the rest other things. All this flour will go from one mill, the Ogilvie mill in Montreal. It is very gratifying to note that the Canadians have superseded the Americans in the Newfoundland trade. In fact it is Canadian mills which supply about all the flour consumed on that island at the present time.

PASSING OF BEET SUGAR INDUSTRY.

The Wiarton beet sugar factory has passed into the hands of the shareholders of the industry, thus realizing the sum of $150,000. It is thought that the factory cannot be moved from Wiarton until the claims of the town against this concern are settled in some way. There is talk of an American company being formed to continue the industry.

CANADA-AUSTRALIAN TRADE.

Advices from the Canadian commercia agent at Melbourne indicate that Australian wine growers are about to attempt to secure a share of the wine trade of the Dominion for the produce of the vineyards of the commonwealth. A sample shipment of wines will arrive in Vancouver on the next steamer from Australia.

Australian enterprise is also being moved in the direction of exporting salt to Canada, and a shipment will arrive here shortly.

PERSONAL MENTION.

A party made up from Winnipeg members of the Northwest Grain Dealers' Association, city bakers and grain men from St. Louis, Chicago and Minneapolis, left Winnipeg on Saturday, August 20, for a trip of inspection through the wheat fields of Manitoba.

IT
IS A
REASONABLE
QUESTION

to ask—why are

Perfection
Cream Sodas

all that we, the makers, claim them to be?

We could give an extended answer, but a brief explanation and a sufficient one is because

THE PRINCIPALS
THE MATERIALS
THE EQUIPMENT

combine to produce a perfect article. You can sell **Perfection Cream Sodas** to your advantage.

SEND US AN ORDER
3-LB. CARDS OR TINS.

THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.
BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann
Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

PURE GOLD TALK

No. 13.

The old saying, "There is no sentiment in business," we unequivocally and positively deny.

The confidence that should exist between buyer and seller is sentimental in the fullest sense of the word for confidence may exist but be sadly abused.

The Pure Gold Company are making every effort to promote "true sentiment" in transactions with their customers, and to insure confidence on a lasting basis they stand behind the retailer by guaranteeing all their products.

Our guarantee insures to the retailer actual saleability of Pure Gold goods, and no risk is involved in purchasing or carrying them in stock, as they are always worth 100c. on the $.

Just how much risk we run in giving the trade such positive protection can be estimated by the value of goods returned, and we can assure you this condition does not worry us.

Pure Gold Brand stands for

Pure Foods

No Adulteration

THE

Pure Gold Mfg. Co.

LIMITED

Toronto

TEA SETTLEMENTS IN JAPAN.

THE GROCER is indebted to C. M. Bernard, of Chicago, for the following list of tea settlements from Kobe and Yokohama, Japan, for the present season up to July 26 and 28 respectively :

Settlements at Kobe from Commencement of Season to July 23, 1904.

Buyers	1904-05.	1903-04.
Hellyer & Co.	15,890	15,869
Smith, Baker & Co.	7,150	8,558
Hunt & Co.	11,324	16,421
Jardine, Matheson & Co.	4,183	4,152
John C. Siegfried & Co.	14,167	20,429
Averill & Co.	788	3,543
Geo. H. Macy & Co.	17,808	14,473
Nippon Seicha Kaisha	11,394	15,590
Japanese Sundries	800	3,374
To Yokohama	1,424	
To Shizuoka	89	
Total	85 017	102,409
Stock	7,123	3,227
Total Arrivals	92,140	105,636

Settlements at Yokohama from Comencement of Season to July 25, 1904.

Buyers	1904-05.	1903-04.
Geo. H. Macy & Co.	27,600	24,270
Hunt & Co.	18,352	25,751
Hellyer & Co.	26,060	27,561
Smith Baker & Co.	28 834	25,833
Averill & Co.	5,233	19 558
Jardine, Matheson & Co.	13,616	6.15
Bernard & Co.	13,014	10,167
M. J. Brandenstein & Co.	1,284	2,513
Nippon Seicha Kaisha	6,475	7,233
Sundries	....	203
Total	140,468	149.704
Stock	6 695	6,607
Total arrivals	147,163	156,311

Settlements at Kobe from commencement of season to July 26, 1904.

Buyers.	1904-05.	1903 04.
Hellyer & Co.	16,230	16,730
Smith, Baker & Co.	7,150	8,648
Hunt & Co.	11 697	16,854
Jardine, Matheson & Co.	4,183	4,317
John C. Siegfried & Co.	14,167	20,756
Averill & Co	883	3,543
Geo. H. Macy & Co	17,926	14 904
Nippon Seicha Kaisha	11,394	15,825
Japanese Sundries	800	3,374
To Yokohama	1,424	....
To Shizuoka	89	....
Total	85,943	104,951
Stocks	7 055	2,367
Total arrivals	92,998	107,318

Settlements at Yokohama from commencement of season to July 28, 1904.

Buyers.	1904-05.	1903-04.
Geo. H. Macy & Co	27,867	24,785
Hunt & Co.	18,863	26,123
Hellyer & Co.	26 702	27,991
Smith, Baker & Co.	29,350	26,065
Averill & Co	5,233	19 796
Jardine, Matheson & Co.	13,637	6 672
Bernard & Co.	13,200	10,537
M. J. Brandenstein & Co.	1,284	2,513
Nippon Seicha Kaisha	6,478	7,233
Sundries	....	....
Total	142,611	151,918
Stock	7,587	6,420
Total arrivals	150,198	158,338

BRANDS MUST BE ADVERTISED.

Some important news has reached the Department of Trade and Commerce, Ottawa, from A. MacLean, Canadian Commercial Agent in Japan. He states that an importer who was handling Canadian flour in Japan, said that he had tried to introduce Canadian milk, but the duty of 90 sen (45 cents) on 24 lbs. was one of the drawbacks to his being able to put the milk on the market. Mr. MacLean thinks that to introduce Canadian milk the brand, or brands, will have to be thoroughly advertised, and if need be, sold at a loss for some time, until the brand and quality become known. If the manufacturers are willing to spend some money in advertising their milk to introduce it their goods will find sale. In any case a new brand on the market must have, and maintain good quality, and must be prepared so as to stand the climate. No complaint is more often heard from importers, than that of failure to keep up the quality after the sample, or first shipments have been made the basis of a business connection.

COLD STORAGE.

APPRECIATIVE remarks are often heard as to the advantages of cold storage, and there is no doubt that, generally speaking, it is a tremendous boon, for it steadies prices and often relieves the intensity of a glut. Much money has been made by speculators by the cold storing of butter, and much has also been lost. But how fares the ordinary retail grocer in regard to cold-stored goods ? says London, Eng., Grocer. We are probably correct in saying that there are very few grocers who have not at some time or other suffered through unwittingly buying cold-stored butter. To the credit of the wholesalers generally, they are now as a rule most willing to tell buyers whether the goods they are offering have been in a store or not; but there are some who act differently. They argue that the grocer uses his judgment in buying the butter, and ought to stand the consequences, although he has bought the butter believing it to be strictly fresh. Such butter, of course, goes rapidly "off" when exposed for sale, and the worry and annoyance the grocer suffers from complaining retail customers prevent his forgetting in a hurry the firm who thus served him. Butter sometimes arrives like kegs and boxes of oil; this is mostly caused by the heat of Summer, but is also partly due to faulty manufacture. It is sent into cold-store to give some sort of stiffness to it until it can be sold to the shopkeeper. When in the grocer's shop it speedily relapses into its oily condition, and quickly deteriorates; it is then the grocer discovers that he has paid a bit too much for it. When prices begin to advance the cold stores are drawn upon for supplies, and the retailer needs to be very cautious. That particular time has just about arrived.

REFRIGERATORS.

This cut represents No. 13.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

Wilbert Hooey, Manager.

54 Noble St., TORONTO

Phone Park 513.

COWAN'S

Perfection Cocoa (Maple Leaf Label), **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

ZOECO
COFFEE and MILK

ZOECO
CHOCOLATE and MILK

ZOECO
COCOA and MILK

gladdens the heart of both the customer and the GROCER. The customer is pleased, because it is economical and easily prepared. The GROCER is pleased, because it gives satisfaction and pays a good profit.

SEND FOR SAMPLES AND PRICES.

J. H. MAIDEN,

Canadian Agent MONTREAL.

How to Increase and Maintain Canadian Trade

(By J. S. Larke, Canadian commercial agent for New South Wales, Queensland and New Zealand.)

(Continued from last issue.)

Ship the Goods Ordered.

IT won't do because it may be more convenient to substitute "something just as good" for the articles ordered. No changes should be made even for the better without the consent of the buyer. The change may not be an improvement in Australia.

Invoice as Advised.

Importers frequently require invoices to be made to suit their business methods. Hence the importance of getting instructions on this point with the order. Two points must always be observed: The invoice must specifically show the exact contents of each case, where there is more than one, and must conform to the custom regulations. In Australia the manufacture price must be set down and the charge for packing, inland freight or other extras show as separate items. If the goods are destined for New Zealand and come within the provisions of the preferential tariff the invoice must comply with its provisions as given in my report for January and February. (See Weekly Nos. 3 and 9.)

Ship as Ordered.

Observe the time specified. The Australian buyer orders to meet his requirements, and if the agent is an intelligent one, sufficient time is given to execute it. If the goods come six or nine months later, the buyer's trade is injured by his inability to supply his customers. Goods are frequently ordered in a regular trade to come in monthly shipments in the order set forth. The exporter delays No. 1 and No. 2, and then sends the three lots in one ship. The result here is that the buyer's trade is hampered by the delay; his finances are disarranged by having to provide for the payment at one time of three times the amount anticipated; his warehouse capacity is insufficient to store and his staff to handle the accumulation.

Ship by Route Ordered.

Only specially strong reasons should cause any change in the route set down in the order. The freight question should receive special study, and the buyer will be grateful for advantage gained for him in this way, but, if possible, he should be consulted before making the change. Some Canadian exporters have caused annoyance, and in one or two instances loss of trade, by following some advice received in Canada and changing the method of shipment without consulting their customers.

In every case, and particularly in Atlantic port shipments, the consignee should be promptly advised of the ship on which the goods have been placed and the date of its departure.

Packing.

The package sufficient for carriage a hundred miles by rail is not good enough for sixteen thousand miles by sea and land. Much more attention must be given to this branch of the export business than the average Canadian firm has given to it. The following must be kept in view:

The package must carry the goods securely.

The packing must conform to customs regulations.

The contents must be exactly as specified in the invoice.

Economy must be observed in the cost of package and in securing lowest freight.

Freight by rail is per pound, by ship, per cubic foot, measured over all. Hence the case should be as light as is consistent with security, and, if possible, all strengthening of the corners should be inside, and not outside of it.

Drafts.

Where goods are payable by drafts on the Australian consignee, he should be invariably notified of the Australian bank which is to present it. Particularly is this necessary where the bills of lading accompany the draft. The drafts should be made as stipulated. Thirty days from date is nearly equivalent to thirty days sight in Canada, but it is thirty days or more sooner in a draft on Australia, and buyers do not care to be asked to pay for goods a month sooner than they agreed to do. When it is arranged that the draft is to be paid thirty or sixty days from sight, and the bills of lading are attached to the draft, it must be remembered that the bank will hold the documents until the draft is paid, unless specially instructed to give them up upon acceptance of the draft.

In case the documents are held, the arrangement that the buyer should have thirty or sixty days after receiving the goods before he has to pay for them is defeated. It must be a part of the bargain whether the buyer or seller pays the exchange. In the former case the draft should be made with exchange added.

First Orders.

For reasons already stated, first orders will probably be small, but they are none the less important on that account, for by the method of their execution both the goods and the exporting firm will be judged, and if it is badly done, it will be difficult to get an opportunity for a second experiment.

These may seem to be very elementary conditions, but the non-observance of them is amongst the chief hindrances to the extension of Canadian trade in Australasia. There may be more than two Canadian firms doing business here who have reasonably observed these requirements, but I am unable to recall them.

Some Incidents.

Considerable time ago I endeavored to induce a business man, who mainly obtained his machines from Germany, to try Canadian goods. He replied: "I should like to do so, could I get the business done satisfactorily, but somehow in every experiment I have made something has gone wrong. The Germans do what I ask them and make no mistakes." Some months ago he ordered a sample machine from Canada, intending, if it were satisfactory, to order a supply for the next season's trade. After some delay, he received information that the machine had gone forward, but when it was shipped, or how it was shipped, and where it is now, he has no information, and the season is now nearly over.

Should be Well Done.

I have paid attention to what may appear to be these smaller matters, rather than to the greater questions, because it is of the first importance that the trade Canada is undertaking to do should be done well. The larger questions will require time and perhaps improved conditions to bring them about, but the lesser ones can be adopted at once by every one who wishes to do a trade with Australia. The fact that by right methods a single Canadian firm has been able to secure one-half of all the import trade in agricultural machinery should indicate what others may do by using similar means.

A Bird in the Hand

There is a reason why our chewing gums are the best sellers It is because ours are unquestionably the best chewing gums manufactured, and the public demands the best.

When you stock any of our several brands of high grade chewing gums you know just where you stand. You know that the goods are right, that the demand is certain, and that you are sure of a profit. We do not sell our brands with premiums, therefore when gum is sold you have, instead of a premium, a big cash profit. Is it not A BIRD IN THE HAND?

Here they are

Adams' Tutti Frutti and Pepsin.
Britten's Kola Nut and Red Jacket.
White's Yucatan.
Dr. Beeman's Original Pepsin.

Ask your jobber for them.

The American Chicle Co.

Toronto, Canada.

'PHONE MAIN 645.

ESTABLISHED 1876

FRUITS

CARE IN SELECTING
AND
PROMPTNESS IN SHIPPING
ARE
CHARACTERISTIC
OF
OUR
MAIL ORDER DEPARTMENT.

WRITE. WIRE OR 'PHONE
FOR PRICES.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, CANADA

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes

Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.

Give us your orders.
We can fill them to your satisfaction.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3426.

GREEN FRUITS

Canadian Fruit Crops.

FALL apples in Ontario will be plentiful, although the outlook for Winter apples is not so good. Peaches are coming in fairly well, but the crop is under the average, and about the time there is usually a slump in prices this season's crop will have been exhausted. Pears are a fair to full crop, while grapes will be a poor yield owing to the prevalence of Peninsula black rot. Black currants are proving plentiful although reds have been rather scarce.

Detailed reports from different parts of the Province of Quebec show that the apple crop will likely be an average one. There will be a medium to full crop of Fall apples, while the Winter varieties may be described as light to medium. Very few insects have invaded the orchards, and fungus diseases have been comparatively rare. Some signs of moths may result in harm. Plums and kindred fruits are not nearly so strong as at first anticipated; the grape crop will be comparatively good. Cherries and currants have yielded abundantly and other froits are very hopeful indeed all over the Province.

A generalized summary of reports received from correspondents in the Maritime Provinces would seem to indicate prospects fairly good in New Brunswick and just fair in Nova Scotia, while Prince Edward Island is likely to experience another of those "off years."

One Nova Scotia correspondent says: "The prospect for 1904 apple crop in Nova Scotia is not nearly so good as last season. The quantity will fall far short of last year, and, as black spot has not only made its appearance, but from present indications will render a good deal of early fruit impracticable to ship across the water, orchardists will not realize an average year no matter what the conditions are elsewhere; late fruit is also spotted to a considerable extent and few orchards will be able to ship clean Fall or Winter fruit. Sprayed orchards seem to give the best showing, but even they in most cases are not clear of the spot. Orchards have never been cared for so well, both as to fertilization and cultivation, as this season, so that the cold wet weather of early June must be blamed for the outlook now. Pears are a short crop, so also are plums. The crop may be estimated as follows: Apples—600,000 barrels; quantities of each variety, Baldwin, 140,000; King, 99,000; Ribston, 70,000; Nonpareil, 80,000; Golden Russett, 70,000; balance, of all other varieties. Black spot and blight are developing on Gravensteins and some others, which may materially reduce this estimate. Plums, about 50 per cent. of crop; pears, 40 per cent.; peaches, 30 per cent.; strawberries, 50 per cent.; small fruits, 75 per cent. to 100 per cent."

A New Brunswick correspondent says: "Blackberries, raspberries and all wild fruits are abundant; currants and gooseberries are an average crop; plums and cherries are an average crop. Apples—Duchess, Peach, Fameuse, Yellow Transparent and New Brunswickers are an abundant crop. Red Astrachan, Ben Davis, and nearly all the grafted trees have very few apples on them; seedlings that bore last year have no apples this year, others a few."

A correspondent from Prince Edward writes concerning the fruit crop of his province that "owing to the very dry season it can only be medium. Early apples have set well and to all appearances will be up to the standard, a full crop. Later Winter are not so good, being only about 25 per cent. of a crop. The apple trees appear to be suffering from the very dry weather. Pears, though having a fine bloom, have set very little fruit, only a sample here and there representing this delicious fruit. Plums and gages make a splendid show at present. The trees, through the foliage being poor at first of season, after the hard Winter may possibly give about 75 per cent. of a crop. Red currants, white currants and gooseberries will be about half a crop. Black currants a small yield, some of the fruit set falling off the bushes before maturing. The very cold weather of the past Winter has had a very injurious effect on the orchard, followed by a dry Summer, some young trees almost drying out."

Vegetables Under Glass.

A prominent farmer from Leamington, Ont., says the growing of early vegetables is becoming an increasingly important and profitable industry in Essex County. The successful growing of vegetables under glass in February and March is an accomplished fact, which, if increased, will undoubtedly result in the inauguration of successful competi-

tion with the early vegetables imported from the United States.

A representative of The Grocer interviewed a successful farmer and market gardener in Western Ontario on the subject, and learned that he had already made preparations to try early vegetable growing as an experiment. He saw no reason why the vegetable trade of his vicinity should not be in the hands of local growers entirely. It was an anomaly, to say the least, to see imported tomatoes selling at a fancy price throughout the country when Canadian farmers and market gardeners might be supplying enough to fulfill all requirements.

Apple Shipments.

The following figures represent in barrels apple shipments from principal North American ports for the week ending August 20, 1904 :

	Liverpool.	Glasgow.	London.	Total.
Boston	672	....	....	672
New York	1,000	1,076	....	2,076
Montreal	308	151	....	459
	1,980	1,227	....	3,207
Same week last year	9,362	5,704	2,030	17,096

British Apple Crop.

Woodall and Co., of Liverpool, give the following comparative figures of the apple crop in the United Kingdom, from which it is likely to exceed any since 1900. The quality also promises to be good :

	Over Average.	Average.	Under Average.
This year	128	109	15
Last year	2	17	248
Year 1902	12	98	184
Year 1901	15	90	163
Year 1900	148	138	16

The total imports from the United States and Canada into the United Kingdom during the past season were 3,053,000 barrels, as against 2,330,000 barrels in the preceding year, constituting a record ; the previous largest import (in 1896-7) being 2,937,000 barrels.

Of the above 3,053,000 barrels, 1,616,000 were received into Liverpool.

Apples

Parties wanting apples in

Carload Lots

please communicate with

EBEN JAMES

BOARD of TRADE BLDG.
TORONTO

Opening of the Oyster Season

We beg to announce that we will again have the agency of

H. C. Rowe & Co.'s Famous

Long Island Native Oysters

These oysters last season gave the very best of satisfaction and were noted for their size and exquisite flavor,

STANDARDS LARGE AS MOST SELECTS—IMPERIAL MEASURE.
TRY THEM AND BE CONVINCED.

WHITE & CO., 64 Front St. E., TORONTO

W. B. Stringer.
J. J. McCabe.

You know

Phone Office,
Main 520.

if you are a customer of ours—are having us select your Fruit, that it is the best way to purchase—that you're having more satisfaction than is usually enjoyed by a retail fruit man. If you're not our customer **we know** that you're not making as much money out of fruit as you would were we making your selections—it would pay you to have us fill your orders.

Apple shippers can get true reports of the English market from us—write.

61 FRONT ST. E.
TORONTO

W. B. Stringer & Co.

AGENTS
FRUIT BROKERS

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Ridge Hall Fruit Farm.

ROCKY FORD MUSK MELONS, in Baskets.
HACKENSACK MUSK MELONS, in Crates.

Now ready. Fresh picked day of shipment.

E. E. ADAMS, Leamington, Ont.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Apples **Vegetables**

Dried and Evaporated — Green and Desiccated

FINKLE & ACKERMAN

BOWMANVILLE.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

McDOUGAL & LEMON

OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

SPECIAL NOTICE to the TRADE.

IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call their attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole, we have every reason to believe it is the finest in quality that we have ever packed.

Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.

FLOUR AND CEREAL FOODS

Conditions of Grain Crops.

THE following are the latest estimates of the Ontario grain crops for the current year. issued by the Department of Agriculture:

Fall Wheat—This year shows a further reduction of sixty thousand acres. The estimated yield this year is 16.2 bushels per acre as against 25.9 in 1903, and is 4.3 bushels below the average of the past twenty-two years. The total yield is 9,827,760 bushels as against 17,242,763 in 1903. The area of fall wheat plowed up totalled 189,274 acres, or nearly 24 per cent. of the area sown.

Spring Wheat—There is a decrease this year of twenty-three thousand acres. The estimated yield is 18.5 bushels per acre as against 18.7 in 1903, and is 2.7 above the average. The total yield is 4,165,735 bushels as against 4,650,707 in 1903.

Barley—This crop snows an increase of sixty-three thousand acres, the estimated yield being 32.5 bushels per acre as against 21.9 in 1903, and is 1.8 push-the average. The total yield is 25,136,635 bushels, and 24,378,817 in 1903.

Oats—An increase of sixteen thousand acres is shown for oats. The estimated yield this year is 39.3 bushels per acre as against 41.6 in 1903, and is 3.7 above the average. The total yield is 104,459,461 bushels, as against 109,874,053 in 1903.

Rye—Rye shows a reduction of forty-nine thousand acres. The estimated yield this year is 16.1 bushels per acre as against 16.6 in 1903, and is slightly below the average. The total yield in 1904 is 2,099,946 bushels as against 2,970,760 in 1903.

Peas—This crop shows a reduction of sixty-seven thousand acres. The estimated yield is 31.2 bushels per acre a sagainst 21.9 in 1903, and is 1.8 bushels above the average. The total yield is 7,177,786 bushels as against 8,924,650 in 1903.

Corn (for husking)—329,882 acres; corn for silo, 193,115 acres; buckwheat, 100,608 acres.

Latest C.P.R. crop reports continue to hold to the hopeful tone which has characterized them so far throughout the season. Regarding the alleged damage from rust and smut, which has been such a factor in the grain reports from the Dakotas, there are actually very few points where rust has been found at all and in these the trouble is comparatively insignificant.

A prominent American grain man, however, who has been making a trip through the Province for the purpose of investigating crop conditions there, reports the presence of rust and says the next week or ten days will tell what the actual damage will be. Certain authorities in turn claim that the latter report is nothing but a ruse to help the bull movement, and that the damage from rust has been grossly exaggerated. Some of these stories are attributed to United States land and railway companies, which desire to turn the ever-increasing flow of immigration back from the Canadian West.

Latest reports from the West say that rust is prevalent in certain districts, but in most cases the grain is too far advanced to be damaged to any extent.

The likelihood is that is conditions continue favorable Manitoba and the Territories will have a bumper yield of wheat. Even the most conservative estimates which place the total yield at about the same as last year have taken into consideration the fact that the late wheat will be affected by frost. Cutting will be general in all parts of the Territories and Manitoba by the end of the present week. The percentage yield, as estimated at the present time, runs from 20 to 25 bushels to the acre with a good sample of grain.

There is practically no change in the situation across the line since last report. On account of the recent severe drought in the United States, the American Government has forbidden the exportation of barley, maize and all other kinds of fresh and dried fodder until further notice.

A speculative frenzy has attacked the produce exchanges of the United States on the assumption that the United States Spring wheat crop is half ruined by black rust. It is asserted in well informed quarters that the damage has been enormously and wilfully exaggerated by professionals. These speculators have been helped by the bad outturn of crops in many European countries so far. The Baltic has done little to encourage the rise in American prices, believing that like last year Europe may be able to dispense with American wheat, for the prospects in Canada are excellent. Russia is harvesting a fair crop, Australia, India and Argentina are shipping liberally, and the prospects for the next crop in these countries are promising.

——

Flour Trade in Japan.

(By A. MacLean. Canadian Commercial Agent at Yokohama, Japan.

THE quality of flour used mostly in Japan is the grade known in the trade as "straight." Fancy grades are not used to any extent. The supply at present comes principally from the American Pacific coast States. Such brands as are used here a great deal are the Red Cherry, Yellow Cherry, Marble, Lion, Best Everett, White Navy, Queen, Centennial Best, Gold Drop, Portland, Sterling, California (Brown Bear XXX), Baker's Best, Dragon, Crown, Blue Seal. Generally each importer has his own special brand, and his brand is sold to him exclusively, although the same flour may be put up under other brands for other dealers. There is thus no competition in any one brand, but each brand competes against all others. The idea is to prevent undue competition, or the cutting of prices.

Uses of Flour in Japan.

Flour with a large percentage of starch has the greater demand. This quality is used in the manufacture of macaroni, vermicelli, and certain kinds of Japanese cakes which are cooked by the steaming process. The Japanese are not as yet great bread consumers, their use of bread corresponds to our use of rice, mostly as a side dish, or extra, or

Orange Meat
The Premium Food

Orange Meat

at first look

resembles some other ready-for-serving cereals, and is made mainly from wheat. It differs, however, from all other cereals in certain important details, which give it distinction and superiority. The flavor is very marked, and the large tasty flakes provoke a greater appetite. It is this fact of large consumption that has a significance to the grocer—the more consumed the more frequent the sales, and, of course, the profit is multiplied.

ORANGE MEAT

sells at 15c. There is another size which sells at 25c. The 15-cent size is priced :

Single cases, 36 pkgs. - $4.50
5-10 case lots, freight paid, 4.40

The 25-cent size :

Single cases, 20 pkgs., - $4.00
5-10 cases freight paid, - 4 00

ORDER THROUGH
WHOLESALE GROCERS.

THE FRONTENAC CEREAL CO. Limited
43 Scott St., Toronto.

between meals. Their staple food is rice; and the consumption of cakes, macaroni and vermicelli is comparatively large.

Since machines (native makes) have been introduced for the manufacture of macaroni and vermicille, the use of flour for such food has increased considerably, and where formerly only native flour has been used in the manufacture, the demand has exceeded the supply and they have been compelled to use foreign flour, and as year by year the demand for this food increases the amount of flour consumed must increase and if flour is not imported then wheat must be; the Japanese are preparing to grind considerable flour.

Prices.

Within the last six weeks prices have dropped about 20 sen (10 cents) per quarter sack on account of the good crop of wheat and barley harvested here this season. The acreage of wheat planted decreased considerably this year, because barley was selling at about 10 per cent. higher prices than wheat, last year; nevertheless the crop was about equal to that of a normal year regardless of the smaller acreage.

American flour is selling at prices ranging from Yen 1.65 (86 cents) to Yen 2.65 ($1.33) per quarter sack of 49 pounds at present, and as large stocks are on hand, and as the Government is not buying, the present outlook is not satisfactory, it being difficult to move stocks at present.

There will be an increase of duty, beginning October 1 of .247 sen (.124 cents) per 133 pounds, the present rate of duty is .456 sen (.228 cents) per 133 pounds, and when the new duty comes into force the duty will be .703 sen (.352 cents) per 133 pounds, an increase of 54 1-2 per cent. of duty, whereas the duty on wheat does not change.

All flour shipped here must be put up into 40 pound sacks, which is the equivalent of a quarter barrel.

Methods of Introducing Flour.

Several dealers here suggest the shipment to this market of 50 to 100 sacks of 24 1-2 pounds each as a trial sample, to be distributed to reliable bakers through reliable dealers in order to a fair trial, the effect of which would be the creation of a demand which might be confidently expected to increase if nursed and kept regularly supplied. Some American firms have sent out small consignments to introduce their flour, usually about 50 bags or so of 49 pounds each.

A great deal of speculation has been done on the strength of the war, and use of flour in the army and navy, but the Government is not buying any flour at present.

Several bakers and dealers here suggest the establishment of a supply house for Canadian goods generally, such as flour, fruits, butter, etc., so that demand could be promptly supplied direct from stock. The expenses for premises and attendance, small at first, to be increased only as required. Some of the bakers say that they are unable to get from Canadian flour more bread to the pound, and others that they are able to get a trifle more—some say as much as 15 per cent more—than from American flour. Statements of this kind usually depend upon the disposition of the deponent, rather than upon his experience.

Difference Against Canadian Flour.

A leading baker says that at present the difference against Canadian flour averages Yen 1.00 (50 cents) per four bags (bbl.), so that he is unable to use it, except for fancy baking; but, with prices and quality on a par with American, he could use it largely where he at present uses only the American article. I have a sample labelled "Hard Wheat Flour," ($3.80 c.i.f.), received on the way out here, and described as "Special for export to Japan." Perhaps this points the way in which this market might be successfully approached. It looks like a movement by the miller to make an article that will suit the market, instead of expecting the market to adapt itself to the miller. Doubtless, flour from Manitoba No. 1 hard cannot come down to the level of Oregon, California, and Kansas City flour; but if ordinary business methods be applied to the situation, "No. 1 hard" could be introduced. Many of the well-to-do Japanese, and Europeans and other foreign residents would pay the price for it, if it would be supplied to them, and in course of time it would take its place in the market.

Japanese Government Purchases.

The Government of Japan is buying wheat and barley for food and feeding purposes, but there is an impression that after October 1 the duty on flour will be increased, the effect of which may be that more wheat will be used than formerly, and less flour—that is, for army consumption. Australian wheat and flour have been coming into the mar-

ket somewhat lately; and, as the price of Australian flour and wheat is just between Canadian and American prices, a market to some extent has been opened for the sale of both wheat and flour from that country. The Japanese at present use some Canadian flour to mix with Japanese flour in making certain kinds of biscuits and cakes. An old commercial house in Yokohama has had a biscuit-baking branch in operation for years, and shortly expect to use the best flour available, and will give Canadian high grades a fair trial.

Packing.

Flour must be packed into white cotton bags containing 49 pounds each. These closely-woven, starched bags allow practically no waste and no infiltration of dust in the course of transportation. Grain bags will not do. Some Canadian flour comes shipped in 98-pound bags—grain bags, apparently—and during shipment a great deal leaks out, and much dust works its way into the flour, and the trade is complaining on that account.

Japanese Mills.

The brands of flour manufactured by Japanese mills are as follows:

No. 1 Matsu (Pine tree), Yen 2.15 per 49-pound sack ($1.08).

No. 2 Take (Bamboo), Yen 2.10 per 49-pound sack ($1.05).

No. 2 Sakura (Cherry), Yen 2.00 per 49-pound sack ($1.00).

Sacks are largely obtained as follows: They have a system of buying up old American white cotton flour sacks, which are washed, patched, turned inside out, resown and rebranded. This costs 3-10th of a cent per sack, against new sacks at 7.10th, and they have a clear gain of .04 on the bag.

They at present are paying for wheat as follows:

Japan A. 1—Yen 3.30 ($1.65) per picul (133 pounds).

Australian—Yen 4.20 ($2.10) per picul (133 pounds), C.I.F.

Yokohama freight from Australia was contracted for last week at 15 sen (7 1-2 cents) per sack of 133 pounds.

Care must be taken as to the quality of flour placed here. Last September a milling company of San Francisco shipped out a lot of flour branded "Old Glory" and "White as Snow," cost, Yen 7.00 ($3.50), C.I.F. The quality was poor, and it is still unsold at Yen 5.00 ($2.50) per four bags of 49 pounds each. An article that gets a bad name amongst the Japanese may as well taken out of the market. This is but one example of several that are pointed out by Japanese as well as foreign merchants. There are at present over 10,000 bags in Tokio that cannot be sold for this reason. But this market could be made to absorb much more flour if the miller would take care to study its requirements.

After all, the thing I like best about "FORCE" is the enjoyment I get from eating it.

It makes little difference how "good" a food is if you don't like it.

I've met mighty few people who don't like "FORCE."

Sunny Jim

You can relish "FORCE" for a longer time, without change, than any other food I know of.
But it isn't such a bad notion, now and then, to switch off onto something else for a day or so—
Even though you can't change to anything quite so good.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Our Imports from the U. S.

THE Bureau of Statistics of the Department of Commerce and Labor of the United States issued on August 16th, 1904, some interesting figures on the trade of the United States with the Dominion of Canada for the ten years from 1892 to 1903, those relating to the trade in tobacco being of importance to the trade.

The exports of leaf tobacco from the United States to Canada during these years were as follows: 1893, 10,598,520 lb., valued at $1,553,739; 1894, 12,106,375 lb., valued at $1,111,916; 1895, 11,849,907 lb., valued at $1,082,263: 1896, 10,507,747 lb., valued at $1,071,116; 1897, 14,918,477 lb., valued at $1,528,221; 1898, 6,783,439 lb., valued at $674,671; 1899, 12,567,965 lb., valued at $1,246,015; 1900, 9,682,250 lb., valued at $951,562; 1901, 10,338,113 lb., valued at $1,019,809; 1902, 11,625,565 lb., valued at $1,178,784; and 1903, 12,287,384 lb., valued at $1,326,509.

The exports from the United States to Canada and stems and trimmings were: 1893, 47,320 lbs., valued at $1,183; 1894, 78,464 lb., valued at $9,035; 1895, 9,875 lb., valued at $308; 1896, 118,110 lb., valued at $2,860; 1897, 276,900 lb., valued at $7,419; 1898, 60,960 lb., valued at $1,364; 1899, 7,242 lb., valued at $568; 1900, 347,550 lb., valued at $8,796; 1802, 63,087 lb., valued at $1,261; and 1903, 2,240 lb., valued at $56.

The exports of cigars were: 1893, 27,000 valued at $830; 1894, 8,000, valued at $305; 1895, 17,000, valued at $730; 1896, 21,000, valued at $785; 1897, 60,000, valued at $2,172, 1898, 23,000, valued at $836; 1899, 54,000 valued at $2,054; 1900, 85,000, valued at $3,430; 1901, 320,000, valued at $11,558; 1902, 90,000 valued at $4,039; and 1903, 248,000, valued at $12,946.

Cigarettes were exported as follows: 1893, 296,000, valued at $1,092; 1894, 655,000, valued at $2,968; 1895, 434,000, valued at $1,371; 1896, 214,000, valued at $787; 1897, 357,000, valued at $717; 1898, 54,000, valued at $141; 1899, 262,000, valued at $811; 1900, 189,000 valued at $308; 1901, 75,000 valued at $158; 1902, 185,000, valued at $386; 1903, 436,000 valued at $1,578.

The exports of plug tobacco are given as follows: 1898, 35,800 lb., valued at $10,802; 1899, 18,701 lb., valued at $5,438; 1900, 94,074 lb., valued at $26,908; 1901, 107,311 lb., valued at $32,366; 1902, 99,611 lb., valued at $32,648; 1903, 127,773 lb., valued at $39,213.

The values of all other exported tobacco were: 1893, $30,173; 1894, $31,554; 1895, $35,734; 1896, $43,027; 1897, $46,469; 1898, $31,543; 1899, $47,348; 1900, $47,162; 1901, $28,267; 1902, $23,021; 1603, $45,713.

The exports of wrapper leaf tobacco from Canada to the United States were: 1893, 74,520 lb., valued at $41,627; 1894, 77,443 lb., valued at $61,128; 1895, 213,508 lb., valued at $167,555; 1896, 738,480 lb., valued at $676,791; 1897, 288,842 lb., valued at $282,223; 1898, 95,326 lb., valued at $83,400; 1899, 125,909 lb., valued at $124,013; 1900, 231,016 lb., valued at $203,946; 1901, 157,630 lb., valued at $162.111; 1902, 84,786 lb., valued at $85,875; 1903, 155,657 lb., valued at $136,874.

The exports into the United States from Canada of all other manufactured tobacco were: 1893, 106,886 lb. valued at $31,755; 1894, 143,904 lb. valued at $52,192; 1895, 240,746 lb. valued at $106,436; 1896, 441,136 lb. valued at 210,435; 1897, 385,945 lb. valued at $276,063; 1898,309,740 lb. valued at $179,835; 1899, 436,590 lb. valued at $367,237; 1900, 175,484, lb. valued at $89,015; 1901, 267,203 lb. valued at $121,702; 1902, 156,622 lb. valued at $60,329; 1903, 340,231 lb. valued at $161,562.

The imports into the United States from Canada of cigars, cigarettes and cheroots were; 1893, 328 pounds, valued at $513; 1894, 274 lb. valued at $513; 1895, 305 lb. valued at $336; 1896, 619 lb. valued at $899; 1897, 95 lb. valued $256; 1898, 124 lb. valued at $106; 1899, 1,257 lb. valued at $1,572; 1900, 39 lb. valued at $52; 1901, 167 lb. valued at $706, 1902, 196 lb. valued at $697; 1903, 256 lb. valued at $1,022.

Increase in Consumption of Cigarettes.

From 34,000,000 cigarettes in 1890, the annual consumption of cigarettes in Canada increased to 83,000,000 in 1895. In 1900 the official records show that 123,000,000 were manufactured and in 1903 the manufacture grew to 216,000,000 cigarettes.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

No need to keep any other lines.

If **Pharaoh** as a 10-center, and **Pebble** as a 5-center don't sell, we buy them back at the end of three months for cash. Not many grocers have asked for their money back. They order more Cigars instead—quite satisfied, only sorry that they didn't begin a Cigar department years ago.

Have you courage to order a trial 1,000 assorted?

J. BRUCE PAYNE, Limited, GRANBY, QUE.

Up a Tree

Really, it does seem that all other Smoking Tobaccos are "up a tree" when brought face to face with

T & B

Most grocers find the 10-cent size best.

Geo. E. Tuckett & Son Co., Limited
HAMILTON, ONT.

Does it End the Tobacco Trust?

IT is said that the American Tobacco Co., bowing to the will of the Dominion Government, is preparing to cancel the contracts it has hitherto obtained from customers binding them to handle none but the Trust's brands of cigars, cigarettes and tobaccos. The Minister of Inland Revenue will have an official inquiry made at once to ascertain whether the contracts are still in force. In the event of such contracts not being cancelled Mr. Brodeur is empowered to cancel the company's licenses.

The United States Tobacco Journal comments adversely as follows on the legislation of the Dominion Government for the annihilation of the American Tobacco Co.'s exclusive contract system:

As for the measure itself, it may serve its purpose, that is to say, break up the exclusive contract system instituted in our neighboring Dominion by the American Tobacco Co., and for that reason it will no doubt be hailed with satisfaction, too, on this side of the border by all the elements opposed to such a system and its originators. But the measure is nevertheless of such a drastic kind as no American Congress would stand for. Considering it impartially, from a purely constitutional point of view, it clothes a single executive officer with such arbitrary power as to endanger the trading liberties of the individual. If the contract system was contrary to law there are judges and courts in Canada to whom the question of its violation could have been safely submitted as it is being done now in our own Massachusetts. If there is such a law in Canada under which the question of this system could have been judicially ventilated, and the Ministers of the Crown did not avail themselves of the judicial proceeding in order to test the lawfulness or

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

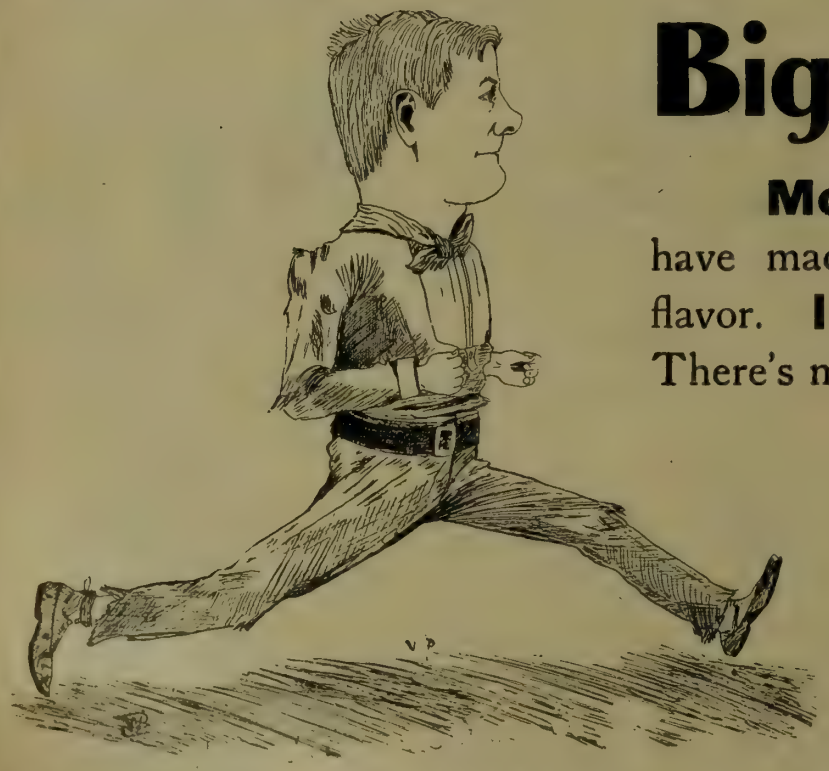
SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



Big Strides.

McAlpin's Tobaccos have made big strides in public flavor. **It is in the flavor.** There's money to the tobacco sellers to give McALPIN'S TOBACCOS prominence; they pay a better profit.

A sample order will prove the point.

McAlpin Consumers Tobacco Co., Limited, - Toronto.

lawlessness of the contract system, then the action of the Ministers must be interpreted as a lack of confidence in the integrity of the Dominion courts. But if there is no law covering this subject the remedy should have been supplied by a general statute and the offenders under it made amenable to the courts.

The Trusts may deserve all their adversaries claim, but even the meanest criminal is entitled to the protection of the law, which means that the prosecuting attorney alone should not have arbitrary power over property, life or liberty. The Canadian law makes the Minister of Inland Revenue, the prosecutor, judge, jury and sheriff, all in one person, concerning the relations of any manufacturer to his customers. And while the law may have been ostensibly framed to hit the Trust, as agreements between individual manufacturers and jobbers to handle exclusively their output are common daily occurrences, what is to prevent the Minister from wreaking his political vengeance on a refractory manufacturer by revoking his license? The arbitrary power lodged by this measure in the hands of a single Minister must inevitably lead to a corruption of the suffrage.

Tobacco Industry in Japan.

The last census of the tobacco industry, taken in 1902, discloses 525 factories in Japan, of which 261 are of sufficient importance to employ steam power for their operation. The total number of employes was 16,759, of whom 11,629 were females and 5,130 males.

The returns showing the rates of wages include only one classification in the tobacco industry, namely, tobacco cutters. In 1896, operatives of this class received 14.2 cents per day, a figure that has steadily increased until at the present time the rate is 52.1 cents per day.

The acreage and product of the domestic tobacco growing industry for the eight years, 1894 to 1902, are given as follows:

	Acres	Product Pounds.
1894	86,712	79,002,000
1895	80,080	73 476,000
1896	79,471	71,518,000
1897	77,118	73,455,000
1898	72,152	77,025,000
1899	102,035	87,817,000
1900	91,095	89,808,000
1901	58,667	69,075,000

Tobacco in Austria.

In 1902 the tobacco monopoly yielded the Austrian Government the enormous net profit of $27,000,000. Of the 40,445 persons employed 35,284 were females; the number of factories was 30. The average wages of the male employes were only $2.80 a week, of the females $2.08. Since 1875 the number of cigarette smokers has increased enormously, while of snuff-takers there are only one-third as many now.

Toronto Cigar Makers Meet.

Representatives of the Western Federation of Miners, addressed the cigar-makers' union at their meeting last week in Richmond Hall, Toronto, asking assistance on behalf of the men striking at the mines at Cripple Creek, Colorado. Fifty dollars was donated by the union. R Haberstock, D. Henderson and W. V. Todd were elected representatives of the Union at the Dominion Trades and Labor Congress, which will be held in Montreal on Sept. 19.

Tobacco Notes.

Tobacco-growing experiments are being made on twenty acres in county Meath.

Mr. L. Dery, of El Sargent Cigar Store, and Mr Pampaloir, traveller for Jas. Cote, wholesale tobacconist, both of Quebec, have gone on a trip to the principal cities of the United States, including St. Louis.

The cigar makers will not hold an international convention this year as proposed, but it is expected that a proposition to hold one next year will be submitted to the general membership for a referendum note in the near future.

The tobacco customs duties collected in Canada during the fiscal year ending June 30, 1904, were $604,555.82, an increase of $138,294.35: the result of the higher tariff imposed in 1897. The inland revenue returns for the same period amounted to $5,178,736.40, an increase of $1,587,234-04.

New Tobacco Concern for Mexico.

ARRANGEMENTS are completed for the establishment of a branch of the American Tobacco Company at Monterey, Mexico, under the style of the Black Horse Tobacco Company. A State concession providing for an exemption for ten year from State taxes has been secured and a factory for handling the tobacco will be erected. From this point throughout Mexico will be distributed all tobacco that is now imported from the United States.

Conditions in the Turkish tobacco market should be favorable to the manufacturers this year. The crop is exceptionally large, being fully double that of last year, which was about the avarage. That of the Smyrna district amounts to about 7,-000,000 kilos. For some reason the buying last year was exceptionally heavy and this encouraged the planters to extend their acreage. Hence the heavy crop. The quality is hardly up to the average.

Consul W. W. Canada, at Veracuz, Mexico, has forwarded the following new internal revenue regulations relative to tobacco which became operative in that country on July 1st of this year. All foreign or native manufactured tobacco, such as selected leaf, granulated, long cut, or chewing, must be put up in sealed packages and a special internal revenue stamp must be affixed to each package, the value of the stamp being governed by the weight of the package, in accordance with the following scale: 100 grams (1 gram equals 15.34 grains) or less, net weight, 2 cents; more than 100 and up to 250 grams, 5 cents; more than 250 and up to 500 grams, 9 cents; more than 500 grams and up to 1 kilogram (2.20 pounds), 18 cents. Snuff of native manufacture is taxed double the amount, and if it is not put up in sealed packages its sale will be prohibited.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St and McDermott Ave.,) Winnipeg

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
167 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

FREIGHTS AND CHARTERS

FREIGHTS are still dull. No changes have taken place during the past week, and the general tone of the market is easy. Very little grain is offering for shipment at present, and in this particular it is expected that little improvement will take place before three or four weeks, when the new crop is forwarded for shipment. The dairy produce exports are, as far as butter is concerned, improving from day to day. Live stock, however, is dominating the market. The recent decline in prices for ranchers in the cold storage to Liverpool, is 40s., London 45s., Glasgow 45/6. The usual large number of deals that are shipped from Montreal, has fallen off amazingly, and the rate per standard to Liverpool runs at about 30s., London 32/6, to 37/6.

SOME NEW REGULATIONS.

Both the G. T. R. and C. P. R. have issued circulars in regard to warehouse storage. They state that in order to facilitate the prompt handling of freight in and through railway warehouses, and to prevent the monopoly of warehouse space, effective September 16, 1904, the following regulations respecting warehouse storage will be enforced. Inwards and outwards warehouse, or shed freight, will be stored free for the first 72 hours, after 72 hours, the following storage charges per week or portion thereof, will be made, (exception; freight in bond will be allowed six working days free). Freight stored will be entirely at the risk and expense of the owner, minimum storage charge for any one consignment, to be 5c.

A number of molasses schooners, which arrived here with Barbadoes stock, have been chartered for September shipment with deals, and flour for the United Kingdom. New steamer charters are quite exceptional.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c	6 7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	...	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	...	35/	.....	35/	.....
Butter, in cases and kegs	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	...	17/6	8/	...	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32 6-37 6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	...

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

English market, is no doubt causing a curtailment of shipping from the West. There is, however, no more space available for August, and a large quantity has been booked for September in advance. Flour is still being shipped to Liverpool, at 5c. a hundred, London 6 to 7c., Glasgow 7c., Bristol 9c., Manchester 6c. Cheese still rules 20s. per ton, to Liverpool, London 25s. and the others according to tabular rate. Butter per ton, in

NEW STORE FOR GUELPH.

The work on J. A. McCrea's new branch store, corner of Norwich street and Elora road, Guelph, formerly occupied by J. & R. Millar, is being rapidly pushed on. The store will be managed by R. McCrea, and will be fitted in the most up-to-date manner. There will be separate departments for groceries, meats and fish. The fittings are being made by Jones Bros., Toronto, and will be of the same style as the main store. Mr. McCrea expects to be open and ready for business about September 1.

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited
Sauce and Pickle Experts, - London, S.E.

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN COFFEE & SPICE CO. TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 25, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
½-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 85
1 "	15 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 [illegible]
Quaker Oats, 2-lb. pkgs., per case	3 [illegible]
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S MAPLE LEAF BRAND BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz.	to case	per doz.,	$ .90
½ " "	4	" "	"	2.40
½ " "	2	" "	"	4.75
1 " "	1	" "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoas—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.

Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.

Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.

Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.

Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.

Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb ' pkgs.	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO. Per lb.

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Leaders in their line—

The absolute purity of **Edwardsburg** Starches has been demonstrated for nearly half-a-century.

Housekeepers from one end of Canada to the other know and use

Edwardsburg "Silver Gloss" Starch
and
Benson's Prepared Corn.

For sale by every jobber in Canada.

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 82
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 56 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 10, 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and a half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

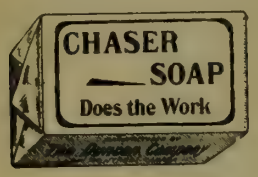
S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING

ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills

55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

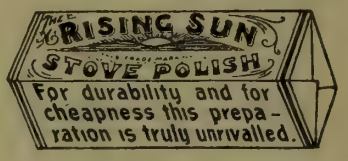
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—	
10c. pkges, cases 5 doz., per do	1 00

less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DU PONT AGENT

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

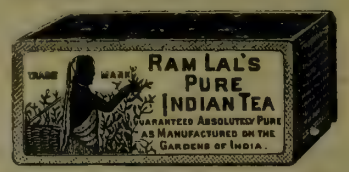
Teas.

SALADA CEYLON.

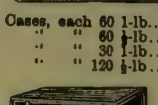
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases.....retail	0 35 at 0 28
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 60 at 0 46

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold ¼ lbs. for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47
" " B Red	40	42
" No. 1 O Pink	35	37
" 2 O Orange	28	
" 3 O L. Blue	22	
" 4 O L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5c. and 10s	$0 30
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 51
" Pay Roll, 7s and 6½s	0 43
" Fair Play, 8s. and 13s	0 38

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST

Five cases assorted—	
24 25c. packages	$4 45
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	2 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

Fruit Jars

Schram Automatic Sealers

We can now supply for immediate delivery

Quart Wine
Quart Imperial
½-Gallon Wine

Have you tried them yet? If not send for sample lot any quantity.

GOWANS, KENT & CO.
WHOLESALE CROCKERY AND GLASSWARE
16 Front St. East, TORONTO

"Perfectly clean from our kitchen to your customer's."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Ltd.

Philippe & Canaud's

SARDINES

in oil now on hand in ¼s and ½s.

C. E. COLSON & SON, AGENTS **Montreal.**

THE STANDARD OF QUALITY.

KKOVAH JELLIES, real fruit flavor, all flavors.
" BLANC MANGE POWDERS, all flavors.
" CUSTARD POWDERS.
KKOVAH HEALTH SALTS. A Delightful and Healthful Drink for Summer.

WRITE US FOR PRICES OF

Lemon, Orange and Citron Peels

JAS. R. GREIG, Agent, MONTREAL.

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, SEPTEMBER 2, 1904. NO. 36.

Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---
Keen's Oxford Blue and no other.

PUSH GOOD BISCUITS

CHRISTIE'S

Assorted Macaroons in Half-pound Tins

ARE GOOD BISCUITS

HENCE IT PAYS TO PUSH THEM

Christie, Brown & Co. Limited

TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

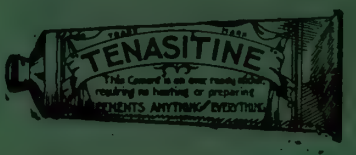
National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, includ- the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

"TENASITINE"



A Quick Seller and Good Profit

"Tenasitine" is a handy Cement, put up in collapsible tubes as illustrated. It supersedes the glue-pot for home use, and with it any person can mend broken articles of Wood, Glass, China, Earthenware, and hosts of other things too numerous to mention. No heating or preparation whatever is required. Done in a second. It's never too late to mend—with "TENASITINE."

SEND FOR SAMPLES.

SOLE MAKERS

KAY BROTHERS, Limited, Stockport, England

SOLE CANADIAN AGENTS:

THE LEEMING MILES CO., Limited, Montreal

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

You want the best

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand. Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

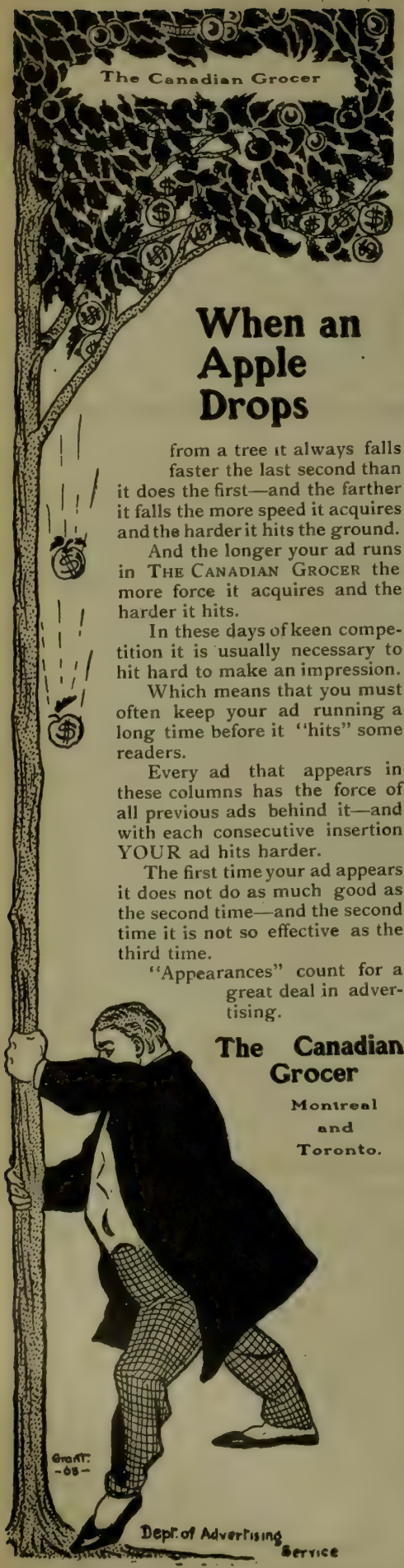
"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brands. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.



When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer
Montreal and Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1865

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada
IMPORT FRUITS
Currants—Patris.
Valencia Raisins—Valencia.
Malaga Raisins and Nuts—Malaga.
It is in your interest to buy from us

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT

POROUS AND CHEAP
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

A CARD THIS SIZE
—COSTS—
$30.00 per year
Weekly Changes if Desired.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

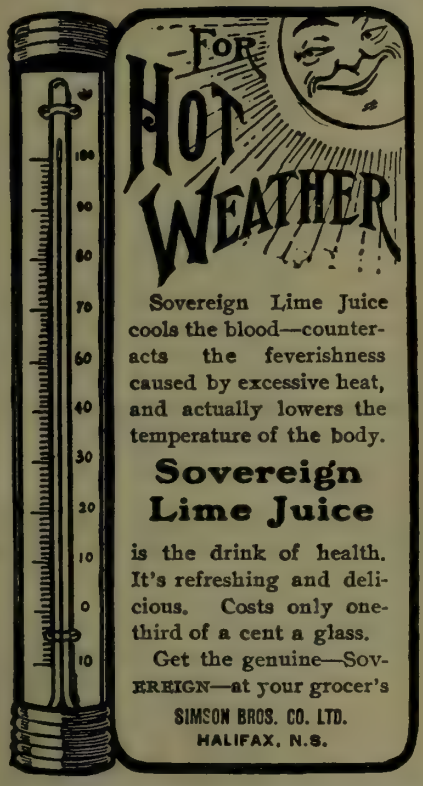
Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

WHAT'S THE MATTER WITH JAMES' DOME LEAD?

Nothing. Its all right. Saves the merchants time and trouble. Always gives the householder satisfaction. Keep up your stock.

W. G. A. LAMBE & CO., Canadian Agents.



Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—SOVEREIGN—at your grocer's

SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

MR. GROCER,—

UNLESS YOU HAVE TRIED OUR

"STERLING" BRAND PICKLES

you don't know what good pickles are. Quality may cost more, but is never extravagant, therefore be wise and supply your customers with "STERLING" pickles, and the result will be an increase in your trade.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

—"everyone to his taste"

but the taste
for

JAPAN TEAS

once required,
can never be satisfied by the
teas of any other country.

Why ?

Because there is a freshness, a flavor, an aroma, and a delicious healthfulness about them, possessed by

no other Teas in the world.

The overworked housewife should call

GOLD DUST

to the rescue. It will shorten her work and lengthen her leisure. Cleans everything cleanable from cellar to attic—dishes and clothes, pots and pans, floors and doors.

Housework is hard work without GOLD DUST—the modern cleanser ; better and more economical than soap.

THE N. K. FAIRBANK CO., - - Montreal.

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

TEA ROSE DRIPS

A DELICIOUS TABLE REQUISITE

—the best product of its kind. Tea Rose Drips is a pure cane sugar syrup of delicious flavor, put up into attractive sealed cans, which prevent any loss in weight or deterioration.

ROSE & LAFLAMME, Agents,
MONTREAL.

"It's the merit of the goods that finally wins business."

And when you have merit and profit combined what more does a retailer ask?

That's why so many grocers sell

Paterson's Worcester Sauce.

ROSE & LAFLAMME,
Agents, Montreal.

A Grocer in a Town of 3,500 Population

carries a tea stock of $425.00. He thinks it too heavy, and it is too heavy. He says his trade is cut up between Japans and Chinas on the one hand, and Indians and Ceylons on the other.

He admits that the trend of his tea trade is in the direction of Ceylons, principally, but he owns that he is doing little himself to help on or check the movement. What concerns him most is the large amount of money always locked up in teas.

There is a better day coming for him, but he could bring it the quicker by throwing the weight of his influence on

Ceylon Teas

which come in both black and green.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

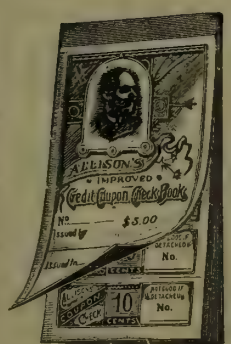
WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO, Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. Colson & Son, Montreal.
D. Masson & Co., Montreal.
Arthur P. Tippet & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,
Baldwins,
PUMPKIN,
CATSUP, **Greenings.**
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

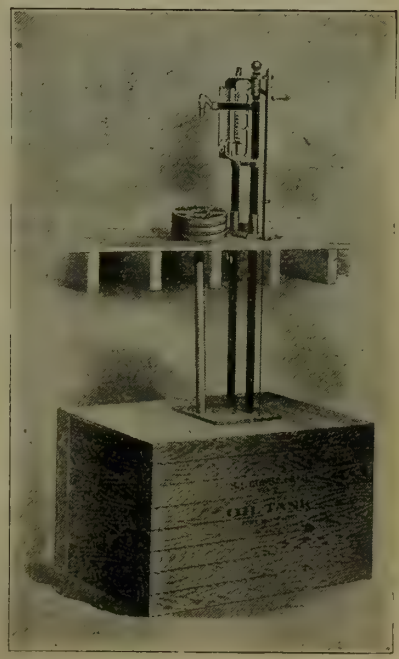
BOWSER
SELF-MEASURING
OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS
ARE
TIGHT TANKS

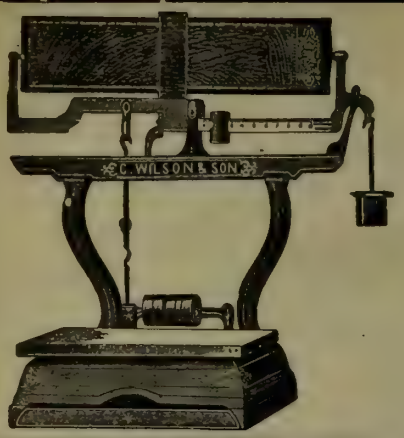
Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this.

ASK FOR CATALOGUE "B."
IT GIVES FULL PARTICULARS.



CELLAR OUTFIT.

S. F. Bowser & Co., Fort Wayne, Ind.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., - MONTREAL,
Sole Makers.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

IVORINE COLD WATER STARCH

Pays 60% Profit.

It is the best starch made.

The quality and the profit make two sufficient reasons why every grocer should sell it.

Cases, 40 Packages, $2.50.

Order from your wholesaler.

St. Lawrence Starch Co.
LIMITED.
Makers - Port Credit, Ont.

Order One Case

if you are not ready to order a quantity. Test our goods. Get a report on them from your best customers. Test them yourself.

Put a can of

The Old Homestead Brand

alongside a can of any other make. See which is the most attractive—therefore the most saleable.

We know the result, but you—you want more evidence of the excellence and saleability of our brands of Canned Fruits and Vegetables than our word. Therefore, we propose a test.

Unless one knows, it is dangerous to propose tests and comparisons. We know because we make the goods, and know, too, what others make. Order a single case from your wholesaler if you are not ready to order more.

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the Montreal District by Messrs. Carter, Galbraith & Co. and Messrs. Lockerby Bros.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

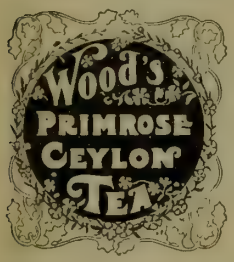
AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.



It may be late for Primroses, but it is never late for "PRIMROSE."

"Everything in season" is a capital motto for the enterprising Grocer.

WOOD'S "PRIMROSE" TEAS show themselves always new and fresh among the multiplicity of brands, by having a large and ever increasing sale.

"PRIMROSE" is always in season with those who know what it is. Increase in knowledge here means increase of income to the Retail Grocer.

THOMAS WOOD & CO., Importers

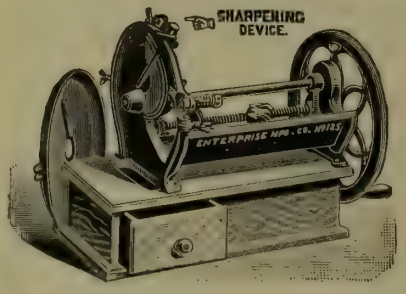
No. 428 St. Paul Street MONTREAL

"ENTERPRISE"

Rotary Smoked Beef Shaver

With Patented

Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power

No. 512, - - - $13.50

We also make

Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free

Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

CREATING NEW FRUITS

By H. Gilbson Gardiner in The Cosmopolitan.

THE creation of a new fruit is announced by scientists in the employ of the Government, the creation it will be noted, not the discovery, and a new fruit, not a new variety.

Under the auspices of the United States Department of Agriculture has been evolved the "tangelo." You may never have heard the name, but if you live long enough it is likely to become more familiar. Your children—if you have any—will, no doubt, be surprised when you tell them you can remember a time when there were no tangelos. And when you add that, in your time oranges did not grow so far north, and that there were no "swingles" in Georgia or "webbers" in Southern Texas, they will think you are growing old and garrulous. People are still living who called tomatoes "love-apples," and did not consider them fit to eat. But, indeed, tomatoes in those days were little and seedy and hardly fit for food. The tomato, as now known, has been created within the last fifty years.

The word "create" is used here in the sense that man has learned new applications of natural laws, by which he is enabled to bring into existence new forms of plant-life, molding and adapting them to his purpose. In that sense, he has learned to create. The American Beauty rose is a creation of man. Nature gave, to start with, the so-called "wild" rose; the rest is the result of science. The carnation is likewise a product of science; and also, to a considerable degree, the strawberry of commerce, and all the apples grown in the Northwest.

A New Science.

Cultivation—i.e., tilling, sowing, reaping, nurture and care—has been known and practised for hundreds of years. It has accomplished much as compared with the conditions of primal nature. But we are now speaking of a new discovery—a discovery not two hundred years old—and of a science which has been practised a much shorter time than that, and which in the brief space of a man's lifetime has accomplished more in the realm of plant productiveness than hundreds of years of world-wide patient toil. We speak of a science whose literature consists of a few thin pamphlets, and whose practitioners may be counted on the fingers of one hand—a science which promises to add inestimable wealth to the world's store, namely, the science of plant-breeding.

The most important thing in the science of plant-breeding, as at present understood, seems to be the hybrid. It is the hybrid which amends that great law of nature that "like produces like" In the case of hybrids the offspring is often very unlike. And it is to this new character of the offspring that the science is indebted for its ability to evolve new and strange types in the vegetable world.

Its Wonderful Possibilities.

But the hybrid is merely an incident. The man thing is the fact, the discovery, that here is a science, virgin to the experimenter, and fascinating in the wonders of its possibilities as seen from the very threshold. In return for the few brief years of its wooing, it has given man assurance that he can, by its practise, put scent into the violet which has lost its perfume, that he can actually paint the lily with new hues, or coax the rose to the ideal of his dreams; that he can make chestnuts grow on bushes, or bid the towering walnut-tree to double its stature; he can amend the laws of climate and invite the vegetation of the tropics to take up a residence farther north; he can add sugar to the beet or the starch ingredient to the potato, or substract them at will; he can lengthen the fibre of the cotton or the hemp, or strengthen or refine it, or cause it to mature before its wonted season; he can take the seeds out of the orange, or put pulp into the tomato, or make wheat to grow in dry ground or grass in a place which is without rain; he can make the wheat-stalk carry more grains of its precious yield, or the corn more ears, or the oats more kernels; he can make many blades of grass, many bushels of rice and tons of fruit to grow where little or none grew before. And all this without any additional expenditure of tillage, fertilization or care.

And besides all this, he can create new foods for the use of man, new sensations to the human palate—types so different as to require new names and a fresh introduction to the world.

The Process Employed.

But how are plants bred? How does the scientist go about it to get the hybrid—as, for instance, an orange which will grow farther north and be resistant to severe frosts?

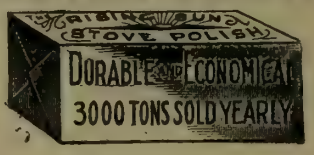
By marriage—plant marriage. For the purpose instanced—the rescue of the effete Florida orange from its enemy frost—reason suggests an alliance with some hardy relative of the north.

And here is just such a one—the wayward, scraggly, tough hedge-orange of Japan. So different is it from the ordinary orange of America that an untrained eye would not recognize it as a relative of the family. Each small, hard, sour ball, little bigger than a hickory nut, is crammed to the rind with seeds. Here is a branch of the family which has roughed it for many centuries, an offcast and forgotten of its pampered relatives, but now a sturdy and independent race, schooled to the winds and snows of Winter.

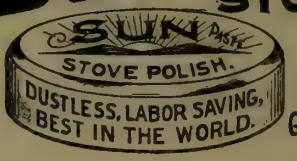
The flower of the sweet orange is separated from all of its kind. The plant-surgeon comes with sharp instruments and plucks away the stamens, even before they have reached maturity. A cage is made of fine gauze which is bound about the stem on which the flower grows. It is thus cut off from the insects and the bees which carry the pollen from other flowers. The pollen of the Japan orange is sprinkled with a camel's hair brush upon the stigma inside the gauze cage.

In ninety-nine cases out of a hundred (it is admitted with patient regret by the plant scientist) fertiliza-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

tion does not take place, and the isolated flower dies.

The Ninety-Ninth Case.

But the one case does happen; the patient watcher is rewarded. Instead of withered remains in the gauze cage, the scientist finds, in his rounds of inspection, one flower that has set fruit. The races have crossed. Here are the beginnings of a miracle. In this fruit there will be seed and in this seed will the earth be blessed.

He has only to wait—there is much waiting in this science, and much need for patience—to wait until Fall for the fruit and seed to mature; then until Spring for a chance to plant these treasured seeds; and then seven years perhaps for these seedlings to come to bearing age; and then—what has he?

Mr. Herbert J. Webber and Mr. Walter T. Swingle, of the Government bureau of plant-breeding, can tell; for this experiment was theirs. In the Spring of 1897, Mr. Webber made the cross between the Japanese trifoliate and the common sweet orange of Florida. Last Winter he had an opportunity to see what the fruit, in the first generation of this hybrid, would be. Briefly, it is a new fruit resembling the orange, but partaking of the hardy attributes of the Japanese parent, and thus able to grow many degrees farther north. It will easily survive any Winter experienced in the Carolinas, Georgia, Louisiana, Mississippi, Texas and Northern California, and it may be found by experiment that it will thrive in States even farther north. The fruit is not, properly speaking, an orange. It is about the size of a small tangerine, is almost seedless, has a fine tender pulp, is juicy and of an aromatic flavor. By its discovery, cultivation of the edible citrus fruits may be extended into seven or eight States which have no such crop at present, adding to the total wealth of the country many millions of dollars.

This new fruit has, up to the present time, had no official name, being designated merely by the number "716" which was on the marking-tag by which the flower was identified when crossed with the foreign pollen and confined to her gauze cage; but in Georgia, where a few have been grown under Government supervision, they are already known as "webbers" after the originator. Mr. Walter Webber modestly purposes to name one of the two seedlings after the first secretary of agriculture, and another after his associate, Mr. Swingle; but it is likely that the public and other scientists will insist upon the customary practise according to which a thing discovered is known by the name of the discoverer.

Character of a Hybrid.

But it would be a mistake to suppose that these new fruits are valued chiefly for what they offer in their present form. They are hybrids. Hybrids do not, as has been said, as a rule, beget like. On the contrary, their progeny are apt to be very unlike. The plant-breeder has an expression for what happens; he says the type "breaks up." There is great confusion for the time, some of the progeny trying, apparently, to resemble one parent strain, and others the other, while still others manifest new characteristics unknown to either parent. A striking instance of this was observed in the crossing of two strains of beardless wheat, resulting in varieties with well-developed beards. It is natural, therefore, to turn with high expectations to the results which may fairly be anticipated from the seedlings to be grown from this new fruit, and it is something of a trial to patience to realize that the happy surprises must be delayed three or four years until the seedlings come to bearing age. But, after all, a matter of a few years is of small moment when weighed against the fact that the results are almost certain to furnish the permanent solution of the problem of a hardy orange; and it is not impossible that among the offspring will be something so superior to any orange now known as to revolutionize the entire citrus industry.

The Tangelo.

But there is another fruit of which the scientists are as proud as they are of the promising hybrid of which we have been speaking, namely, the "tangelo." This, too, is a hybrid, resulting from a cross between the tangerine orange and the pomelo, or, as it is commonly called, the grape-fruit. The cross was made in 1897, but it was not until this year that the seedlings came to bearing age, and it was discovered that the combination had resulted in a new and delicious fruit, combining the most desirable characteristics of both parents, inheriting size, juiciness and refreshing flavor from the pomelo, while from the tangerine it acquires a thin rind which is easily removed, a tender pulp and an almost seedless interior. When extensively propagated, as it will be in a few years, the tangelo will undoubtedly be one of the most popular citrus fruits in the market. Fortunately, in the growing of citrus fruits it is not necessary to reproduce any seed; but any desirable variety like the "webber" or the tangelo may be propagated and perpetuated indefinitely by grafting and budding, as is done with apples.

THE VALUE OF A GOOD NAME

For years **KIJI** has been the recognized Japan Tea in Ontario. The new season's shipment, now on the way, is better in cup and style than the past two seasons.
KIJI makes the finest stimulant in the world.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

New Arrivals

ANT SUGAR
The best thing for keeping ants away from food.

STRETTONS' SAUCE
Reputed ½ pints.

JAMES ROBERTSON & SONS SCOTCH MARMALADE
1-lb. Jars.
7-lb. Tins
THE GENUINE.

SAMUEL HANNAH & CO.'S IMPORTED PICKLES

16-oz Octagon Mixed,	cases, each	4 lbs.
16 oz. " Chow Chow,	"	4 lbs.
40-oz. Mixed,	"	2 doz.
40-oz. Chow Chow,	"	2 doz.

Write to us for quotation on the above

James Turner & Co., - Hamilton
BRANCH CANADA GROCERS LIMITED

THANKS

——for your liberal patronage during the travelers' holiday season. They will be back with you next week loaded for bear

SEASON IS ON FOR . . . **SUGARS** **SPICES** **VINEGARS**

and a wise grocer will buy a few **TEAS** while they are cheap.

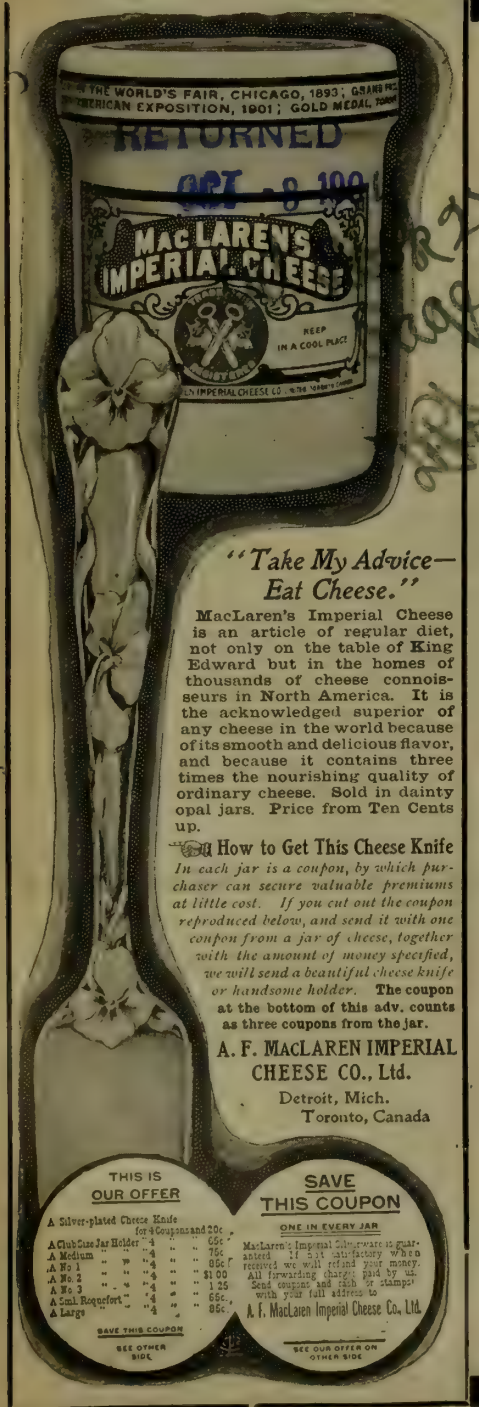
BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

EXHIBITION

We cordially invite our customers, when visiting the city during Exhibition, to call at our offices and sample rooms.

Our travellers will be here to welcome you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**


THE WORLD'S FAIR, CHICAGO, 1893; GRAND PRIZE
AMERICAN EXPOSITION, 1901; GOLD MEDAL, PARIS
RETURNED
OCT - 8 1904
MacLAREN'S IMPERIAL CHEESE
KEEP IN A COOL PLACE
"Take My Advice—Eat Cheese."
MacLaren's Imperial Cheese is an article of regular diet, not only on the table of King Edward but in the homes of thousands of cheese connoisseurs in North America. It is the acknowledged superior of any cheese in the world because of its smooth and delicious flavor, and because it contains three times the nourishing quality of ordinary cheese. Sold in dainty opal jars. Price from Ten Cents up.
How to Get This Cheese Knife
In each jar is a coupon, by which purchaser can secure valuable premiums at little cost. If you cut out the coupon reproduced below, and send it with one coupon from a jar of cheese, together with the amount of money specified, we will send a beautiful cheese knife or handsome holder. The coupon at the bottom of this adv. counts as three coupons from the jar.
A. F. MacLAREN IMPERIAL CHEESE CO., Ltd.
Detroit, Mich.
Toronto, Canada
THIS IS OUR OFFER
A Silver-plated Cheese Knife for 4 Coupons and 20c
A Club Size Jar Holder " " 4 " " 65c
A Medium " " 4 " " 75c
A No 1 " " 4 " " 85c
A No 2 " " 4 " " $1.00
A No 3 " " 4 " " 1.25
A Sml Roquefort " 4 " " 65c
A Large " 4 " " 85c
SAVE THIS COUPON
SAVE THIS COUPON
ONE IN EVERY JAR
MacLaren's Imperial Silverware is guaranteed. If not satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupons and 25th '04 stamps with your full address to
A. F. MacLaren Imperial Cheese Co., Ltd.
SAVE THIS COUPON
SEE OTHER SIDE
SEE OUR OFFER ON OTHER SIDE

Mr. Grocer

You can sell 12 jars of MacLaren's Imperial Cheese while you would be trying to sell one of any other kind.

One reason is because the public know it to be of the highest quality and "always the same."

Another reason is because we help you to sell it by liberal and attractive advertising.

We reproduce here one of our advertisements, intended to assist your sales of MacLaren's Imperial Cheese.

Advertising costs money and if we hadn't a good thing we wouldn't "push it along."

It's a good thing for you too.

"Push it along."

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
51 COLBORNE ST., TORONTO, ONT.

Business Changes

ONTARIO.

J. C. PEARSON, grocer, Toronto, has assigned to Richard Tew; meeting of creditors on the 31st inst.

The plant, stock, etc., of Fox Bros. Co., pork packers, Brantford, has been burned.

United Cigar Stores, Toronto, have obtained a charter.

The general store of W. S. Carruthers, Barwick, has been burned.

L. Cyr, grocer, Ottawa, east, is removing to Villa Marie, Que.

T. G. Goodman, miller, Columbus, is advertising his chopping mill for sale.

C. McGregor, general merchant, Mount Brydges, has assigned to A. Robinson.

The goods of Parker & Co., general merchants, Waverley, have been sold by bailiff.

A. Juneau, produce merchant, Ottawa, has assigned; meeting of creditors on the 2nd prox.

McClarty Bros., dealers in groceries and crockery, Owen Sound, have sustained loss by fire.

The assets of J. E. Langlois, general merchant, The Brook, are to be sold on September 8.

A meeting of the creditors of B. G. Burk, general merchant, Buxton, was advertised for August 30.

T. Ruggle Co., Floradale, have purchased the general store formerly run by D. R. Pollock, Linwood.

D. T. Foster of Chatsworth has purchased the grocery business of G. E. Manning, Shelbourne, Ont.

QUEBEC.

H. Boland, general merchant, Quyon, has sold out.

B. Rafferty, dealer in groceries and liquors, Montreal, is dead.

A. Dallaire, general merchant, Tremblay, is offering to compromise.

The assets of J. W. Donohue, general merchant, Roberval, have been sold.

Vipond, Peterson & Co., fruit dealers, Montreal, have dissolved partnership.

The assets of H. Poitevin, grocer, St. German De Grantham, are to be sold.

WHEN visiting the city we invite you to make our offices your down town headquarters. Our staff, telephones and services are at your disposal.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto

A. Friendlich, general merchant, St. George East, is offering to compromise.

L. E. Desilets, general merchant, Shawinigan Falls, is offering 30c on the dollar.

The assets of L. H. Chouinard, general merchant, Matane, are to be sold on the 2nd prox.

P. M. Peterson has registered under the style of the Peterson Fruit Co., Montreal.

The assets of Arthur Morin, wholesale and retail liquor dealer, Valleyfield, have been sold.

The Rigaud Flour & Saw Mill, Rigaud, has been burned; loss partially covered by insurance.

H. Lemaire and L. E. Taschereau are joint curators for S. H. Frigon & Co., general merchants, Three Rivers.

S. E. Adam, general merchant and lumberman, Disraeli, has assigned to V. E. Paradis, provisional guardian.

Mrs. C. E. Begin and E. E. Bisson have registered under the style of the American Pure Food Co., Montreal.

E. Little has registered as chief agent for the Walter M. Lowney Co., manufacturers of confectionery, Montreal.

The curators of Telesphore Valiquette, crockery dealers, Montreal (St. Henry), are N. St. Armour and E. A. Bertrand.

The assets of L. E. Gingras, dealer in groceries and dry goods, Montreal (St. Henry) were advertised to be sold on Sept. 1.

S. Fortin, general merchant, Hebertville, has assigned to V. E. Paradis; meeting to appoint curator called for the 1st prox.

A meeting of the creditors of J. McGarrahan, tobacconist, Montreal, was advertised for 25th ult.; assets to be sold Sept. 7.

A. Morin, wholesale and retail liquor dealer, Valleyfield, has assigned to Alex. Desmarteau; meeting of creditors on August 26.

Normandin & Prance, manufacturers of brushes, Montreal, have dissolved partnership and registered under style of Normandin, Prance & Co.

E. Desy, dealer in groceries and liquors, Montreal, has assigned to Alex. Desmarteau; meeting of creditors 26th ult.; assets to be sold Sept. 7.

NOVA SCOTIA.

James Moffatt, general merchant, Amherst, has failed.

Urquhart & Codman, general merchants, Londonderry, have assigned.

MANITOBA AND N.W.T.

V. M. Ivey, confectioner, Sintaluta, is giving up business.

G. Betts, general merchant, Yorkton, has sold out to J. E. Carpenter.

The Padrone Cigar Co., Portage la Prairie, have dissolved partnership.

P. D. Hives, general merchant, Halbrite, has been succeeded by A. E. Sibbald.

Stewart & Aspinall, general merchants, Mayton, have been succeeded by A. Aspinall.

Chevigny & Rinquette, general merchants, Morinville, have dissolved partnership.

There has been a meeting of the creditors of W. R. S. Harrison, confectioner, Winnipeg.

E. S. Miller & Shopp, general merchants, Gretna, have been succeeded by Miller & Son.

The estate of R. Ramsay, general merchant, Bear's Hill, has been sold to N. W. Gould.

Faulhafer & Simons, general merchants, Fort Saskatchewan, have dissolved partnership.

J. J. Heaslip, baker and grain dealer, Alameda, has sold his elevators to Kittle & Co.

The MacLean-Manson Grain Co., Winnipeg, have been succeeded by John MacLean & Co.

Hartry Bros., general merchants, Lyleton, have been burned out; loss partially covered by insurance.

The Calgary Wine & Spirit Co., (S. Laurendeau, proprietor), dealers in wholesale liquors, have sold out.

Fraser & Green, general merchants, Fort Saskatchewan, have dissolved partnership; A. W. Fraser retires.

Laing, Smith & Co., general merchants, Lyleton, have been burned out; loss partially covered by insurance.

BRITISH COLUMBIA.

Wm. Duthie, flour and feed dealer, Vancouver, is selling out.

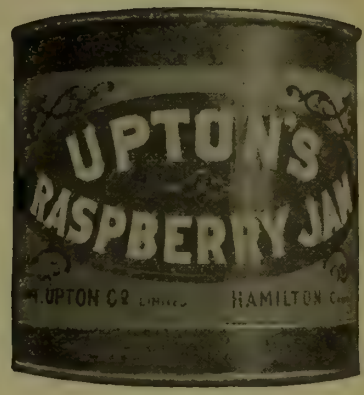
The Nanaimo Fisheries, Limited, Vancouver, have been incorporated.

The Standard Oil Co. of B. C., Vancouver, have been incorporated.

Wm. Rosie, dealer in feed, etc., Victoria, has gone out of business.

Jun Kee Co., general merchants, Vancouver, have dissolved partnership.

C. T. Diamond, general merchant, Camborne, is offering 50c on the dollar.



Quality Counts

THAT IS WHY

Upton's Jams

HAVE FIRST CALL.

Fresh and Cured Fish

The Fisheries of Canada.

THEIR fisheries are a notable source of wealth in all the Provinces of the Dominion of Canada, Nova Scotia standing first on the list, with about one-third of the total of the whole country, while British Columbia is an excellent second. Salmon fishing comprises the greatest single contribution to the Canadian fisheries, being about one-fifth of the total. In order after salmon the aggregate runs as follows: Cod, 4,028,000; lobsters, 3,133,000; herring, 7,723,000; mackerel, 839,000; white fish, 810,000; trout, 637,000; haddock, 599,000; halibut, 575,000. Smelts, pickerel, sardines, hake, pollock, clams, pike, alewives, sturgeon, oysters and eels, are under the half million dollar mark, though their value is not to be forgotten in the aggregate. Oysters contribute to the amount $155,108.

The exports of fisheries for 1903 were set down as $11,826,646, being about one-half of the total foreign trade of Canada and no doubt this could be very much exceeded, provided better shipping facilities were supplied, and the knowledge of curing perfected. In the matter of transportation accommodation, an instance might be made of the halibut fisheries, which in the west are controlled largely by American concerns. During the season, halibut is transported in immense quantities from the west coast, to the American Atlantic coast, in bond, part of which is sold again to Canadian buyers at excellent profit.

The matter of curing has been thoroughly emphasised by the recent introduction of a Scottish method of catching and curing herrings. Caught and cured after the Scotch method, herring sell for from fifty to a hundred per cent. better than those taken in Canadian waters and cured in the ordinary way. At certain periods, Canadian fish in the raw state are acknowledged to be superior in quality to the Scotch herring. Hence, it is only natural to conclude that the fault lies in the curing.

Dogfish are Palatable.

A lobster packer at Sydney, N.S., makes the interesting announcement that he has at last succeeded in canning a brand of fish which is excellent for eating purposes, and that next year he will go into the canning of dogfish on a large scale. With the Government reducing factories in operation, the business of capturing these pests should prove a very profitable one for fishermen. The flesh trimmed by the above packer, is of a beautiful white and is entirely free from rank flavor.

Herrings in the Kiel Canal.

Quite an important herring fishery has become established in the canal which runs from the Baltic to the Elbe—the canal by which King Edward recently made his journey to Germany, says the English Fish Trades Gazette. The herrings begin to enter at Holtenau, the Baltic mouth, at the end of March or the early part of April, and they pass far down it towards the other end, seeking certain parts in particular for spawning—the presence of a rich algae on the bottom being supposed to be one of the attractions to the fish. Last Spring they came in very great numbers, and at the end of April they were found as far as 60 kilometers from the mouth. So abundant were they at some places that they were scooped out of the water with baskets, and even with hats—rather an uncommon way of pursuing the herring fishing! In the little Schiernauer Lake nearly 1,000,000 herrings were taken, and in the Andorser Lake about 800,000 more, as well as large numbers at other parts. These were full herrings and were most of them smoked.

Uncle Sam Concerned.

It is claimed by the American Fisheries Department that they have now no intention of entering into a formal agreement through Great Britain with British Columbia respecting the establishment of fish hatcheries in the waters common to the State of Washington and to British Columbia.

But about four months ago they did address themselves to the British Government on this subject with the purpose of securing uniformity of regulations and the adoption of similar methods of breeding and fish protection on either side of the contiguous waters of Washington Territory and British Columbia. It is expected that without any formal international agreement, by common treatment of fish hatcheries' problems, satisfactory protection can be had for the salmon and the fisheries in that section to restore their former state of prosperity.

Columbia Pack Shy.

Reports from the Pacific coast are to the effect that the 1904 pack on the Columbia river will be 100,000 cases short of last year's, which was estimated at 329,000 cases. The Behring Sea pack will be 100,000 short while the Skaena River pack will fall short about 35 per cent., being to date 115,000 cases. The pack at Rivers Inlet will net 95,000 cases for the season, which is the best record since 1896.

The Alaska Packers' Association has announced prices on Puget Sound sockeyes and the Alaska with the exception of reds. The market opens with higher prices than ever before in its history.

Estimates of the total pack at the coast are 2,900,000 cases. This is a shortage of nearly 600,000 cases from last year's pack, which was 3,451,047 cases. In 1902 it was 4,259,185, and in 1901 it aggregated 5,040,961 cases.

Notes.

It is expected that the new Government cruiser Vigilant will be launched about September 5. As soon as she is ready the Vigilant will be put into commission in the fisheries protection service on Lakes Erie and Huron.

A recent advice from England states that if only the science of freezing salmon could be brought to perfection and supplies landed in England regularly and in fine condition, Canada would have no cause to complain of this trade. Prices that are not possible for canned fish would be fetched on large consignments, and canning would be superseded.

Statistics show the value of the five principal fish caught in Canada since 1869, viz., cod, salmon, lobsters, herring and mackerel, reaches the stupendous aggregate of nearly $378,000,000. A contemplation of this sum should imbue the average citizen with a true appreciation of Canada's great fishery wealth.

"Consider the Japanese and be Wise," says the *Boston Globe;* "with only **Dried Fish** and Cereals in the Commissary they are holding up on Land and Sea a Great Flesh-eating Nation."

There ought to be a lesson in this for every storekeeper—especially for every grocer, for the health of the customer is of importance to the dealer. It is well known now that people eat too much meat and that they should eat more fish, so it should be the business of the grocer to interest his customers in such articles as **HALIFAX, ACADIA** and **BLUENOSE BRANDS** of prepared codfish—fish that are good for the health and just salt enough to make one of the tastiest dishes for the fussiest people. Get your customers interested in these fish. It will improve their health, and the better their health the more groceries will you sell. We have just issued a booklet called "Down by the Sounding Sea," which contains some interesting pictures of the fishing fleet and the home of the fish which are made into the above-named brands; also receipes telling how to prepare the fish. You can help to interest your customers by distributing copies of this book.

BLACK BROS. & CO., Limited

HALIFAX, N.S.
LAHAVE, N.S.

A. H. BRITTAIN & CO., Rep. in P.Q. and ONT.
BOARD OF TRADE BLDG., MONTREAL.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Something Wrong with Canadian Cheese.

A SERIOUS charge has been laid at the doors of Canadian cheese makers by Thomas Clement, of Andrew Clement & Sons, London, Manchester and Glasgow. In the course of an interview with THE GROCER Mr. Clement said that Canadian cheese is faulty, and that the average has been going back during the past four years. Fortunately Canadians have been favored with cool Summers for the past few seasons, else there would have been terrible exposures of negligent work on the part of Canadian cheese makers. The quality and finish of Canadian cheese, in his opinion, has also deteriorated during the past three or four years. Owing to poor salaries having been paid by the cheese makers in Canada, the result has been the production of poor cheese.

In the course of his conversation Mr. Clement declared himself strongly in favor of the registration and licensing of cheese factories and cheese makers under proper regulations. He added that New Zealand was seriously considering the adoption of that method. He added that New Zealand had also succeeded in increasing the consumption of the New Zealand product in the British market by adopting a grading system in her butter exports.

Mr. Clement's exact words regarding the export dairy business, should be printed all over Canada. He said :—"That the consumption of Canadian cheese in England is near its maximum now, and if Canadians want to increase it they will have to send over a product that the English house-wife will find more palatable than a lot of the Canadian cheese that is now being sold across the retail counters in Great Britain."

Butter Might be Improved.

A review of the English produce market for the past year says: "It is satisfactory to record the fact that last season the quality of the Canadian butter showed a considerable improvement over that of any previous year, although in the matter of saltless there were many complaints regarding mouldy condition on arrival. This mouldy butter is mostly from western Ontario, and no doubt the land transit to Montreal is largely responsible for this unsatisfactory feature.

"There is no reason why Canada should not be able to make as good butter as Denmark or other continental countries, but to do this she will have to revolutionize her methods. Canadian butter in the last few years has acquired a reputation in Great Britain not to the advantage of Canada. If the Canadian Government would permit preservatives in safe and moderate amounts the quality of the butter when it reached England would show considerable improvement over its present character.

Cheese Cuts.

Of the present dilemma of the cheese and butter market in Quebec the Huntingdon (Que)Gleaner says: There are more complaints than usual among factorymen of cuts in shipments of butter and cheese, both as to weights and quality. One factory that sent 112 boxes of cheese was docked 124 lbs., while there have been cuts of a cent and more per pound in butter. The dairy board is investigating the latter cases. As to cuts in weight our local manufacturers are helpless, for if they appeal, it is only from Caesar to Caesar, for the Montreal buyers have it so arranged that reweighing is by their own men and on their own scales. The belief, however, unwarranted it may be, is strong, that certain city buyers make an extra profit by means of cuts. An offical inspector grades wheat. Why should there not be an official inspector for butter and cheese, who would not only grade but weigh it?

Trade Conditions in Trinidad.

According to latest advices received by THE GROCER from Gordon, Grant & Co., Fort-of-Spain, Trinidad, there is now more inquiry for pork and lard, although thus far prices have not perceptibly improved. Pork shoulders, loins, ribs, etc., of sound quality, are all readily salable. Canadian split peas, both in bags and barrels, are in excessive supply and values are again lower. American corn is wanted, and both oats and oilmeal are selling readily. The prospects for the next sugar crop are satisfactory, the weather having been favorable. The growing cocoa looks well in most districts and promises a fair crop with actual prices generally tending towards higher figures. Exports for the fortnight to August 11, total 11,846 bags, while shipments for the season to the same date amount to 207,304 bags, as compared with 189,393 bags for the corresponding period last year.

Women in Slaughter Houses.

FEW people know to what extent woman is invading the great packing houses of America. The number in the Chicago stock yards has almost doubled in the past year. At the present time two thousand women are employed there. It is true that a little less than half that number are engaged in the revolting work described, the majority being employed in painting and labeling cans, wrapping and packing soap and butterine. To such work the butchers make no objection. But the number engaged in the less pleasing occupation is gradually being increased. Last summer the sausage makers at the stock yards went on strike. The strike was not sanctioned by the national officers of the organization, and when the men refused to return to work the packers proceeded to fill their places with women. The union could not object. The men had struck without authority. The women are at work to-day, filling, linking and trimming sausage. The men are seeking work. What wages the women are being paid is known only to themselves and their employers. They are Lithuanian peasant women. Few can speak the English language. To organize them would be practically impossible, even were it advisable, which the union officials do not believe. But at frequent intervals a few men are laid off and a few more women hired. Can the union stop the innovation?—World's Work.

Provision Notes.

The pork-packing plant of Fox Bros. Co., near Brantford, was totally destroyed by fire last week.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,
LIMITED
PORK AND BEEF PACKERS,
TORONTO. ONT.

Public confidence in the wholesome preparation and splendid eating qualities of

MATTHEWS' PORK SAUSAGES

is what sells the goods. The fall season is here, write us for special prices on weekly orders.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

Large Profits

on cheap goods don't pay in the long run

Your profits on Gillett's Goods are good all the time because the goods are PURE, well advertised and steady sellers.

Try MAGIC BAKING POWDER as a sample test.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The market in smoked meats is very strong, the demand in all lines being of a first-class order. Lards have advanced three-quarters of a cent owing to the large demand and small stocks on hand. Shoulder hams are up a half cent. In fresh meats there is no change to record. Prices are firm and the market is a trifle more brisk. We quote:

Long clear bacon, per lb	$0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09	0 09½
Small hams per lb	....	0 13
Medium hams, per lb	....	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13	0 14
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	8 00	9 00
" front quarters	4 50	5 50
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	....	9 00
Veal	6 00	8 50
Hogs, light	8 00	8 25

Butter—Quite large supplies of butter are coming to hand, but the quality is poor. This there is a great deal of poor but very little really first-class butter to be had. Dairy prints have strengthened a little but outside of this little has happened. The export demand is weak as far as good prices are concerned. We quote this week:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 17½	0 18½
Dairy prints	0 14	0 16
" in tubs	0 12	0 14

Cheese—Prices have advanced a quarter cent in sympathy with higher board prices. These maintain marvellous strength, having reached their highest point this season, 8 13-16, and at these prices more than half of the offerings were unsold. The export demand is sure to fall off in the face of such a level. Board transactions for the week ending August 30 were as follows:

Board.	Boxes.		Price.
Ingersoll	480	(no sales)	0 08½
Campbellford	1,350	(1,170 sold)	0 08 5-16
Woodstock	1,435	(100 sold)	0 08½
Picton	985	(885 sold)	0 08½
Stirling	1,035	(935 sold)	0 08 7-16
Brockville	2,315	(no sales)	0 08½
Kingston	1,150	(60 sold)	0 08⅝
Madoc	845	(720 sold	0 08 7-16
Tweed	600		0 08 7-16
Vankleek Hill	1,723	0 08½	0 08⅝
Winchester	1,300	(no sales)	0 08⅝
Perth	2,440		0 08⅝
Napanee	1,764	(no sales)	0 08½ 0 08 9-16
Brantford	1,480	0 08 7-16	0 08⅝
Ottawa	2,042	0 08⅝	*0 08½
Kemptville	1,769	(no sales)	0 08 9-16
Belleville	3,200	(2,900 sold)	0 08⅝
London	720	(130 sold)	0 08⅝
Alexandria	1,616	0 08½	*0 08⅝
South Finch	1,100	0 08⅝	*0 08⅝
Cornwall	1,738	0 08½	*0 08⅝
Lindsay	3,294	0 08⅝	0 08 13-16

*Colored Cheeses.

We quote this week:

	Per lb.	
Cheese, large	0 09	0 09½
" twins	0 09½	0 09½

Montreal.

Provisions—The market continues very firm wit hgood demand for all lines. Live hogs command from $5.75 to $5.85. Hams and bacon are in good demand; the Old Country is calling for Canadian bacon and exports are looking up. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06⅞
" " ½-tierces, per lb	....	0 07⅛
" " 60-lb. fancy tubs	....	0 07⅛
Cases, 20 3-lb. tins, per lb	....	0 07⅛
" 12 5-lb. tins "	....	0 07⅛
" 6 10-lb. tins "	....	0 07⅛
20-lb. wood pails, each	....	1 48
20-lb. tin pails, each	....	1 38

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅝
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08⅜	0 09⅛
" cases (24 3-lb. tins)	0 08½	0 09¼

Cheese—Has been a puzzler all around this year. So far there is a shortage of over 400,000 boxes as compared with the same period last year with prices about 1 3-4 to 2c per lb. less and a very dull market on the moment. Various reasons are given, the principal and most acceptable one being the backwardness of Old Country firms in making bids. Their experience last year with the heavy losses sustained, inclines them to hold off from a similar experience, and they are buying only from hand to mouth. Moreover supplies here are plentiful and though the cry of shortage is raised it does not seem to stimulate trade. Though there has been some recovery here the market is unsettled. Prices at country boards rule firm; the make at present is excellent, pasturage being of the finest, and the quality of the cheese equal to the general run of September make. We quote:

Finest Western	0 08⅜	0 08⅝
" Eastern	0 08⅜	0 08½

Butter—The condition of the butter market is quiet with a tendency to easier prices except for finest to fancy grades of creamery. Stocks are large and the make plentiful. For dairy little demand exists except from confectonery and biscuit makers' quarters. We quote:

Eastern Townships choice creamery	0 19	0 19½
Western " "	0 18	0 19
Ontario dairy	0 14	0 15

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

None Left To Bother You After Using Wilson's Fly Pads

Sold Everywhere. 10 cents

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

Our Argument for your Business

—a better article.
—at a lower price.
—more attractively put up.

Good reasons why you should buy

Napoli Macaroni

Order from your wholesaler.

Samples Free.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

4 LINES OF COFFEE

3 grades in bulk.
1 grade in package.

Each unequalled in its class.

TORONTO CLUB COFFEE

is our package line—a perfect blend of genuine high grade Java and Mocha.

SAMPLES ON REQUEST

TORONTO CLUB COFFEE CO.
85 Jarvis St., TORONTO.

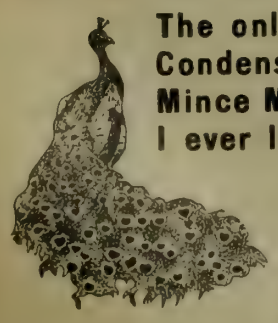
COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.



The only Condensed Mince Meat I ever liked

PEACOCK BRAND

was meant. So said a cautious retail grocer to us.

The Bates, Peacock Co.
HAMILTON, ONT.

St. John, N.B.

Provisions—In barreled pork and beef there has been little change to note and inquiries continue light. Pure lard after the very dull season is higher and firm, refined lard on the other hand has dropped in price. Hams and rolls are scarce and full prices are being asked. In fresh beef domestic is freely offered and prices rule low. Ontario beef is rather easier. Lamb has a large sale at fair prices. Mutton is dull. Veal continues scarce with enquiry light. Some pork is offering at fair prices.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 10
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb, "	0 07	0 09
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08½	0 09
" " pails	0 08½	0 08

Butter—The market is well supplied only best quality is in good demand. Prices are low.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—Supplies were light during the week and rather higher prices ruled.

Eggs, hennery	0 18	0 20
" case stock	0 16	0 17

Cheese—Is higher and the market is very firm. The output here will not be large.

Cheese, per lb	0 09½	0 10

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 65

Cured Meats—The market is now firm. Our quotations are as follows:

Hams, per lb	0 13
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Butter—The market is fairly active and there is a good demand for choice creamery but practically no dairy is moving. Our quotations are as follows:

Creamery, fresh churned, per lb	0 22	
" per lb	0 20	
Dairy, per lb	0 18	
" in tubs, per lb	0 15	0 16

Monopoly of Maple Sugar for Canada.

Maple syrup and maple sugar are getting scarcer every year in the United States, says an American contemporary. The Green Mountains of Vermont, which furnish the best grades of maple products over there are unable to supply half the demand at the present time and conditions are steadily becoming worse. Canada is coming in each year to furnish a larger proportion of the amount consumed. Canadian syrup is stronger than the Vermont product and goes farther; the reason being the added rigor of the climate, which seems to concentrate the sweetness of the sap. It will be a long time before Canada's sugar trees run out.

TEA AREA OF INDIA.

In their latest report on the tea situation in India, Gow, Wilson and Stanton of London, Eng., state that very little increase has taken place in the area under cultivation during the past five years, while the actual acreage in 1903 was less than in 1902. Almost the total acreage of India is now under mature plants, which means that the present area appears to have reached almost if not quite its full yielding capacity.

THE INCREASE IN CANADIAN TRADE

Complete trade returns for the fiscal year ending June 30, 1904, just completed show that Canadian trade last year was $472,733,000, against 467,064,000 the previous year and $239,025,000 in 1899.

AGENTS APPOINTED.

S. H. Ewing & Sons, Montreal, have made the following appointments:

Wm. Phillip, Toronto, and J. H. Herring, Hamilton. Messrs. Phillip and Herring are both thoroughly and well known to the trade of Toronto and Hamilton and their appointment as agents S. H. Ewing & Sons covers the representation of the following firms:

Teas—Jardine, Matheson & Co., New York, Yokohama, Kobe, Shanghai, Foochow and Amoy; McLeod & Co., Calcutta; Henderson & Co., Colombo; Tarrant & Co., Colombo; F. W. Jamieson & Co., London; R. S. Freeman, Shanghai; Alex Campbell & Co., Shanghai.

Raisins and Spanish Fruits—F. W. Rolley & Co., Denia, Spain.

Currants—Arsenis & Co., Patras.

Figs, Sultanas, etc.—Th. Tarrazi & Cie., Smyrna.

California Fruits—The Co-operative Packers' Association, Fresno; Seropian Bros., San Francisco.

Besides the above firms represented by S. H. Ewing & Sons their western agents will also have sale of coffees, spices, flavoring extracts and other grocers' sundries manufactured and prepared by S. H. Ewing & Sons.

Two birds with one stone—

wouldn't be half as good luck as is offered you, to take advantage of the cheap rates to

CANADA'S NATIONAL EXPOSITION

and attending our

—FIRE SALE—

at the warerooms of **SUCKLING & CO.**—Welli gton St. West,

commencing WEDNESDAY—Sept. 7th—

THE GREATEST BUYING OPPORTUNITY EVER OFFERED THE GROCERY TRADE.

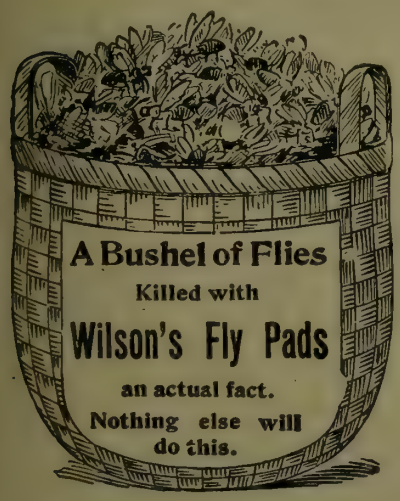
——DO NOT MISS IT.——

THE **EBY, BLAIN CO.,** Wholesale Grocers LIMITED, **TORONTO.**

REMARKABLE RESULTS.

SOME retailers seem to think that "any old thing" in the way of fly poison is good enough for their customers, but the man who is careful of his reputation sells the best.

The manufacturer of Wilson's Fly Pads claims that no other article, be it sticky paper, poison paper, fly trap, or what not, brings results that can surpass the death dealing properties of Wilson's Pads.



The following unsolicited testimonial from one of the most highly respected retail druggists in Canada illustrates an astonishing incident in this connection: "St. Mary's, Ont., Aug. 3rd, 1892. Mr. Archdale Wilson, Hamilton. Dear Sir,—The following may be of use to you: A customer of mine who keeps a butcher shop in this town bought a 10c. package of your Fly Pads from me, and in ten days killed over a bushel measure of flies. Yours truly, T. G. Sanderson." When one realizes that a bushel of flies cannot be stuck on 300 sheets of sticky fly paper that retail for $15 they begin to appreciate the immense difference in value.

A. D. B. T.

The **CONTENTED GROCER**

IS THE ONE USING A

"NATIONAL COFFEE MILL

It has so many points of superiority over other mills that we should like to tell you about them.

Drop Us a Line or—See Our Travellers.

THE **EBY, BLAIN Co.** LIMITED

IMPORTERS AND WHOLESALE GROCERS, **TORONTO.**

RETURNED
OCT 12 1904
Ont Regs 25
Page 21
and

PERSONAL MENTION.

Mr. J. Lloyd, manager W. H. Scroggie's grocery department, Montreal, is enjoying a holiday at Lake Charlebois, P. Q.

Mr. Hugo Rohde, Calgary, N. W. T., who represents Hudon, Hebert & Cie., Montreal, in the Northwest, is paying a short visit to his house this week.

Mr. Geo. Lightbound, Toronto, was a visitor to the Montreal trade this week. Mr. Lightbound is working his way west from New York and eastern points.

Mr. C. H. Cochrane, of S. H. Cochrane & Co., Ottawa, was a visitor to Montreal trade last week. Business is reported good, and a brisk trade is looked forward to this Fall.

Mr. J. J. Speirs, western Ontario representative of Chase & Sanborn, was a visitor to Montreal during the past week. Business is reported by him as satisfactory.

Mr. W. H. Halford, of S. H. Ewing & Son, Montreal, in company with Mr. F. W. Loudon, New York, representing Jardine, Matheson & Co., is making a tour of western Ontario centres this week.

Mr. Chas. Chaput, of L. Chaput, Fils & Cie., wholesale grocers, Montreal, has returned from a six weeks' outing at Old Orchard Beach much improved in health, and after spending a very restful vacation.

Mr. Wm. Forbes, of Snowdon, Forbes & Co., Montreal, has returned from a two weeks' holiday at Bay View, Me. He looks brown and healthy. Evidently he enjoyed the sea breezes and salt water bathing.

Mr. Wm. C. Mooney, Jr., of the Mooney Biscuit and Candy Co. branch at Winnipeg, has returned from the factory and head offices at Stratford, where he has been securing new lines for the Christmas trade.

Mr. A. J. Hughes, of the Ozo Co., Montreal, left on Monday last for the Maritime Provinces and Newfoundland. Mr. Hughes has covered the eastern ground for Ozo Co. for several years, and secured a good share of the trade in his firm's line of manufacture.

Major Zeph. Hebert, of Hudon, Hebert & Cie., Montreal, has returned to business after enjoying a five weeks' outing with his family at Old Orchard Beach. A more enthusiastic admirer of the well-known seaside resort than Major Hebert will be hard to find. It is in his ideas an ideal Summer resort.

Mr. G. D. Atkinson, Valleyfield, P. Q., who is connected with the firm of McDonald & Robb, Valleyfield, millers and shippers of flour and feed, was a visitor to Montreal during the past week. Mr. Atkinson was met by The Grocer in company with Mr. D. McKenzie, of the Paisley (Ont.) Advocate.

Mr. Walter M. Lowney's representatives on the road report good opening business for Fall trade. The gentlemen are Mr. W. G. Kyle (formerly with Armour & Co., Chicago,) who takes territory from Montreal west; Mr. Harry Hart, of Toronto, who represents his firm east of Montreal to and including the Maritime Provinces, and Mr. Geo. Varty, who looks after the City of Montreal.

Mr. F. D. Gill of Burnhamthorpe, Ont., was a visitor to the Toronto offices of The Canadian Grocer this week. Mr. Gill has been a subscriber to The Grocer for over a year, and has already come to the conclusion that he could not do business without it. The news which it contains from week to week he finds the most reliable and up-to-date obtainable. The market notes serve as an infallible guide in buying, and the advertisements have saved him many a dollar, in so far as they have from time to time given him a clue to where and what and when to buy.

RETURNED
JAN 27 1905
To Owner via Montreal Office
Cash Book 29
Page 37

Premium office of Chaser Soap, The Duncan Co., Montreal.

HINTS TO BUYERS.

Husband Bros. & Co., Toronto, have a large shipment of fancy Jersey sweet potatoes to hand this week.

The R. & J. H. Simpson Co., Guelph, are offering special values in Japan and Ceylon teas this week.

The first car of Spanish onions to be imported into Toronto was received by McWilliam & Everist this week. This firm is also handling domestic onions.

E. D. Marceau, Montreal, is offering the trade special values in vinegar and Japan and Ceylon teas this week.

W. B. Stringer & Co., Toronto, have received their first car of fine Jumbo peanuts.

The R. & J. H. Simpson Co., Guelph, have just taken into stock a shipment of new pack kippered herring and herring in tomato sauce.

Snowdon, Forbes & Co., Montreal, report splendid sales and increasing demand for their "Beaver" brand coffee 1-lb. tins. They are giving away a handsome cup and saucer with every pound. As it retails for 25c per lb. it is a good line and ready seller.

James Rutherford & Co., Montreal, are offering special inducements in China teas, gunpowders, Hyson, Oolongs, this week.

L. Chaput, Fils & Cie., Montreal, are offering at very low figures new season's currants ex steamer Escalona.

J. L. Watt & Scott, Toronto, are showing attractive samples of new sifted Young Hysons and Young Hyson points this week.

Twenty thousand gallons of vinegar are still on hand with L. Chaput, Fils & Cie., Montreal. These are standard Government strength, and are being offered at very attractive prices before the close of navigation.

Hudon, Hebert & Cie will close their offices and warehouse on Monday, September 5. Labor Day.

L. Chaput, Fils & Cie., Montreal, report good business in California seeded raisins, 1 lb. cartons. They have on the way 2,500 boxes for September, October and November delivery.

Dundas, Ont., is to have a new soap factory which will be located in part of the cotton mills property now occupied by the Wool Stock Co.

F. E. Waldon & Co., retail grocers, Winnipeg, are adding a third storey to their store on Portage avenue.

NOTWITHSTANDING THE UNFAIR COMPETITION
THAT THE FAMOUS

Lea & Perrins' Sauce

"The Only Genuine Worcestershire"

has continually to fight, consisting of the infamous imitations of bottle and label, it is to-day enjoying a sale unprecedented in its long history. It is, without doubt,

"The Sauce that has absolutely no equal."

No properly assorted Stock is complete without it.

J. M. DOUGLAS & CO., Montreal

CANADIAN AGENTS.

Best Values in TEAS

Write us for Samples

Teas and Coffees

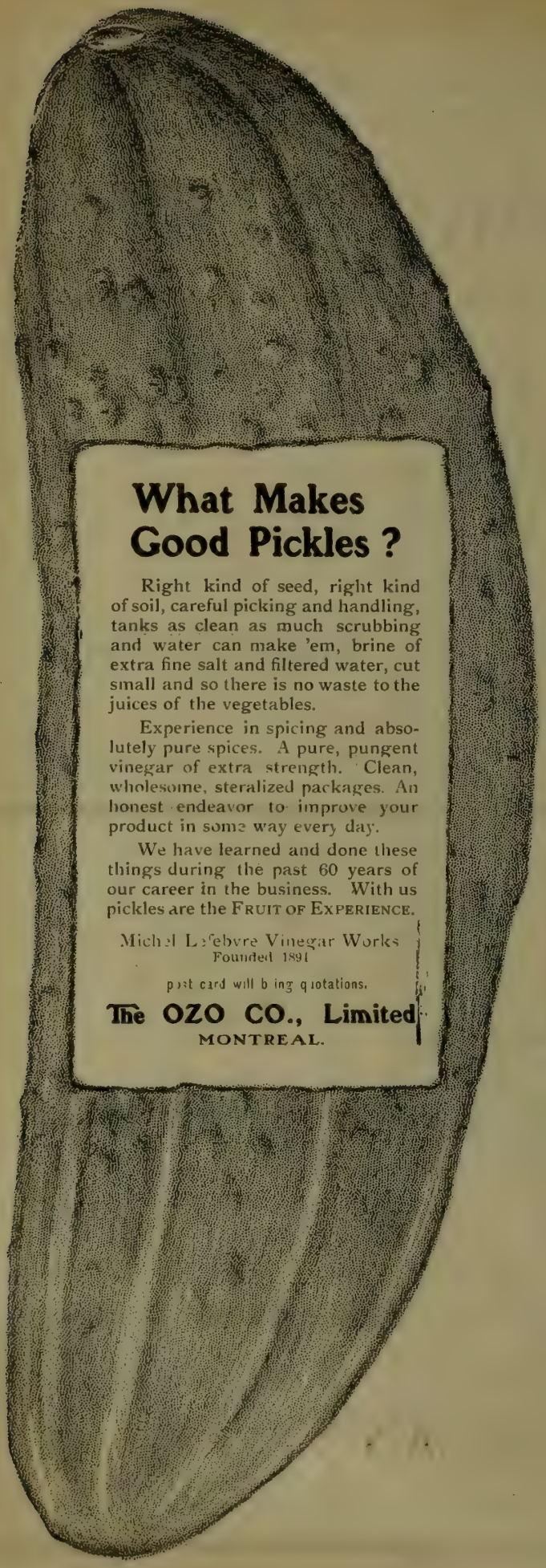
Ceylon and **Indian** Greens, at **10**c. to **18½**c.—Special value. Try a sample lot.
Special values now in **Japans,** all grades, from 11c. to 35c.
Ping Suey Gunpowder, in boxes, from 9c. up—all grades.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock.

JAMES RUTHERFORD & CO.

DIRECT IMPORTERS

27 St. Sacrament Street MONTREAL



What Makes Good Pickles ?

Right kind of seed, right kind of soil, careful picking and handling, tanks as clean as much scrubbing and water can make 'em, brine of extra fine salt and filtered water, cut small and so there is no waste to the juices of the vegetables.

Experience in spicing and absolutely pure spices. A pure, pungent vinegar of extra strength. Clean, wholesome, steralized packages. An honest endeavor to improve your product in some way every day.

We have learned and done these things during the past 60 years of our career in the business. With us pickles are the FRUIT OF EXPERIENCE.

Michel Lefebvre Vinegar Works
Founded 1891

post card will b ing q iotations.

The OZO CO., Limited
MONTREAL.

Southwell's Jams and Marmalade

are standard.
There is satisfaction to everybody through their use.

Frank Magor & Co.
Canadian Agents,
403 St. Paul St.,
Montreal.

EAGLE BAKING POWDER

Two lines that always please your customers and pay you a good profit.

(See prices in current market quotations.)

SAN-TOY STARCH

ALVINA SALT

PAYS THE GROCER.

BECAUSE

IT RUNS FREE
DOES NOT CAKE
IS PUT UP IN ATTRACTIVE TINS
RETAILS AT 10c.

WRITE US FOR PARTICULARS

ROSE & LAFLAMME,
MONTREAL.

BATGER'S
Lime Juice Cordial

"In the good old Summer Time"

there are lots of lime juice cordials sold. The wise dealer sells the kind that gives satisfaction, like

"BATGER'S"

It fills the bill.

STOCKS CARRIED BY

ROSE & LAFLAMME, MONTREAL.

A. F. MacLAREN IMPERIAL CHEESE CO., LTD., TORONTO.

EVERYBODY WANTS

FREEDOM

SCOTCH WHISKY

(Thoroughly matured in wood.)

MacLEAY, DUFF & CO.,
GLASGOW, SCOTLAND

B. O. BELAND,

Agent, - 1684 Notre Dame Street, - MONTREAL

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE

"Nectar" Black Tea, in lead packets and fancy tins only.

Last Report

My correspondent in Japan says: "Aug. 11th, 1904.

"Our market is very low, especially for Teas suited to Canadian requirements; and as present prices are far from encouraging to native producers, we shall not be surprised to see a substantial recovery before many weeks have gone by."

They were not mistaken, as the market is now in much better shape.

I have bought at the right point, and I can show you splendid values.

Ask for samples, it pays!

EX STR. "EMPRESS OF CHINA."

60 Half-chests, 80 lbs., Condor XXX Japan Tea.....at **21c.**
48 30-lb. boxes Condor XXX Japan Tea.....at **22c.**
49 Half-chests, 80 lbs., Condor XX Japan Tea.....at **18½c.**
9 Matts, 10—20 lbs., Condor XX Japan Tea ..... **sold.**

The above are fine, clean, large leaf, and choice liquor.

12 Half-chests Choicest Early Pickings, fancy basket-fired Japan Tea.....at **26½c.**

178 Packages

FROM COLOMBO, ISLAND OF CEYLON.

53 Crates, 8 5-lb. boxes each, Fine Orange Pekoe Ceylon Black Tea, "Highmore," at **22½c.**
25 Cases, 12 5-lb. boxes each, Choice Golden-tipped Orange Pekoe Ceylon Black Tea.....at **27½c.**

"Old Crow"

10 Cases, 12 5-lb. boxes each, Choicest Golden-tipped Orange Pekoe Ceylon Black Tea.....at **32½c.**

VINEGARS "Condor"

Why not buy the best, when it does not cost any more than the ordinary quality?

For five seasons I have sold my three brands of Vinegars. "**EMD**" the finest and strongest. The "**CONDOR**," the best pickling vinegar of high strength, and the "**OLD CROW**" a good, pure vinegar, better than most XXX. Prices **27½c., 23½c., 18½c.**, less 5%, and delivered in Eastern Ontario and Province of Quebec. **Three strengths; only one quality—the finest.**

Specialty of High-Class Goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET,
MONTREAL.

"EMD" Baking Powder, Vinegar, Spices, Coffee

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Maiden, J. H., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mackintosh, John, Halifax, Eng.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
James' Dome W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Old Homestead Canning Co.,Picton, Ont.

Cheese Cabinets.
Lucas, Steele & Bristol, Hamilton.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Canadian Canners Limited, Hamilton.
Canadian Swiss Trading Co., Montreal.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Finance and Insurance.
Bradstreet Co.
British-America Assurance Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Davidson & Hay, Toronto.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Warren Bros. & Co., Toronto.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Adamson, J. T., & Co., Montreal.
Chaput L., Fils & Cie, Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Stringer, W. B., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Natural Food Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Simpson, R. & J. H., Co., Guelph, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Warren Bros. & Co., Toronto,

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.
Southwell's—Frank Magor & Co., Montreal.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Douglas, J. M. & Co., Montreal.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Greig, Robert, Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Fabien, C. P., Montreal.

Salt.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
Tea Rose Drips—Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.
Turner, James, & Co., Hamilton.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Simpson, R. & J. H., Co., Guelph.
Todhunter, Mitchell & Co., Toronto.
Toronto Club Coffee Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Chaput, L., Fils & Cie, Montreal.
Hill, Evans & Co., Worcester, Eng.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Fairbank Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Wines, Liquors, etc.
Beland, B. O., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E. 59
Adamson, J. T., & Co. 59
Allison Coupon Co. 7
American Coffee & Spice Co. 69
American Tobacco Co. 67
Auer Light Co 8

Baker, Walter, & Co. 21
Balfour & Co. 13
Bates, Peacock Co 22
Beland, B. O. 27
Black Bros. & Co. 17
Bloomfield Packing Co. 60
Bowser, S. F., & Co. 7
Blue Ribbon Tea 49
Bradstreet's ..... inside front cover
Brantford Starch Works 34
British America Assurance Co 57
Burlington Canning Co. 7

Canada Paper Co. 47
Canadian Bank of Commerce 57
Canadian Canners Limited 41
Canadian Press Clipping Bureau ..... inside back cover
Canadian Swiss Trading Co. 55
Canadian Vinegar Co. 42
Capstan Manufacturing Co 8
Castle, F. J., Co. 53
Ceylon Tea 6
Chaput, L., Fils & Cie 46
Chase & Sanborn 49
Christie, Brown & Co. ..outside front cover
Clark, W. 47
Coles Manufacturing Co 34
Colson, C. E., & Son ....outside back cover
"Commissioner" Tea 7
Common Sense Mfg. Co 22
Confederation Life Association 57
Cowan Co. 52
Cox's Gelatine 7
Cullen, Orlan Clyde 50

Davidson & Hay 15
Dawson Commission Co. 58
Dingle & Stewart 2
Dominion Molasses Co. inside back cover
Dominion Packing Co 19
Douglas, J. M., & Co. 25, 30
Downey, W. P 51
Dunn, Wm. H 45
Dutch Chemical Works. inside back cover
Dwight, John, & Co 69

Eby, Blain Co 23
Eckardt, H. P., & Co. 30
Edwardsburg Starch Co 71
Empire Tobacco Co. 64
Enterprise Mfg., Co. 10
Epps's Cocoa. 47
Ewing, S. H. & A. S. 72
Ewing, S. H., & Sons 5

Fabien, C. P. 36
Fairbank, N. K., Co. 4
Fearman, F. W., Co 19
Fortier, J. M 66
Foster Pottery Co 2
Frontenac Cereal Co 62

Gibb, W. A., Co. 58
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd. 17, 20
Gorman, Eckert & Co. 51
Gowans, Kent & Co. ..outside back cover
Greig, Robt., Co. 45

Hamilton Cotton Co. 7
Hill, Evans & Co 3
Husband Bros. & Co. 58

James' Dome Black Lead 3
James, Eben 59
Japan Teas 4

Kay Bros ..... inside front cover
Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ....inside back cover
Kinnear, Thos., & Co 14

Lake Huron & Manitoba Milling Co. 63
Lambe, W. G. A. 2
Lamont, Corliss & Co. 55
London Guarantee and Accident Co. 57
Lowney, Walter M. Co. 53
Lucas, Steele & Bristol 13
Lytle, T. A., Co 3

Maiden, J. H. 26
Marceau, E. D. 28
Matthews, Geo. Co 20
Metallic Roofing Co. 50
Metropolitan Bank 57
Millman, W. H., & Sons 2
Mooney Biscuit and Candy Co. 54
Morse Bros. 12
Mott, John P., & Co 53

Mackintosh, John 55
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 66
McCann Wm., Milling Co 54
McDougal & Lemon 59
McDougall, D., & Co. 67
McGregor-Harris Co. 36
McIntosh, P., & Son 63
McLaren's Cooks' Friend Baking Powder ..... inside back cover
McLean, J. A., Produce Co. 20
McWilliam & Everist 58

National Licorice Co ...inside front cover
Natural Food Co. 63
Napoli Macaroni Co 22
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 50

Oakey, John, & Sons ...inside front cover
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 9
"Ozo" Co. 26

Pacific Selling Co. 55
Page, C. S. 50
Park, Blackwell Co. 19
Payne, J. Bruce 65

Queen City Oil Co. 2

Rattray, D., & Sons 70
Rose & Laflamme 5, 27
Row & Co. 2
Rutherford, James, & Co. 22
Rutherford, Marshall & Co 36
Ryan, Wm., Co. 36

"Salada" Tea Co 34
Simson Bros. Co 3
Simpson, R. & J. H. Co. 47
Snowdon, Forbes & Co. 30
Southwell & Co. 26
"Sovereign" and "Lynx" Salmon. 8
St. Lawrence Starch Co 8
Stringer, W. B. 59
Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todhunter, Mitchell & Co. 45
Toronto Club Coffee Co 22
Toronto Salt Works. inside back cover
Tuckett, Geo. E., & Son Co. 65
Turner, James, & Co. 13

Upton, Thos., & Co. 15

Walker, Hugh, & Son 59
Walkerville Match Co. 5
Warren Bros. & Co 51
Watt, J. L., & Scott 53
Western Assurance Co. 57
Wethey, J. H. .....outside back cover
White & Co. 59
Wilson, Archdale. 21
Wilson, C., & Son 8
Wilson Commission Co. 2
Wilson, W. H., Co. ....inside front cover
Wood, Thomas, & Co. 10
Woods, Walter & Co. 21

CANADA'S BEST!

"A SAMSON IN STRENGTH"

"THE HOUSEKEEPER'S FAVORITE"

"CANADA'S BEST IS THE WORLD'S BEST"

SUPERIOR to any other Laundry Blue—***the result of study and experience.***

Put up in 10 lb. Boxes containing 50 4 square Packages, giving the retailer 10 4 square Packages more to the box than he gets in any other.

20 Boxes to the Case (200 lbs.)

ALSO, Put up in 12-lb. Boxes containing 80 3 square Packages, giving the retailer 16 3 square Packages more to the box than he gets in any other.

20 Boxes to the Case (240 lbs.)

J. M. DOUGLAS & CO.
MONTREAL
Estd. 1857. Manufacturers

IT IS A QUESTION OF ADVERTISING WHETHER WE PAY YOU OR THE NEWSPAPER. WE BELIEVE IN YOU, THEREFORE

WE GIVE PREMIUMS

AS TO QUALITY.

"Bee" brand Goods require no guarantee and are winning you friends every day. It will pay YOU to pay THEM some attention. : : : : : :

Snowdon, Forbes & Co.
MONTREAL

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. / Adscript, Canada.

CANADIAN NATIONAL EXHIBITION.

IT was surely an inspiration that suggested the first Canadian Industrial Exhibition. At any rate the manufacturers and those interested in the industrial development of Canada have persisted in the idea, and for the last fifty years have spared no pains to make the exhibitions held annually in the different centres of the Dominion of the greatest possible educational significance. Citizens of Canada may see within limited compass the results of the previous years in the varied lines of industrial activity carried on throughout the length and breadth of the country. They may judge for themselves whether there is not magic in the words "Made in Canada," although it is no secret that by far the greater part of the commodities used by them at the present time are manufactured within the boundaries of the Dominion.

Although it would be manifestly unfair to institute comparisons with the World's Fair now in progress at St. Louis, a remark frequently heard from those who have done the great exposition is worth a moment's reflection, namely, that as an entertainment there is nothing new at St. Louis. Canadian Industrial Exhibitions may not seek to excel as spectacular shows; they have a more important purpose to serve in which the nation is vitally interested. Only a fortnight ago the greatest exhibition western Canada has ever had was brought to a successful close at Winnipeg. This week marks the opening of the premier exhibition of eastern Canada at Toronto. Next week's issue of The Grocer will be devoted largely to an account of the Canadian National Exhibition, with illustrated write-ups of exhibits of particular interest to the grocery and allied trades.

FAULTY CANADIAN CHEESE.

THE somewhat alarming statement by a prominent British importer regarding Canadian cheese which is published elsewhere in this week's issue of The Grocer, should strike home to the cheese makers everywhere in Canada. The view expressed regarding the deterioration of Canadian cheese may be a great surprise to Canadians, but there is little doubt that it has excellent foundation in many cases. In the Province of Quebec, for instance, it is unquestionable that complaints against inefficient makers have recently come up at the Winter conventions. Even this season considerable quantities of carelessly made cheese have been sent in to Montreal from Quebec factories.

A point which will no doubt be emphasized at the next convention of dairymen, is that of licensing and registering cheese factories. Last Winter, it will be remembered, this subject came up at the annual convention of dairymen and received a great deal of support from a number of the most influential members. There will have to be, however, a general awakening among the cheese men before any real improvement can take place, in fact a sort of commercial revolution.

ARTISANS WANTED.

ONE of the most tangible evidences of Canada's present prosperous condition is the fact that on all sides the supply of skilled labor is inadequate for the demand. This is all the more striking in view of the fact that in the United States manufacturers have been discharging large numbers of their employes within the past few months. In many Canadian manufacturing establishments benches are standing empty for want of men, which shows clearly the activity in industrial conditions in the Dominion.

From time to time recently the Canadian Manufacturers' Association has announced that there was a scarcity of skilled labor in Canada. The real state of affairs was thus brought before the British press. Various labor councils had been denying that there was such a scarcity and contending that they could supply all, and more men than were necessary. The matter was put to an actual test, however, when the Montreal secretary of the Manufacturers' Association asked the local Trades and Labor Council to provide certain mechanics for manufacturing establishments in different sections of the country. They undertook to do this, saying they were confident that it was an easy task. It transpired that the undertaking was beyond their power to execute, and they were forced to admit that they could not secure the men required, although they were given a reasonable time to do so. Harnessmakers, shirtmakers, and tradesmen of other kinds are called for, and their places are still vacant.

Although the situation is not at all agreeable to the manufacturers, as they are doubtless hindered considerably from producing a maximum output, it is one of the most hopeful signs that could exist. "More men needed in well established industries" is synonymous with progress and advancement. It is not only an assurance that the country is in a flourishing condition, but it is a good omen for the near future.

CANADA AND CEYLON GREEN TEA

A RECENT number of the New York Tea and Coffee Journal contains the interesting announcement that the tea planters of Ceylon are becoming much exercised about the marketing of Ceylon green teas in America and are urging that some better means for securing a direct market in Canada and the United States should be provided than the existing bonus.

The following is an epitome of the Ceylon green tea situation in Canada at the present time. The total importation of Ceylon greens to Canada in 1902 amounted to somewhere in the neighborhood of three million pounds. In 1903 it jumped to fifteen or sixteen million pounds, and the significant thing is that the increase came without anything extraordinary being done to create a corresponding demand. Wholesalers became possessed with the idea that Ceylon greens were about to assume a leading position in the market and stocked heavily. Their travelers in turn had an interesting story to tell on the strength of probabilities and experienced no difficulty in placing a case or two with practically every retail grocer throughout the country. So far so good; but the demand had not been created among the consumers themselves, and the result was that return orders failed to justify the most sanguine hopes of the wholesale trade which was left with almost two years' supply of Ceylon greens on hand.

That the demand for Ceylon greens in Canada has been growing steadily for the last few years is easily seen from the fact that the big surplus from 1903 is now almost used up. It would have been a strange thing had a ready market for such an enormous quantity of Ceylon greens sprung up in a night when nothing had been done to create a demand for it beyond the action of the wholesaler in stocking the retail grocery trade.

Regarding the anxiety of Ceylon tea planters about the marketing of Ceylon greens in Canada, The Grocer would advise the exercise of a little patience. They ought not to be discouraged over the first adverse turn a trade has taken, especially when the abnormality of the situation is pointed out to them, as well as the comforting assurance that the market for Ceylon greens in Canada is growing steadily.

By way of remedy The Grocer would suggest that instead of the cess being distributed among the planters in the shape of bounty, some more of it be spent in this country in creating an increased demand for Ceylon greens. The producer then wouldn't require a bounty, as he would realize a higher price for his tea than the present price and bounty combined. The Ceylon and Indian tea trade would seldom hear of sales for foreign markets at ridiculously low prices, such as occurred the other day when an American tea merchant bought no less than 500,000 pounds of tea at a price that had better not be mentioned.

The Auer Light Co. carry a small advertisement in THE CANADIAN GROCER from which they have time and again got remarkably good results. A few months ago they received an inquiry from a firm in Patras, Greece, who had seen the advertisement in THE GROCER. A sample of their gasoline lamp was sent to this firm, resulting in a small order, and during the months that followed they have sent in repeats which have amounted to $2,500 worth of business. The firm in question is working up a splendid trade for this lamp in Greece, and the end is not yet.

Results like these give a small idea of the possibilities of an advertisement in a good trade paper like THE GROCER, with its large British and foreign as well as Canadian circulation. It is not always the first order, but the making of a customer often results in thousands of dollars worth of business.

It is true that systematic attempts have been made to develop this trade in Canada and the United States and the result is a complement to the energy and enterprise of the promoters. The exhibit of the Ceylon Government at the St. Louis Exposition is a further step in the right direction. Much, however, yet remains to be done; plenty of capital and the willingness to spend it are a necessity at the outset. There are better ways and means, however, than the weekly, fortnightly, or monthly auctions for Ceylon green teas, after the manner of the London auctions in the leading trade centres of Canada and the United States as suggested by one correspondent. The scheme was tried years ago in Montreal where it proved a decided failure.

Direct sampling and advertising are far more to the point and wherever they have been tried they have proved a most effective way of establishing a market for new products.

TARIFF REFORM IN THE UNITED STATES.

BUSINESS men in the United States are congratulating themselves over the fact that the commercial and financial interests of the republic in the Summer time of the presidential campaign of 1904 are much less disturbed than they have been during any preceding campaign within easy memory. The currency question has been practically eliminated from political discussion; the only political question which might cause commercial disturbance is the demand for changes in the tariff.

Even here American manufacturers who fear the result of tearing down a storey or two of the high protective wall need not be unduly alarmed since the probability of change is very remote. Before any reduction of duties can actually be made, Mr. Parker must be elected; an overwhelming Democratic majority in the House of Representatives must be elected (in a House, too, that will not meet till December, 1905); and lastly, the tariff reformers must secure a majority in the Senate. This last change alone (even if the Democrats should carry everything before them in November) will require from four to six years. The practical impossibility of any Democratic change in the tariff within an early period prevents the subject of tariff reform from causing any appreciable disturbance in United States business circles. The security of the high protectionists is assured for a considerable time to come, and those who choose to talk reciprocity with Canada and inculcate kindred "revolutionary" principles can do no more than plan for the future.

THE NEXT GOVERNOR-GENERAL

THE following letter has been received from a correspondent of the MacLean Trade Newspapers in London, England, who says that the British Government is experiencing considerable difficulty in finding a suitable man to be Governor-General of Canada.

"It was fully intended to appoint the Duke of Marlborough, who, since his marriage, has developed a strong ambition (no doubt inspired by his American wife, who, you know, was a Miss Vanderbilt of New York), to do something and be somebody in the public service. He has taken an active part in public affairs and is generally believed to have put himself in training for the Governor-Generalship of Canada. But when his name was sent out as a feeler, it stirred up so much opposition on account of the prejudices of many Canadians against his American wife, that the idea was dropped, and, no one being available for a time, the Earl of Minto was given another year. For some time an effort has been made to get various gentlemen to take the position, but none of those of high rank to whom it was offered, would agree to practically exile themselves for five years, particularly as some of them have rather crude ideas of Canada and its climate. I know it to be a fact that the appointment was practically offered to one well-known peer and he considered it seriously. He consulted with a gentleman who at one time commanded the Canadian militia and is now well-known in radical circles, but whose Canadian experience was not pleasant to him or satisfactory to the Canadians. This officer gave his inquirer such an unfavorable story of Canada, its climate and people, that even the impressure of his ambitious wife could not overcome his fears of five years in such a country.

It is known that several men of high degree have been urged to accept and given time to consider, but none of them have been willing to accept. Once more, the Duke of Marlborough's name has come forward; this time, on the ground that Canadians have had time to consider more seriously the pros and cons of living under the daughter of one of the richest American families, and are not only more reconciled but see some advantages, and the Duchess stated quite recently that there was a possibility of their coming to Canada."

Our columns are usually so crowded with every-day business news that there is no space for social or semi-political questions such as this, but this letter has a practical business side, and we are among those who from a practical standpoint favor the appointment of the Duke of Marlborough. From a political and business view, such an appointment would be an excellent one. It is true, there are many of us so strongly British that we do not care to have an American placed in the highest social position in our country; but, if that American can render service to Canada and cause more money to be spent in this country, there is no reason why we should not overcome our sentiments. The Governors-General in the past have lived on their income; some of them have saved money. The Marlboroughs no doubt would not only spend large sums in Canada, but their presence would draw thousands of rich Americans to the country who would spend their money freely. Her presence in a high position in Canada would be the best and most far-reaching advertisement this country could have among the people we must look to chiefly to fill up our vacant lands and develop our uncultivated industries.

From a political standpoint we are inclined to think it would be most advantageous. The actions of the Duchess, if she interfered at all in Canadian affairs, would be so jealously watched that she could do nothing detrimental to our interests, while the immense influence of her family in the United States would do much to promote a more friendly feeling on the part of the leading men in United States public life.

RETURNED
JAN 24 1905
Cut Book 29
Page 32

Mr. J. Lamoreaux, President Montreal Retail Butchers' Association.

TOO LATE FOR LAST WEEK.

The Grocer has pleasure in presenting its readers in this week's issue with a photograph of Mr. J. A. Lamoreaux, president of the Montreal Butchers' Association, which arrived too late for insertion last week with the write up of the annual outing of the association.

THE SUCCESS OF THE BEST

Is No Longer A Debatable Issue

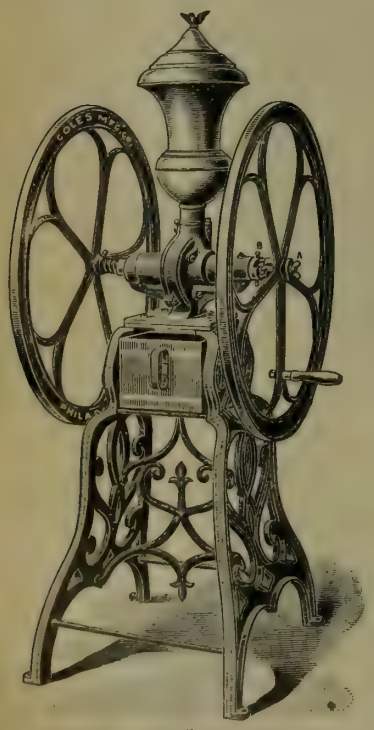
The growth and expansion of the business is a quietus to all doubts and arguments in this connection, and as "Chauncey M. Depew" once said that "It's foolish to oppose a success." Those who have not yet taken advantage of the benefits to be gained by using "SALADA" as a Leader, should do so at once, and note closely the improvement that will rapidly develop in the Tea sales of their business.

Black, Mixed or Natural Green

Sealed Packets Only.

Retailing 60c., 50c., 40c, 30c., 25c. per pound

Wholesale Terms from "SALADA" Tea Co., Toronto and Montreal.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

This is another of the dainty packages in which we put up

LILY WHITE GLOSS STARCH.

Good starch in attractive packages makes good business.

Trunks—6 lbs. starch, 8 trunks in a case.
Drums—6 lbs. starch, 8 drums in a case.
A pair of drum sticks with each drum.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, Sept. 1, 1904.

THE wholesale trade report that trade is going along nicely, with Fall orders beginning to come in. It will be some time before the brunt of the Fall trade strikes the wholesalers; meanwhile they are chuckling over the fact that the volume for the past Summer is better than it has been for years. Usually July and August are quiet months in the grocery trade; this year, however, has been an exception to the rule. Uncertainty hangs over the markets just now owing to the unfavorable grain reports received from Western Canada. It is believed that these have been grossly exaggerated and that on the whole the western farmers will have as much money as ever to spend. The trade will know definitely in the course of ten days or a fortnight the extent of the harvest of Manitoba and the Territories.

One or two firms say trade may be a shade quieter during the two weeks of Exhibition. The item of chief interest in canned goods is sockeye salmon, which are very firm. Western packers have withdrawn from the market for the time being. New pack sockeye salmon will be on the market within ten days. Prospects for a good-sized tomato pack continue fair, although the corn situation is not so favorable and wholesalers who have already sold nearly up to the limit of contracts for future delivery, have now withdrawn on the ground that there may not be enough corn to go around. Herrings are scarce and the market bare. Sugar is quiet at the moment, but the statistical situation is as strong as ever and a further rise in refined would not come as a surprise. The tea market is steady with Indian and Ceylon blacks quiet, and an increased activity in Japans and Moyune Hysons. Coffee continues very firm, with very little buying on this market, and small stocks being held. Firmness characterizes the dried fruit market generally, and the volume of trade is beginning to increase. Syrups and molasses, spices, and rice and tapioca remain unchanged. The almond and filbert markets are reported to be firm and advancing.

CANNED GOODS.

A large share of trade in canned goods during the past week has been sorting up, although a good percentage of orders taken to arrive is reported throughout the trade. The general impression seems to be that there are plenty of old tomatoes and corn left to keep the trade supplied until new stock arrives on the market. Prospects for tomatoes continue good and unless the weather becomes abnormally wet or frosty, the pack will be a large one. In corn the prospects are not so good, and owing to doubt as to whether there will be enough canned corn to supply the usual demand, one Toronto firm who have already sold almost up to the limit of their contract with the canners for new pack corn for future delivery, have withdrawn from the market.

The salmon situation continues very firm and packers at the coast are not offering sockeyes at present. Stocks of old sockeyes are a minus quantity as far as local wholesalers are concerned; if there are any at all on the market they are in the hands of the retail grocery trade. Generally demand for salmon is being supplied with pink salmon and cohoes. Things will adjust themselves in the course of ten days or a fortnight, when new pack sockeye salmon will be here for local distribution, considerable quantities being now in transit.

The usual Summer trade in potted and canned meats does not show much sign of easing as yet. New herrings are late in arriving on the market, and locally the market is bare. Sardines are reported to be difficult to obtain. California olives are moving only fairly in limited quantities. Lobsters at abnormally high in price and moving slowly as a result, the maximum size of an order at the present time being 50 cases, which compares anything but favorably with the average size of shipments in former years. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus, American	....	4 00
" tips, 2's	....	2 65
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 80	0 92½
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 82½	1 30
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 75
" 3's	....	2 50
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 90
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 75
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf," 1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92
½-lb. flats, 5 cases and over	....	1 17½
½-lb. flats, less than 5 cases	....	1 20½
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ½'s	0 03½	0 04
" " ¼'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	.	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ¼s, "	....	1 00

SUGAR.

There is no noticeable change in the sugar situation since last report. Only slight transactions in raws are recorded, buyers being willing to accept only nearby parcels at current quotations. Holders have been very firm in their ideas and are showing a disposition to expect further advances. Cubans for shipment might be bought at 2 15-16c c. and f. for basis 95 but only to a moderate extent, this being equivalent to an advance of 1-16; refiners recent heavy purchases which will be coming forward during the next week or so, make them indifferent to the pretentions of holders. There appears, however, to be good reason for expecting in further appreciation in Cuban sugars in view of the heavy reduction in stocks which has been going on for some time. It is estimated that there now remain only 20,000 tons of unsold sugars out of a total stock of 54,000 tons in the Island as against 217,988 tons for the corresponding period a year ago.

Receipts at United States Atlantic shipping ports for the week ending Au-

Something New

Pineapple in glass is unquestionably more to be desired than Pineapple in tin.

McGregor's Preserved Pineapple

is in glass jars of very attractive shape. The quality is

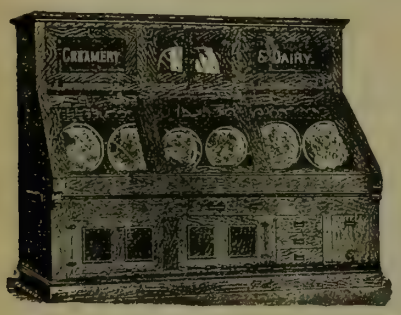
McGregor Standard

—that means perfection.

1 lb. glass jars, per dozen, $1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

Haven't you an order?

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
167 to 171 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

gust 24 were nearly 10,000 tons less than meltings, the figures being as follows: Receipts, 35,540 tons; meltings, 44,000 tons, and total stocks, 128,510 tons, as against 250,744 tons last year. Combined stocks of United States and Cuba show a decrease of 286,220 tons, as compared with last year. Total stocks of Europe and America at latest uneven date were 1,643,512 tons as against 2,159,841 tons at the same time last year, the decrease being 516,329 tons.

American refiners are reported to have purchased recently 16,000 tons Demarara centrifugals for September shipment at 2 9-16c c and f., which is equivalent to a full duty paid parity of 4.25c. Recent purchases also embrace 13,000 bags Cuban centrifugals afloat at equal to 4 1-4c duty paid.

Notwithstanding reports of rain in some districts in Europe, the market has appreciated a further 3-4d per cent. and is now firm at 10s 7 1-2d basis, f.o.b. Hamburg, which is equal to 4.26c for 96 test centrifugals duty paid, New York. Private cable advices estimate the deficiency in the beet crop at 500,000 tons, but this is not official. Apparently it is sufficient in itself to justify not only present prices, but an even higher level of values.

Recent mail advices from London, England, quoted by Willett & Gray say "there is no doubt that permanent harm has been done to the beet root crop in Bohemia, Hungary and Silicia and that a deficiency of from 15 to 20 per cent. in most districts must be reckoned upon." Czarnikow, Macdougall & Co., say the belief is general that prices in 1905 will be much higher than for many years past, the maximum being largely dependent upon the ultimate result of the present beet crop. Stocks in Europe on October 1 will be much smaller than they were at the same date last year, therefore United Kingdom refiners will not be able to draw as much sugar of 1903-04 crop as they did of the previous one, but must look to new crop for supplies. Thus the world's stocks will be kept from the start below those of last year.

There is nothing new to report in the refined situation. Consumption in U. S. appears to be large and contracts are being considerably reduced. There has not been much new business though, and the same remark applies to Canada. At the close the market is quiet and firm with no particular indications. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	5 33
" in 100-lb. "	5 23
St. Lawrence granulated	4 68
Redpath's granulated	4 68
Acadia granulated	4 58
Berlin granulated	4 58
Domestic beet, granulated, 1902 (off grade)	4 38
Phoenix	4 58
Bright coffee	4 48
Bright yellow	4 43
No. 3 yellow	4 38
No. 2 "	4 18
No. 1 "	4 08

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

There is little of special interest to record in syrups and molasses this week. A fair volume of trade is reported for this season of the year at quotation prices. The new tariff regulation, regarding the admission of foreign syrups and molasses through Canadian ports does not seem to have affected the local market. Our quotations are as follows:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright		0 02½
Corn syrup, bbl., per lb.		0 02¾
" ½-bbls "		0 03
" kegs "		1 30
" 3 gal. pails, each		0 90
" 2 gal. " "		1 90
" 2-lb. tins (in 2 doz. case) per case		2 35
" 5-lb. " (in 1 ") "		2 25
" 10-lb. " (in ½ ") "		2 10
" 20-lb. " (in ¼ ") "		
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10½
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

There is nothing new to report in Ceylon or Indian blacks this week, only a small but steady business having been done. Foreign markets remain on a very level basis. Japan teas have met with more attention during the week; values shown are attractive and some fair-sized orders for importation have been given; the total value, however, is after all not very large, and a goodly proportion of the trade is still pinning its faith to Ceylon greens as showing the consumer better value.

Importations of China greens are less than half those of the same date last year; but as the demand is also small, the shortage is not felt except in the higher grades of which very few have been shipped and for which there is some demand.

A little more than usual has been doing in Moyune Hyson, the trade finding that there are still a scattered number of people who think that no other tea really takes their place. We quote:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25

China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 32
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The Rio coffee market continues very firm, although there has been no appreciable advance in speculative quotations since last week. Local buyers are buying only from hand to mouth, and at the present time it is thought that Toronto wholesalers are holding very little coffee. In view of more favorable crop reports from primary markets and the increase in the visible supply of the world, one prominent broker says he does not blame the trade for holding off and thinks they are quite justified in their contention that this is an inauspicious time for buying. The brokers are unanimous in their complaint of the dullness of trade.

A point that bull interests are laying considerable stress upon just now is the comparatively small quantity of Brazil coffee purchased thus far this season by Europe. Receipts at Rio and Santos thus far this crop year amount to approximately 2,500,000 bags and figuring on a total crop of 9,000,000 bags there remains only 6,500,000 bags still to be marketed, of which it is argued that Europe will need a large percentage to meet her requirements; consequently anticipating a good demand during the next few months from Europe and figuring on a comparatively small Brazil crop as indicated by the recent estimates this buying it is expected to carry prices to a higher basis. Another feature that is believed will prove to be a benefit to the market is the present apathy on the part of the consuming trade in both this country and Europe, thus allowing their stocks to be reduced to a low point. Should, as the season advances, the present conditions of the bull interest of a comparatively small Brazil crop, and also a smaller yield of the mild crops, prove to be correct, trade interests, it is believed, will show a desire to acquire larger stocks and the demand that would develop would be such as to materially assist in advancing prices. Our quotations are as follows:

	Per lb.
Green Rios, No. 7	0 10½
" " No. 6	0 10½
" " No. 5	0 11
" " No. 4	0 09½
" " No. 3	0 11
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

The usual volume of trade in rice and tapioca continues with nothing of special interest to record. We quote the following prices:

	Per lb.		Per lb.
Rice, stand. B	0 03½	Tapioca, staple	0 03½
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 08
Sago	0 03½ 0 04		

SPICES.

The spice market is showing signs of increased activity and pickling spices in particular are moving freely. Pepper and cloves are reported to be firm and considerable speculation has been done in the former. Available supplies of cloves are small with prices showing hardening tendency. Nutmegs are firm. Casses is selling at full prices. Our quotations are as follows:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits

Considerable business has been done in currants for steamer due to leave Patras to-day. Prices have eased off about 6d during the week, the decline being attributed to a change in the rate of exchange and not in the cost of currants at Patras. Cable advices, however, say that the markets have the appearance of being stronger soon. A letter from primary markets dated AuguIt 16, says: "We are of the opinion that currants will be dearer in December than in September, by which time the shortage will have become apparent to the markets of consumption. Foreign markets will not as a rule believe in reports of a short crop.

In Valencia raisins very little has been done beyond a few small opening orders. Prices opened on about the same basis as governed the bulk of sales for the corresponding period last year, but as there was no money made on the fruit, buyers are less interested and inclined to go slowly, particularly in view of the lower price of California raisins, in which they look for increased trade.

Cables of 3 or 4 days ago re Sultana raisins say the crop is decidedly short and the market is advancing.

Reports from the interior on Elemes figs are distinctly unfavorable; heat is maturing the fruit before it has arrived at full development, with the result that the quality will not be as bold as anticipated. Estimates have been lowered to about 60,000 loads, as against 93,000 loads last season. Shippers are becoming very reserved in action, and in many cases offers have been cancelled or the limit raised by from 3 to 4s.

Evaporated apples are scarce and firm but the new crop will soon be on the market. We quote the following prices:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05½	40-50s	0 07½ 0 08
70-80s	0 06 0 06½	30-40s	0 08½ 0 09½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS

	Per lb.		Per lb.
Tapnets	0 03½	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated	06½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06½ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 09 0 10
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03½ 0 04	Fards	0 08½ 0 09
Sairs	0 03½ 0 03½		

FOREIGN NUTS.

Cables from Messina say the crop of filberts is very small and that prices are not likely to decline. The present quotations on new crop filberts is 2c per lb. above last year's prices. Old filberts which were selling 1c cheaper, have moved up until the difference to-day is less than ½c.

Tarrogona almonds are following the course of filberts, advancing at the rate of about 1s per bag daily during the week. Buying has been active.

There is a good demand for almonds, cocoanuts and peanuts. Other lines are quiet. Prices remain unchanged. Our quotations are as follows:

Peanuts, green, per lb	0 08 0 10
" roasted "	0 10 0 12
" Spanish, green, per lb	0 09
" " roasted, "	0 10
" Japanese, green, per lb	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb	0 12
Walnuts, Grenoble, "	0 10
" Bordeaux, "	0 10
Filberts, per lb	0 10
Pecans, per lb	0 14 0 15
Brazils "	0 15
Cocoanuts, Jamaica, per sack	4 00

BIRD SEED.

The bird seed market is advancing as a result of the manufacturers having increased prices on lb. packets ½c per lb. We quote the following prices:

Canary seed, per lb	0 05
Hemp "	0 04½

Country Produce.

EGGS.

Eggs continue strong in price, and if anything are shading higher. Receipts

have been only moderate for the past week. The local demand remains brisk. Quotations given this week are 17 to 18c, although at the lower price eggs are only average in quality.

HONEY

The honey market continues firm and steady. Supplies are good in quality but not too big to meet the demand. A fair supply of old honey is being placed on the market. Prices remain unchanged. Following are our quotations.

Honey, extracted clover, per lb	0 07	0 07½
" sections, per doz	1 65	1 75

BEANS.

During the week under review the bean market has become stronger, although the price list remains unchanged. Our quotations are as follows:

Beans, mixed, per bush		1 25
" prime, "		1 35
" handpicked, per bush	1 50	1 60
" Lima, per lb	0 05½	0 06½

Green Fruits.

During the week under review only one car of California fruit put in an appearance on the local market, where at the present time Canadian fruit has the preference. Bananas are firmer; on account of the low prices ruling last week very few were on hand to meet the increased demand caused by speculators at the exhibition. All indications point to a heavy apple crop. Some dealers are inclined to believe that apples will be a drag on the market and will be sold just to cover expenses. W. B. Stringer & Co., agents for J. C. Houghton & Co., Liverpool, report S.S Saxonia selling at Liverpool 750 bbls., and give quotations on Gravensteins at 12s to 15s 6d.

The season for Indiana cantaloupes is practically over; trade is brisk with Canadian cantaloupes, which are selling at from 30 to 40c per basket. Canadian fruits are more prominent generally this year with the exception of Canadian peaches and plums. St. John's peaches, the first of the freestone variety, are beginning to arrive, and are selling at from $1 to $1.50 per basket; another brand known as the "common" is selling at from 50 to 75c per basket. Crawfords are not expected for ten or twelve days yet.

Canadian pears are arriving daily from all parts of the province. These pears appear to be of a fair quality. Canadian Bartletts are selling at from 40 to 60c per basket, and Clapp's Favorite at from 30 to 50c per basket. There are few changes to note since last quotations. A busy fruit market is expected during exhibition. Our quotations are as follows:

California late valencias, per box	4 50	5 00
Verdelli lemons, 300's, per box	3 50	3 75
" 360's, per box		3 50
Florida pineapples, per crate	4 00	4 50
Bananas, large bunches	1 00	1 25
Banana's, 8's, per bunch	1 00	1 15
Apples, Canadian, baskets	0 15	0 30
Limes, per box		1 00
Tomatoes, per basket	0 25	0 30
Watermelons	0 25	0 35
Cantaloupes, Indianas, per basket	0 50	0 55
Cantaloupes, Can, per basket	0 30	0 40
California peaches, per crate (4 baskets)	1 75	2 25
" plums	1 25	2 50
California Bartlett pears, per box	2 75	3 25
Blueberries, per basket	1 00	1 25
Black currants, "		1 25
Blackberries, per box	0 07	0 08½
Peaches, Canadian, St. Johns, per basket	1 00	1 50
" common, per basket	0 50	0 75
Lawton berries, per box	0 08	0 10
Pears, per basket	0 25	0 50
Sweet potatoes, double heads, per bbl		4 00
" cloth covers "	3 00	3 50
Plums, Canadian, "	0 40	0 75
Pears, Canadian, Bartletts, per barket	0 40	0 50
" " Clapps Favorite, per basket	0 30	0 50

Vegetables.

The supply of potatoes and onions during the week has been small. The demand is good and prices remain unchanged. We have added to our list red peppers, which are selling at from 75c to $1 per basket. We quote the following:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 15
Parsley, " "		0 20
Sage, per doz.		0 15
Savoury, per doz		0 15
Carrots, new, per doz		0 20
Beets, new, per doz		0 20
Rhubarb, per doz	0 20	0 25
Green onions, per doz	0 15	0 40
Green house water cress, per doz		0 25
Green cucumbers, per basket		0 20
Waxed beans, per bush	0 60	0 90
Cauliflowers, per doz	0 60	1 50
Green peppers, per basket	0 30	0 40
Red peppers, per basket	0 75	1 00
Michigan celery, per doz		0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 60	0 75
Green corn, per doz		0 10
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 85
Butter squash, per doz	1 00	1 25
Parsnips, per doz		0 30

Fish.

Trade on this market continues brisk. Locally the demand for this article will be good during the next two weeks, while the exhibition is on. Prices remain unchanged. Our quotations are as follows:

Halibut, "		0 12
Sea salmon, "		0 18
Whitefish, fresh caught, per lb		0 09
Haddock " per lb		0 06
Cod, steak " "		0 08
Perch " "		0 06
Trout, lake, per lb		0 09
Herring, lake, per lb	0 05	0 07
Pike, per lb		0 07

Grain, Flour and Breakfast Foods.

GRAIN.

After many weeks of excitement this market has settled down. During the week under review red wheat has slumped 2c per bush. Oats have advanced ½c per bush., and are now selling at 38½ and 39c. Otherwise prices remain unchanged. The demand is good and trade is moving briskly. We quote the following prices:

Manitoba wheat, Northern No. 1 "	1 10½	1 11
" " " No. 2 "	1 07½	1 08
" " " No. 3 "	1 05	1 05½
Red, per bushel, on track Toronto old	1 08	1 08½
White " " "	1 06	1 07
Barley " " "	0 46	0 49
Oats " " "	0 38½	0 39
Peas " " "	0 69	0 70
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " "	0 63	0 64

FLOUR.

The flour market has been steady during the week. The demand is good and trade brisk. Prices remain the same. Quotations are as follows:

Manitoba wheat patents, per bbl		5 30
Strong bakers "		5 05
Ontario wheat patents "	5 10	5 20
Straight roller "	4 80	5 00

BREAKFAST FOODS.

The market continues steady and the outlook is for an increase in demand. Prices remain unchanged. Following are our quotations:

Oatmeal, standard and granulated, carlots, on track, per bbl		5 05
Rolled oats, standard, carlots, per bbl., in bags		4 50
" " " " " in wood		4 75
" " " " for broken lots		4 90
Rolled wheat, per 100-lb. bbl		2 70
Cornmeal		3 35
Split peas		5 00
Pot barley, in bags		3 75
" in wood		4 00

SEEDS.

On account of the majority of people being engaged with harvesting the grain crop, the supply of seed has fallen off. Prices given for Alsick clover have advanced from $4.65 and $5.75 to $4.65 and $6. This advance in price is due to short supply, and prices will in all probability drop as the demand sharpens. Following are our quotations:

Alsick clover, per bush	4 65	6 00

Hides, Tallow, Skins and Wool.

During the week under review the tallow market has brightened. Since last quotations lamb skins and shearlings have advanced 5c. We quote the following prices:

HIDES

No. 1 green steers, per lb		0 09
" 2 " " "		0 08
No. 1 green, per lb		0 08½
" 2 " "		0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive		0 10
" " " 2 " " "		0 08
" " " 1 15 to 20 lb "		0 09
" " " 2 " "		0 07
Deacons (dairies), each		0 65
Sheep skins	1 00	1 25
Lamb skins		0 60
Shearlings		0 60

TALLOW.

Rendered Tallow, per lb	0 04½	0 04½

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 19	0 20
Pulled wools, super, per lb	0 20	0 22
" " extra "	0 21	0 23

QUEBEC MARKETS.

Montreal, Sept. 1, 1904.

Groceries.

BUSINESS locally, taken all round, is reported as satisfactory. Collections are fairly good. One wholesale grocer reported that he was much pleased with his returns. A comparison with the three preceding years shows his receipts from country points this August to have been far ahead of last year's, and he judges that business must look good outside. It is true that farmers have not had so much success with their cheese and butter as last year but in this district the hay and fruit crop have been good, which possibly equalizes matters. Teas are reported as being on the quiet side, in fact too quiet. Japans, low grades, have held some attention, Ceylon and India greens are dull and not much business going. China blacks do not obtain much if any attention. Sugar, on the contrary, is

must naturally follow that very high prices will rule during the coming season. Some B. C. and U. S. packers have in consequence of the position of the canning industry this season, withdrawn quotations. Tomatoes are reported as likely to be short in Quebec, though weather has been favorable in Ontario and that province is looked to as having to keep up an average pack. Prices of new pack may be looked forward to shortly now. Corn is scarce and high and stocks so light that not a case will be on hand before new pack is delivered. Sardines are higher as the run is not what was expected. Canned fruits are dull and uninteresting on account of the fresh fruit offering. We quote:

Fraser River salmon		5 75
Skeena "		5 65
River Inlet and Lowe Inlet salmon		5 35
Spring sockeye		5 00
Cohoes		4 00
Humpbacks		2 75
Tomatoes		1 05
Corn		1 25
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10½
Raspberries		1 47½
Lawtonberries, 2s		1 57½
Raspberries, black		1 42
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47½
Cherries, red pitted, 2s		2 30
Baked beans, 3s		1 03
3-lb. apples		0 90½
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES.	Per doz.
2's Asparagus Tips	$2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.	
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

New crop valencias are quoted at 17s f.o.s., 20s selected, and 21s for 4 crown layers. New crop currants for first direct steamers are offered at 13s to 14s 6d. Nuts are showing activity at the recent advances with exception of shelled walnuts, which are fully 8 to 10c per lb lower than this time last year. California prunes are ridiculously cheap, so cheap in fact that it does not seem possible they can go lower.

ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited

Hamilton, Ont.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

SITUATIONS WANTED.

A YOUNG man, good education, with several years experience in the tea trade, desires position in wholesale house or brokers; excellent references. Box 35, Canadian Grocer. (36)

SITUATIONS VACANT.

WANTED—Grocery salesman; young man, well posted in the grocery business; one accustomed to a country trade preferred, with some knowledge of boots and shoes. Apply personally, James Whimster, Aurora. (36)

AGENTS WANTED.

AGENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32tf)

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

FOR SALE

FOR SALE—OLD ESTABLISHED GROCERY, meat and liquor business; Hamilton: large trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason or retiring; the premises also for sale. Address P. O. BOX 27 HAMILTON. (36)

FOR SALE—Good grocery business, including dwelling; room for extension; post office in connection. Postmaster, Orr Lake, Ont. (36)

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision

Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

Watt, Scott & Goodacre report as follows:

Currants—There is considerable disappointment amongst importers and shippers' agents over the weakness that has developed in the Patras market. Present quotations are apparently below parity of currant bank absorption price, which was counted on to hold the market to an approximately minimum figure, below which, however, present quotations are. In present obscurity it can only be supposed that the decline in price is the outcome of a material advance in exchange.

Valencia Raisins—The weakness of the California situation is having no visible effect on Denia. Offers for first direct steamer to Montreal are only a few shillings below the basis of early shipments via Liverpool.

California Raisins—Low prices being made on coast and proving unattractive, except for seeded fruit.

California Prunes—Best Santa Claras of new crop, have touched a low record mark, and still as in the case of raisins, buyers are little attracted.

Valencia Onions—The crop is again of very good quality, but in quantity it will only very slightly exceed that of last year, which was early exhausted.

Filberts, tarragonas and shelled walnuts have all scored material advances this week, in their respective primary markets.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Business is reported as satisfactory. California fruit is selling high on account of the small arrivals. Pears have advanced 50 to 75c per box, with a good demand for this fruit. Plums advanced from 20 to 35c per box and peaches 25c. Canadian peaches sold from 35 to 45c per basket. There are of course clingstone plums from 40 to 60c per basket; pears from 25 to 60c; western melons from $1 to $1.25 per crate; Virginia sweet potatoes $5 per barrel and $2.50 per basket. There is very little demand for Canadian apples on account of California and Canadian small fruits still coming in freely and obtaining sales. Prices range from $1.25 to $1.75 per barrel, and 17 1-2 to 25c per basket of fancy apples. Bananas are very cheap, heavy arrivals having brought the market down. No. 1 are bringing 90c to $1.25 and for 8 hands 75c to 80c is the ruling prices. We quote:

Cocoanuts, per bag of 100	....	3 50
Canadian apples, in bbls	1 50	2 00
Pineapples, 24 to case	....	5 25
" 30 to case	....	4 50
Bananas	1 10	1 50
Bananas, red, per bunch	....	1 00
New Messina lemons 300's	....	3 75
" " 360's	....	2 75
Peanuts, Bon Tons	....	0 12
" Sun brand	....	0 11
" Diamond G brand	....	0 09½
" Coon brand	....	0 08½
New Brazils	....	0 13½
New potatoes, per bbl	....	2 50
Limes (100)	....	1 25
California peaches, per crate	....	1 65
California plums, per crate	1 25	2 00
Cantaloupes, California, per crate	....	6 50
Gooseberries, per basket	....	0 75
California late valencias, per box	....	4 75
Verdelli lemons, 300's, per box	....	4 00
Watermelons	0 25	0 35
Raspberries, Canadian	....	....
California Bartlett pears, per box	....	3 50
" per half box	....	1 65

Vegetables.

Trade is tolerably active and in some lines prices show a receding tendency. Radishes are off 5c this week, cabbage 10 to 15c and Canadian celery 10c lower than last quotations. Supplies of cucumbers are coming in a little better. Waxed beans are up to $1.25 per bushel. Virginia sweet potatoes being $5 per barrel and $2.50 per basket. We quote:

Egyptian onions, per sack	....	2 00
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb	....	0 30
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savory, per doz	....	0 15
Carrots, new, per doz	0 25	0 30
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 20
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green peas, per bag	....	1 50
" cabbage, per doz	....	0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush	....	1 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 45
Canadian new potatoes, per bush	0 90	1 10
Michigan celery, per doz	....	0 40
Canadian celery, per doz	....	0 35

Fish.

Business in fresh fish is picking up, possibly owing to the return to city of the citizens from the country and seaside resorts. Dore and pickerel are still very scarce, but by September 15 the shipments from Lake Winnipeg will ease prices. In dry salt fish the usual demand for this time of the year prevails, but indications are that higher prices will rule in the near future; a good foreign market and scarcity of catch assisting to this end. The oyster season has opened and first shipments of "bulk" will arrive this week; as usual they will be readily used up for first goods. Opening prices are in the region of $1.40 to $1.50. Shell oysters will not likely reach here before September 24, as the season opens on September 2nd. Arrivals will be by express and price no doubt high. We quote:

Haddies		0 07½
Smoked herring, per box	0 17	0 18
Fresh haddock, per lb.	0 04	0 04½
Pike, " round and dressed	0 06½	0 07
Halibut, fresh, per lb.		0 11
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 14	0 15
Fresh steak cod	0 04½	0 05
Lake trout, per lb		0 08
Whitefish		0 08
Dore		0 09
Fresh mackerel		0 10
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl		4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian ¼ sardines, per 100	3 75	400
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal.	1 40	1 50
Selects		1 75

Country Produce.

EGGS.

The market continues firm and good prices are ruling. Export business is dull, prices being too high to warant exporting. English advices to hand indicate values there as being higher, but before any profitable business can be done a considerable enhancement has yet to be made abroad. A few small shipments have been made to England during the week with little or no margin of profit. Prices at country points are gradually advancing. Quotations locally for straight goods are 16 1-2 to 17 1-2c, selected 20 to 21c, and No. 1 candled, 17 1-2 to 18c.

POTATOES.

The market has turned somewhat steadier in tone and a fair amount of business is doing. Sales of car lots for delivery this week as noted at 85 to 90c per bag of 90 lbs. Smaller quantities are selling at 95c to $1 per bag.

BEANS.

Beans are very firm and indications point to higher prices. The syndicate seem to have the crop in good shape for steady and higher prices. In car lots to-day for choice prime quotations are $1.30 to $1.35. In less than car lots $1.40 to $1.50; primes, $1.40.

HONEY.

There is good inquiry for buckwheat and fair business is reported. A fair supply of extracted and clover comb is reported with slow demand. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

A steady market is reported but little actual business. We quote:

Maple syrup, in wood, per lb.	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb.	0 07½	0 08
Pure Beauce, county, per lb.	0 08	0 09

HOPS.

A slow demand is reported. We quote:

Choice	0 30	0 31
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

No advance is noted this week. The market is firm thought quiet. It is difficult to indicate prospects of a further advance owing to the conflicting rumors as to the Manitoba wheat crop; a more optimistic feeling pervades the trade since the rust scare has been generally discounted very materially. We quote:

Manitoba spring wheat patents	5 25	5 50
" strong bakers'	5 00	5 20
Winter wheat patents	5 00	5 10
Straight rollers	4 75	4 80
Extra	4 10	4 20
Straight rollers, bags, 90 per cent.	2 40	2 50

ROLLED OATS.

The market is steady and any business doing is for small lots. We quote:

Fine oatmeal, bags	2 10
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, "	2 55
" brls	5 00

FEED.

The market is strong and a good demand for mill feed is reported. We quote:

Ontario, bulk	16 50	17 00
Shorts	18 00	19 50
Mouillie	22 00	28 00
Ontario bran, in bulk	16 00	17 00
" shorts	16 50	17 50
Manitoba bran, in bags	17 00	18 00
" shorts	19 00	20 00

HAY.

A good business has been doing in new hay for local account. Several cars were sold at $7.50 on track, while a few cars of old brought $8 for No. 2 and $8.50 for No. 1. We quote:

No. 1 timothy	8 50	9 00
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

NEW BRUNSWICK MARKETS.

Office of THE CANADIAN GROCER,
St. John, N.B., Sept. 3, 1904.

WITH the first of September Fall business may be said to be well under way. The continued strength in the flour market has been a matter of much interest. The new regulations received from the Customs Department referring to molasses must affect this business considerably throughout Canada. It will practically put a stop to the shipping of West India molasses into Canada via American ports. It is a question if New Orleans molasses can be shipped into Canada except from Southern ports, if it is to get the best rate of duty. The regulation reads that goods must be shipped from the place of production or its shipping port. The Inland Revenue Department is also looking closely into the quality of all molasses offered for sale.

Sugar remains firm. Cheese has shown a firmer tendency and already higher prices are asked. Fish is still high. Lard has at last gone up and the outlook is firm. Cream of tartar continues steady. Soda, in which there has been an entire change in the method of business owing to American firms having been given the control of the market on this side of the water is much higher in price. Keg business has always been large here but the people doing the business at the present time will without doubt make every effort to make this a package soda market. Already there is a large demand for package goods. Rice is unchanged.

Oil.

There is already a noticeable increase in the consumptive demand for burning oil. Prices are unchanged. Lubricating oils are also unchanged, and only a fair busness is reported. In paint oil only a limited demand is reported, though the firmer feeling in linseed oil has tended to more free buying. Turpentine is unchanged. In cod oil rather lower prices rule.

Salt.

In Liverpool coarse salt there is a marked improvement in the demand. Stocks in store are moving freely. A cargo now due is nearly all sold and there is a further cargo afloat. Prices are firmer and ex-store prices have been

advanced. The best season for Canadian salt is practically over.

Canned Goods.

Owing to a change in the method of doing this business there is much less excitement in canned goods than a few years ago. There is, however, more profit to the dealer, which is perhaps after all the important matter, although not the same chance to push business. Those buying outside of the association have been much better served than last year, there being no trouble in securing full supplies of all lines. Lobsters have been a light pack. Salmon is firm and meats continue unchanged. In gallon apples, the market is being supplied by local canners, the demand being but fair. Blueberries are lower than last year. Canners of sardines are feeling more encouraged. For sometime they got no fish but now they are having a good run.

Green Fruit.

Apples are plentiful and domestic fruit cheap. Quality as yet is only fair. For the higher priced American fruit buyers will not pay the figures asked. Oranges are high and a fair sale is reported. Lemons are unchanged with sales light. Pears are selling freely, for best stock prices rule rather firmer. California plums are plentiful and low. In peaches only a fair business has been done. Ontarios are now offered. In melons sales have been light. Bananas are plentiful.

Dried Fruit.

Currants have interested the wholesale trade during the past week. Prices declined about 2s after opening and dealers bought freely, chiefly package goods. The California market in both raisins and prunes is unchanged at the low figures. Sales of malaga layers are growing less each year. Very little will be done this season in valencias. Dates will be low. In figs buyers are not purchasing as freely as last year, quite a few having been carried over. Evaporated apples have shown light sales. Valencia and American onions are being received on the market.

Sugar.

The market is firm at the advance. Business has been large. Full stocks are carried.

Fish.

In fresh fish the market has been rather better supplied. While dry cod fish are more freely received prices are still high. Some pickled bay herring have been received; there is a good demand for them and full prices are asked. Shad are very scarce. In smoked herring the market is bare.

Flour, Feed and Meal.

Business in flour has been very active. Prices have continued to advance. In oatmeal while the high price is still held, buyers are hoping for lower figures with the coming season. New oats are quoted but so far the market has been quite bare.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, August 25, 1904

TRADE conditions during the past week have been good, and the prospects for Fall business are very satisfactory. An impetus was given the general trade this week by the holding of the annual convention of the Canadian Medical Association in this city. It brought over 500 strangers to Vancouver, who have filled up the hotels, and are spending the whole week seeing things and buying.

Business with the Yukon has practically closed for the season, though late shipments will be rushed in the same as ever. Local merchants obtained a large proportion of what was going, and while the total may not have been as large as in former years, yet the trade was considered very satisfactory.

In local prices there is not much to note. Coffees are very firm, with a prospect of an advance. The tea market has no new features, while spices are unchanged. Cured meats, however, show a firmer tendency, and hams and breakfast bacon have gone up a cent per pound. Eggs are higher, eastern fresh eggs having advanced from 1 to 1½c per dozen. Butter, lard and cheese are unchanged. Flour is very firm and another increase is looked for in addition to the 20c per barrel raise recently inaugurated.

* * *

The first Crawford peaches from the Ashland District, California, arrived this week, and are going at $1.10 to $1.25. A car of peaches from Washington also arrived yesterday and command 90c to $1. These are for preserving and are in considerable demand. In fruit generally stocks are good. Apples are more plentiful, and the price of native fruit has fallen. California Gravensteins are worth from $1.75 to $2 per box, the price being well maintained. Plums from the south are $2, while the local variety are 50c to 75c. The crop here is not good this year, and while some of the product is very good, some of it is very inferior. Watermelons from Lodi, California, go at 20c and 25c. Pears are a little cheaper, $2, and tomatoes are also coming down.

R. P. McLennan, of McLennan, McFeeley & Co., of this city, has returned from a trip to the firm's houses in Dawson, and brings latest news of business conditions in the north. He says that Dawson will become the distributing centre for the new Tanana mines on the Alaskan side of the boundary in the Yukon Territory. General conditions were good, he said, though 8,000 tons less of merchandise went into the country than last year. In a sense this would prove a benefit to the merchants. The dealers in the north have been overstocked, and a shortage of supplies will enable them to get rid of the goods they already have on hand. The big rush for the Tanana gold fields caused a heavy demand in that district. Every steamer leaving Dawson was crowded with passengers, and had on large cargoes of goods.

* * *

Hon. Raymond Prefontaine, Minister of Marine and Fisheries, left for the east on Tuesday morning, and the people of the west feel that much good will result from his personal inspection, especially in connection with the salmon fisheries. He arrived, fortunately, in a bad year, and was able to see just how bad things had become. With a pack of about 60,000 cases all taken, the season has been a disastrous one, but he has taken steps to have a closed season enforced from August 25 to Sept. 15, as well as for the immediate installation of a hatchery at Harrison Lake. These will be the first steps, and it is expected that in a few years by scientific propagation and careful conservation the salmon fishing will be good each year. Such results were accomplished on the Columbia river, where the fishing had gone down to nil, but where this year, which has been a very bad one on the Fraser River and Puget Sound, has been good there. The reports from the Skeena River up to August 8 were that 110,000 cases had been put up. The season in the north has been better than on the Fraser, though in Alaska it was none too good.

SUGAR FIVE CENTS HIGHER.

On Thursday afternoon just as we went to press an advance of 5c per 100 lbs. was made in the price of all grades of sugar, in sympathy with outside markets, a sale having been made in New York at 1-16 advance, while in London cane sugars advanced 2¼d.

HINTS TO BUYERS.

A light good-flavored cane sugar syrup in half barrels may be obtained from H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, have a lot of particularly good currants in fine Filleatras, Patras and Vostizi kinds.

Call and see the Heinz exhibit near the north entrance Manufactures building at the Exhibition.

H. P. Eckardt & Co., have some excellent values in Trinidad and Barbados grocery sugars.

The sales of Ludella Ceylon tea has increased very rapidly during the past few months. This tea is fast becoming a leader in popularity in this market.

FOR SALE.

FOR SALE — Established grocery business Eastern Ontario town, 6 doors from post office; light stock; good reasons. Apply Box 171, CANADIAN GROCER, Toronto. (36)

Ask for TODHUNTER'S

Pure Coffees, Pure Spices, Cocoas and Chocolates.

Todhunter, Mitchell & Co.

7 Front Street East, Toronto

"BORDEN"

means THE BEST

"Eagle" brand **Condensed Milk** and
"Peerless" brand **Cream.**

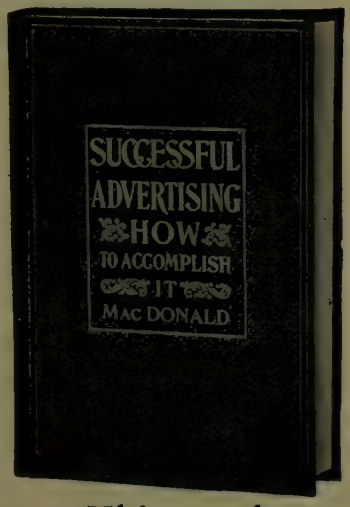
Your stock is wisely selected if these **2** brands are on your shelves.
Once a sale is made it is easy doing business with your customers.

For sale by all Canadian jobbers.

WM. H. DUNN
AGENT, MONTREAL

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO. St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

It is worth something to you



This Book

will be mailed, postage paid to any address in Canada upon receipt of price $2.00.
Its sale in the United States has been phenomenal.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co., Limited
10 FRONT STREET EAST :: :: :: TORONTO

WHITE SWAN MILLS
Old Upper Canada College Grounds
TORONTO

We will appreciate the opportunity of personally meeting our many friends who will visit Toronto during the Exhibition Season, and will be glad to extend every courtesy. Our latch string is on the outside.

The ROBERT GREIG COMPANY
LIMITED

1842 **Prunes** 1904

Talking about PRUNES

We forgot last week to mention
that we had still a few on hand.

HERE THEY ARE

1,000 Boxes Prunes
"Santa Clara" GRIFFIN & SKELLEY,
90-100, 25-lbs. boxes - - $1.00

How many boxes do you want?
Don't hesitate, this is a real **bargain.**

Vinegar Vinegar

We can offer

20,000 Gallons VINEGAR "Full Strength."

Owl 1 star, 80 grains.
Owl 2 stars, 90 grains.
Owl 3 stars, 100 grains.
Owl 4 stars, 117 grains.

Barrels, Half-Barrels, Kegs and D-Johns.

The **Purest,** the **Finest** and **Best** brand of Vinegar. Freight paid all over. One pump given free with each hundred gallons order.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, MONTREAL.

Sole Agents for "Dubonnet" Tonic Wine and Saint-Louis Vichy Water.

MANITOBA MARKETS.

Winnipeg, August 27, 1904.

THE effect of rust on the grain has been greatly exaggerated, for even through Holland district, where the crops have suffered most it will not average more than about 25 per cent. There has been a slight frost through Moosejan and Regina, the only places that suffered in all the west, and the Assiniboia crop is most magnificent. Nothing but an untimely frost can prevent a satisfactory year.

Business has been bright for the past week and all markets have been well maintained by a fairly good demand. The flour market has again advanced 10c all around.

Sugar—The market is firm with prices steady, quoting Montreal granulated at $5.25 per barrel and $5.15 per sack; yellows, $4.65; Wallaceburg, the market quotes at $5.15 in barrels and $5.05 in sacks.

Evaporated and Dried Fruits—The market continues firm, 1904 stock of evaporated apples, choice quality, are quoted at 13 1-2c per lb. New stock evaporated apples will not be available before November.

Canned Vegetables—The market is firm in all lines; new stock of canned beans are now on the market and are quoted at $1.80 to $1.90 per case; canned peas are also available, the market quoting them at $1.90 per case.

Coffee—The market is firm, quoting No. 5 green Rio, good quality, at 10 1-4 to 10 1-2c per lb.

Flour—The market has again advanced 10c and No. 1 is now quoted at $2.65, No. 2 at $2.55 and No. 3 at $1.90.

Rolled Oats—The market is steady and prices are firm, quoting 80-lb. sacks at $2.25; 40-lb sacks at $2.35; 30-lb sacks at $2.35; 8-lb sacks at $2.65, and 6-lb sacks at $2.85.

Canned Fruits--The market is fairly firm for all lines of new stock canned goods now available, quoting strawberries at $3.25 per case; raspberries at $3 per case of 2 dozen. Jams have advanced slightly and the market quotes both Upton's and Aylmer's pail jams at 47 1-2c.

Green Fruits—The market is still very active. Oranges are quoted according to quality from $4.50 to $5.50 per case, lemons $5 per case, bananas $2.75 to $3 a bunch, Ontario pears 85c per basket, Ontario apples 40c per basket, and Ontario tomatoes 85c per basket. California peaches are quoted at $1.50 per crate, Washington peaches at $1.25 per crate, Washington pears at $2.50 per case and Washington plums at $1.50 per crate. Ontario apples are now quoted at $3 50 per barrel. American apples are off the market. California grapes, the market quotes at $3.50 per crate, and watermelons, $3 to $4 according to size.

Sure Money

Grocers are looking to-day to the manufacturer for Money Makers. A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef

will repay the trouble.

This line is a Money Maker. Everybody comes back for more.

TRADE MARK
This design a guarantee of quality.

FIBRE WRAPPING PAPER
STRONG, TOUGH AND STIFF
Will Carry a l Kinds of Packages Safely to Destination.
WRITE US FOR SAMPLES AND PRICES
CANADA PAPER CO.
Toronto LIMITED Montreal

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

Japs that are Sure Winners.

Some time ago we picked up a few lines of Japan Teas consisting of about three hundred packages, which we consider exceptional value; ranging in price from 15 cents to 18 cents per pound. They are sure winners and would help tone up your tea trade. Ask our travellers about them or send for samples direct.

Ceylon Blacks and Ceylon Greens—we can also show you samples that will interest you.

The R. & J. H Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

COMMERCIAL TRAVELING IN CANADA

Special to The Birmingham Daily Post.

THE following is a rejoinder to Mr. P. B. Ball's contribution to the columns of the Birmingham Daily Post, on the subject of "Commercial Traveling in Canada," which was reproduced in last week's issue of The Canadian Grocer :

Mr. P. B. Ball, the Canadian commercial agent in Birmingham, is by common consent a genial and estimable gentleman, but, to judge by his letter of July 15, logic is not his strong point. Probably this quality is not essential to the discharge of his official duties, but it is desirable in a journalistic controversy.

In the article which I contributed to the Daily Post under the above heading, the point upon which of all others I laid the most stress was the fact that the British manufacturer had largely himself to thank for the humiliating position of British trade in Canada to-day. I dwelt upon the long neglect of that market by our traders at home, whereby the Canadian had been driven into the arms of the American, and I was particular to say that the Canadian could not be blamed for this result. I stated that we had much leeway to make good before we could catch up with the Yankee; I shattered the fallacy that the Canadian was willing to buy English goods merely because they are English; I warned old-established firms at home not to presume upon their mere reputations to provide them with gratuitous passports to the Dominion's markets; I summed up the situation in the words that "Canadian trade was not an overripe apple, ready to fall into the first British jaw that chose to open for it." Finally, I emphasized the point that my strictures did not apply to those trades in which regular business was being done, and that my advice was offered only to such firms as were contemplating their initial journeys to Canada.

Patriotism.

Now, what is the Canadian commercial agent's rejoinder to all this? Speaking of my, to him, unknown individuality, he says: "No doubt he thought that he would be able to sell his goods amidst the waving of the Union Jack and the singing of the National Anthem. He believed that anything that sold in Great Britain or any Continental country was quite good enough for Canada. What did he think we were going to do; sit and suck our thumbs?" And he sums up, "In spite of the gentleman's remarks, there is a large business to be done if the British will go after it and make what we want, but it is useless thinking he can sell any old thing just because it is British."

All this is a corroboration of what I myself have said, but, in the temper of a Mrs. Caudle, Mr. Ball scolds me for having said it. "Argument" of this kind is puerile. But it is very characteristic of the official commercial agent. It is quite in the style of those precious lucubrations, the trade reports, which, at the bidding of the foreign office, are periodically sent home by those well-meaning gentlemen, the British consuls abroad, to teach British merchants and manufacturers the first principles of business.

Mr. Ball's other rejoinders are for the most part on the lines of the above quoted examples. I have written that "In Canada—as elsewhere—patriotism stops short at the pocket," but Mr. Ball conveniently ignores the words "as elsewhere," and construes my remarks into a special disparagement of Canadian patriotism. I had elaborated the point that the Canadian's "loyal feelings to the Old Country prompt him — all other things being equal—to favor England as against the foreigner." "What more can any fair business man want?" is Mr. Ball's querulous comment upon what was obviously a tribute from myself to Canadian loyalty. "The writer of the article," says Mr. Ball, "sneers at our modest little 10 per cent. preference. He evidently expected he would get 33 1-3 per cent. How high did he think our tariff was?" For Mr. Ball's benefit I may say that I was myself perfectly posted up beforehand as to the tariff. But as I know, that there is in England a certain amount of misapprehension on the subject, I endeavored to explain its precise bearings. My words were intended to show that the preferential tariff must not be expected of itself to transfer Canadian import trade to British hands, and I venture to think that they would be so understood by the ordinary reader.

Proximity to the United States.

Similarly, Mr. Ball misinterprets my remarks as to the proximity of the American manufacturing districts to Canada, and the advantages which that proximity confers on the American. He indulges in some humerous remarks about a Yankee porter, "handing packages across the border at no expense," and goes on to state that "it costs as much to send a ton of stuff from Pittsburg to Toronto as it does from Liverpool to Toronto." Possibly so, but the Birmingham manufacturer has first to get his ton of stuff from here to Liverpool and then on board ship there, which is no small additional item. Moreover, when one is speaking of the influence of "proximity" in international trade, one has other things in mind besides the actual cost of freight. There is the ease and cheapness with which travelers can visit the adjacent country; there is the rapidity of postal intercourse and of goods transit—all of which are very important factors in export trade. It costs no more to send "a ton of stuff" from Hull to Antwerp than from Dusseldorff to Antwerp, but does Mr. Ball suppose that the proximity of Rhineland or Westphalia to Belgium does not give the German manufacturer an advantage over his competitor from the English Midlands? All these considerations are well understood of business men, although they may not be obvious to an official commercial agent.

I stated—Mr. Ball says I "complained," but that is a way he has—that in their system of railways, sanitation, lighting, heating, cooking, and other things, the Canadian adopts American plans and patterns. This was written in order that intending British exporters might know what to expect. I admitted that it was a case of the operation of the inexorable law of gravitation. But Mr. Ball makes my remarks the text for a homily to the Englishman on the antiquated fashion of his cooking ranges and his cast-iron pot. As a business man I admitted that in many directions we English have to meet the "handier notions and cleverer patents of the Americans," and Mr. Ball is welcome to his little chuckle over this admission. No one could complain of this, but every Englishman traveling in Canada observes with regret the Canadian tendency to adopt an American habit, mannerism, or system, merely because it is American. As an example, take that abomination, the American pattern sleeping car, which is in use through the Dominion, and which

The quality of **BLUE RIBBON CEYLON TEA** has never been discredited, and quality is the **supreme test** of a tea's worth, therefore, grocers who look for **quality in a package tea** find it in

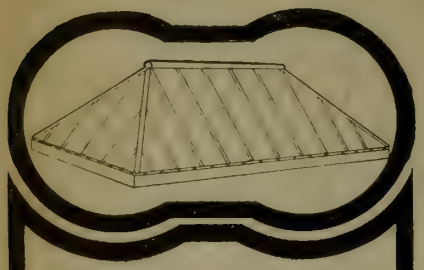
Blue Ribbon *Ceylon* Tea

"Blue Ribbon" is worthy. **Push the Red Label 40c., worth 50c.**

Luck may bring you a prize in a lottery, but it will never get you the best trade of the town. This is largely begotten by a **confidence** in your good judgment. You can start things by recommending Chase & Sanborn's Coffees to your **particular** customers.

CHASE & SANBORN

The Importers, Montreal



Metallic Skylights

The acme of Skylight perfection!

We make them from hollow bars of Copper or Galvanized Steel—in styles and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

METALLIC ROOFING CO., Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

BROCK'S Bird Seed is Prepared by Men Who Love Birds.

SEND FOR FREE SAMPLES.

NICHOLSON & BROCK, - TORONTO

is designed to secure the greatest misery to the greatest number, combined with the minimum of decency. Doubtless it all comes of "proximity."

"Mr. Ball confesses that he "does not know the nature of my business;" it seems to him to be "something in the household furnishing line." So, for the information, not only of Mr. Ball, but of other of your readers, I may say that the nature of my business is one into which the element of design and style enters very largely, and I have enjoyed opportunities of judging the standard of taste in many countries. In Canada I found that standard below that of this country, or of the more artistic nationalities of the Continent. I found that some of the best productions of some of the best makers in England did not appeal to the Canadian tastes. And when, on comparing notes with other travelers, I found my own experience corroborated, I recorded my opinion that in certain artistic trades—which I enumerated—"the trend of taste in Canada was to the light and flashy." Hereupon Mr. Ball proceeds to indulge in abstract generalisations on the folly of British manufacturers in "putting a ton of metal in an article when half a ton will do." It is the old hardy-annual, the consular report in a new guise. The hand is the hand of Mr. Ball, but the voice is the voice of the official commercial agent, which is very like unto that of the parrot.

Expense of Travelling.

With regard to the expense of traveling, Mr. Ball's figures are interesting, but his line of reasoning is, logically speaking, beside the mark. Railway fares are in point of mileage slightly lower than here. But in no European country—Russia alone excepted—are important towns so far apart. This geographical fact, coupled with the slowness of the freight traffic, renders a business journey with heavy samples a very costly undertaking, despite the rebate obtainable under the Commercial Travelers' Association—of which, I may incidentally inform Mr. Ball I duly availed myself. "Hotels are excellent but high priced," I had said. It is a pity Mr. Ball could not let this inoffensive statement pass. Instead, he enters upon a long dissertation to show that if a commercial traveler in England were to put up at, say, the Carlton or the Savoy, it would cost him quite as much as in the best hotels of Toronto, Montreal, or Quebec. No one doubts it. "Everything is table d'hote," he says. "And a bill of fare is put before the traveler which could not be got for three times the money in Great Britain." That is also true. The mere reading of a Canadian menu will give a European an attack of indigestion. If a man could but eat half what is offered for his choice the Canadian hotel would, I admit, be the apotheosis of cheap feeding. But, it is just this dearth of good moderate-priced hotels, this obligation to board on the so-called "American plan," that makes Canada so costly a ground from the commercial traveler's point of view.

Duty on Samples.

To my charge of rapacity in the levying of duties, Mr. Ball's only retort is the lame one that "all travelers have to pay this, no matter from what country they come." It is but a negative satisfaction to the British commercial to know that his Yankee rival is rooked to like extent. Mr. Ball likens the annoyance to that of the Canadian having to pay duty on entering England with a broken pound package of tobacco. But the parallel does not hold good; the tobacco is a dutiable article in England and is going to be consumed in the country. The samples going into Canada are only for the purpose of showing, and, if not sold there, the duty paid on them should be recoverable when they are taken out of the country. This is a concession to commercial travelers that is granted by the most protectionists of European States, as also is the exemption from duty on one's traveling cases and trade catalogues. "Had I been willing to take a little advice," Mr. Ball says, "I should have gone with the invoice of samples and packages and 'might probably have paid a little less.'" The single quotation marks are my own: the delightful vagueness should not be missed by anyone who may be thinking of taking "a little advice." But it would be interesting to me personally to know upon what grounds Mr. Ball assumes I was such an ignoramus as to go to Canada without taking a certified invoice of my samples and packages.

Mr. Ball is good enough to offer me his "most sincere sympathy" upon what he calls the "failure" of my visit to Canada. I was not aware that—beyond describing certain difficulties with certain classes of goods—I had given any indication as to the success or otherwise of my visit. My article embodied the experiences of many other men with my own as, in fact, I mentioned. I described certain conditions existing in Canada, and certain characteristics of Canadian business men. My criticisms were levelled at least as much at my own countrymen as at the Canadians. But, according to Mr. Ball, it seems my conclusions are wrong, my experiences of no value, and all because I would not take "a little advice." He has no difficulty—consuls and official commercial agents never have—in showing how easily the trick may be done. All that the British manufacturer has to do is to change his methods of production, alter his patterns, cut down his prices; then, if he will take "a little advice" and a great deal of money, he may go out to Canada, and—so Mr. Ball assures us—"there is no doubt that he will do business." It is true that under the aegis of the tariff the Canadians may take—as Mr. Bell tells us they are in the habit of doing—"what they consider the best ideas and manufacture them for themselves." But that is an after consideration.

CORRESPONDENT.

New Season Salmon in Store

"Red Buoy" and "Red Shield"

Highest grade rich, red SOCKEYE fish, selected pack, flavor unsurpassed.

WARREN BROS. & CO.
TORONTO

You won't feel like this man if you use

HIRES' ROOT BEER

The best and most refreshing drink for warm weather.

For sale by all first class grocery and drug jobbers.

If they don't carry it in stock when you order write direct to

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

Who Ever Heard of Such a Grocer?

Have you ever known a grocer who went back to soaps and sodas, **Household Ammonia** Powder?

Ever even heard of one?

"No" to both questions, for they don't go back.

We have a retail grocer who, up to 18 months ago, never expected to make anything out of his soaps or sodas. Said he had resigned himself to it as one of the fixed conditions of trade.

Real reason is that soap prices are all cut to pieces by departmental and bargain counter stores.

To-day he makes a splendid profit on it. He now regards it as one of the safely profitable features of his business.

Who performed this miracle? It wasn't a miracle—he simply started to sell Household Ammonia in cartons. He escaped the labor and got back his profit.

You ought to think a good while before you turn this carton proposition down.

CLEAN, SANITARY CARTONS THAT PRESERVE STRENGTH AND FRESHNESS. 1½ LB. CARTONS TO SELL AT 10c. AND 10 OUNCE CARTON TO SELL AT 5c.

GORMAN, ECKERT & CO.
LIMITED,
LONDON, CANADA.

Dealers and Makers of Grocers' High-Class Specialties.

COWAN'S PERFECTION COCOA

(MAPLE LEAF LABEL ON EVERY TIN)

THIS IS THE FINEST, MOST NUTRITIOUS AND MOST DIGESTIBLE COCOA IN THE WORLD.

Cowan's Milk Chocolate

MADE IN CANADA OF PURE CANADIAN MILK WITH ALL THE CREAM IN IT.

Cowan's Cocoa, Chocolate, Cake Icings, Etc., are absolutely pure.

THE COWAN CO., LTD., TORONTO.

JOPANESE FISHING SCHOOL.

JAPAN's foresight, energy and industry have, in no line of effort, been so marked as in the development of her fisheries. As early as 1882 the fisheries of the Empire underwent associated direction, and it became the concern of the leading men of the then infant industry to further its expansion by a system of enlightened instruction. In 1888 the Minister of Agriculture established the first school at Tokio, and today there are in the Empire the following: One school of instruction in marine and freshwater products, sustained without government aid; twenty-five experiment stations under state subvention; three fishery schools also assisted by the state; twenty-one subsidized schools for the fullest instruction in all that appertains to the preparation or to the gathering of the varied harvests of the waters. In the principal of these institutions the students undergo a three years' course of instruction; the first year in fish culture, sea and river fishing, ichthyology, botany, chemistry, physics, drawing, foreign languages, etc. The second year they study the mechanical arts, boat building, navigation, tin working, fishery jurisprudence; the third year being largely practical instruction, the Government furnishing a number of fishing vessels, each comfortably accommodating twenty-four students, besides the crew, the fishermen and the teaching staff. Among the facilities of instruction are colored representations, in the highest style of art, of ninety-six fishes, in most instances life-size, also a text-book for fishermen, fully and clearly illustrated. Norway, Germany and Holland have likewise schools of fishery instruction, but not upon Japan's impressive scale.

The steadily increasing development of Japan's fisheries challenges our interest, for her enterprise extends to foreign waters.

Ere debarred by restrictive legislation, Japanese fishing boats operated largely upon the Skeena and Fraser Rivers in western Canada, and also in Australian waters, the alert, quick-witted, knowledge seeking little Oriental apparently finding everywhere a field of profitable activity.

In 1899 Japan had 400,000 fishing craft in service that directly or indirectly gave employment to 3,338,000 persons,

Montreal store window advertising a popular commodity.

or about a twelfth of the population. The total value of the product was 70,761,846 yen, against but 44,527,645 yen in 1895. Until very recently Japanese exports to Europe and America were substantially limited to fish oil and pearl shells; but to-day her salt and smoked fish have found a lodgment in European markets with an assurance of a future extensive sale. At the great Russian International Fishery Exposition Japan's exhibit excited exceptional interest; her display, among various other marine products, including sea weeds furnishing glazing or stiffening materials for textile and other fabrics, specimens of pearl shells, worked and unworked, salted salmon roe, canned oysters and mussels, eels in oil, also sardines, fish puddings, codliver oil of exceptionally fine quality, etc.

Japan is no longer like a girl at her first ball, waiting anxiously to be noticed; the throng thickens about her, and she is to be reckoned with.—Pacific Fisherman.

COMPANIES INCORPORATED, ETC.

The Anglo-Canadian Cold Storage Exchange, Toronto, with share capital of $1,500,000, has been incorporated to carry on a cold storage and warehoule business. The provisional directors are W. Griffith, L. Sterne, L. W. Just, and J. McGregor, all of Toronto, and A. J. Forward of Ottawa.

The Whaley Automatic Smoke Preventer and Fuel Saver Co., Toronto, with share capital of $125,000, has been incorporated to manufacture and deal in smoke consumer and preventer and fuel saving devices. The provisional directors are J. T. Eastwood, N. W. Tovell, E. E. Wallace, J. H. Hallett and F. Hodgson, all of Toronto.

The Young Grain Co., Winnipeg, with share capital of $300,000, has been incorporated to operate grain warehouses, elevators, milling property, etc., and deal in grain and produce. The provisional directors are the Hon. F. McNaugton Young and T. Buck, both of Killarney, Man.; C. A. Young, Winnipeg; D. D. Young, Dunrea, Man., and F. W. Young, Boissevain, Man.

A firm of lumber importers in the Canary Islands has written the Department of Trade and Commerce, Ottawa, asking to be put in communication with Canada manufacturers of basswood for making baskets or boxes to hold tomatoes, sweet potatoes and bananas.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

Keep both hands

on the business you have and increase it by selling

MOTT'S CHOCOLATES and COCOAS

—always satisfactory to the consumer
—and profitable to the dealer.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product, no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, **BOSTON, MASS.**

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS

OTTAWA,——————CANADA.

There are Some Grocers

—Good Grocers—

that are reluctant to experiment with new lines. Their caution occasionally prevents them from handling some goods of superior merit. With some it may-be that our

Perfection Cream Sodas

are looked at askance. We assure such, and others assure us, that these sodas are unequalled for crispness, quality and flavor.

Order couple cases.
3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.
BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

MOLASSES TRANSPORTED IN TANK STEAMERS.

IN view of the fact that Russian refineries are contemplating the transportation of raw beet sugar molasses to this country by means of tank steamers, the following item taken from the New England Grocer is of particular interest:

"The molasses business in the past years has undergone changes like all other commercial enterprises. There was a time when all these goods were handled in packages from the size of a nail keg to the familiar hogshead, but within the last few years enterprising transportation companies have been carrying molasses on shipboard in tanks similar to those used for the transporting of oil. It is customary for certain lines to charter their vessels in the oil carrying trade during the greater part of the year, but during the spring to use a certain number of these vessels in the molasses business for the purpose of transporting goods from Cuba, Porto Rico and the Islands of the United States. This of course takes place only in the spring or during the season, as it is called.

To the uninitiated the thought of carrying molasses in vessels principally used for oil seems somewhat unpleasant, and the usual question is what deleterious effect the oil has upon the molasses. Strange to say, it is a fact that there is very little danger of the oil injuring the molasses. The trouble has always been that the molasses seems to injure the oil. However, there is very little chance of any action of either the molasses on the oil or oil on the molasses, for at the end of each trip these vessels are very carefully and thoroughly cleaned. The usual method is to batten down the hatches, fill the tanks with live steam and then after a certain period to scrub and wash down the tanks thoroughly by hand, and it is a fact that in the case of molasses not the slightest trace of the oil can be detected.

The purpose of handling molasses in tank ships is many sided, but all features of this class of trade tend to the same object, that of saving money. In the first place there is a great saving in the first cost of the packages, which may amount to many thousand dollars for a small cargo. The cooperage of these packages when they have been discharged from the vessel to the wharf is another large item. The cost of handling, both in loading the ship and in discharging the ship is an item which is reduced to a small matter where the cargoes are handled in bulk. If the old 'saw' that 'Time is money' holds good there is certainly a large saving in this respect, as a cargo of molasses, say of 500,000 gallons, may be loaded on the vessel in a matter of from 15 to 30 hours, and discharged in approximately the same amount of time. There is a great saving in space, both on the ship and in store, and finally when the molasses is once placed in the steel storage tank there is a constant element of expense avoided in that there is no leakage or cooperage, which is always true of the same goods when stored in wood.

SETTLEMENTS OF JAPAN TEA.

Figures in regard to settlements of Japan tea at Kobe and Yokohama from the commencement of the present season to July 28 and 30, respectively, have been received from C. M. Bernard, agent for Bernard & Co., Yokohama, as follows :

Settlements at Kobe from commencement of season to July 28, 1904.

Buyers.	1904-05.	1903-04.
Hellyer & Co	16,704	17,111
Smith, Baker & Co	7,150	8,780
Hunt & Co	12,158	17,053
Jardine, Matheson & Co.	4,183	4,317
John C. Siegfried & Co.	14,167	21,250
Averill & Co	1,408	3,543
Geo. H. Macy & Co	18,075	15,202
Nippon Seicha Kaisha	11,394	16,160
Japanese sundries	800	3,374
To Yokohama	1,424	....
To Shizuoka	89	....
Total	87,552	106,790
Stock	6,607	2,343
Total arrivals	94,159	109,133

Settlements at Yokohama from commencement of season to July 30, 1904.

Buyers.	1904-05.	1903-04.
Geo. H. Macy & Co	26,095	25,175
Hunt & Co	18,962	26,702
Hellyer & Co	27,296	28,245
Smith, Baker & Co	29,350	26,333
Averill & Co	5,478	20,185
Jardine, Matheson & Co.	14,534	6,573
Bernard & Co	15,200	10,337
M. J. Brandenstein & Co.	1,284	2,513
Nippon Seicha Kaisha	6,475	7,233
Sundries	....	375
Total	144,724	154,527
Stock	6,802	5,345
Total arrivals	151,526	159,872

BIG SUGAR MILL.

The Honolulu Iron Works has been awarded the contract to build for Alexander and Baldwin's sugar plantation at Makawell the biggest sugar mill in the world. It will be a 12-roller mill, with revolving cane cutters and a Krajewski-Pesant cane crusher.

The new Makawell sugar plant will consist of a 34-inch by 78-inch 12-roller mill in connection with revolving cane cutters and a 26-inch by 72-inch Krajewski-Pesant cane crusher, all driven by two Corliss engines, and will probably be the most complete milling outfit in the world.

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

FINANCE AND INSURANCE

CHARTERED BANK STATEMENT.

THE statement furnished by the thirty-four chartered banks for the month of July shows evidence of steady but continuous expansion, even when compared with the most expansive of Canada's recent prosperous periods. As compared with June, the note circulation of the banks shows slight contraction—a natural development during July. As compared with July last year, the note circulation has expanded more than two million dollars, and the expansion is about eleven million when compared with July, 1901.

The deposits of the public with Canadian chartered banks also continue to increase in the most encouraging way. The total deposits amounted to $431,045,762 for July, as compared with $423,874,030 for June, and $382,140,101 for July, 1903. Deposits after notice continue to show the greatest relative expansion, but the expansion in deposits on demand has been quite appreciable, being nearly two and a half million dollars as compared with June.

Deposits of the public on withdrawal after notice have more than doubled since July, 1896. They were then $122,100,974, whereas for July, 1904, they were $312,713,823. When the July deposits withdrawable after notice are compared with those of June, an expansion of nearly five million dollars is shown.

Current loans and discounts amounted to $208,759,940 for July, 1896, and to $414,096,802 last month, a gain of $205,336,862, or nearly a hundred per cent. There is a slight gain in discounts comparing July with June, and a gain exceeding fifty millions as compared with July a year ago. It is also significant to note that call loans which went up to $45,876,667 in July, 1902, are now down to $34,924,405.

Foreign business has contracted appreciably since last year, which goes to show that the Canadian banks have now pretty nearly enough Canadian business to keep them busy. The total assets of the banks now amount to $696,409,519, or $140,000,000 more than the liabilities, as compared with $641,985,699 a year ago and $319,582,621 for July, 1896. At that time, July, 1896, there were thirty-eight chartered banks, so that the average assets amounted to $8,410,000, whereas now there are only thirty-four chartered banks, and the average assets amount to $20,482,632.

AUSTRALIAN OPPORTUNITIES.

IN his latest report on trade conditions in Australia, D. H. Ross, Canadian Commercial Agent at Melbourne, remarks that up to the present no Canadian or United States banks have opened branch banks in Australia or New Zealand. There appears to be a splendid opening for an extension of the Canadian banking system to Australia, which would be appreciated by all Canadian houses doing business there, as well as by exporters to Australia. At present all exchanges are made through London, which is inconvenient, expensive and pregnant with delay. Gold can be shipped from Australia to Vancouver or San Francisco at less rates than to London. The United States Government exchanges gold at par between its sub-treasury in San Francisco and the treasury at Washington or other sub-treasuries in the different United States cities. This would enable a Canadian bank, having offices in Australia, San Francisco and New York, to secure the greater portion of the profitable exchanges on Canadian and United States business which is now all settled through London. In this connection, it may be of interest to bankers to note the Australian shipments of gold to San Francisco in recent years, the values of which are as follows :—

1900	£3,710,156
1901	2,150,363
1902	1,601,000
1903	1,500,000

INSURANCE IN MONTREAL.

OWING to unsatisfactory conditions prevailing at the Montreal Water Works, the Executive of the Canadian Fire Underwriters' Association decided on Aug. 11 to charge in the congested districts of Montreal 50 cents more than the existing tariff on fire insurance. Since then the underwriters have taken the ground that the congested city districts were getting insurance too cheaply, from which the inference may be drawn that the old level is not to be restored even after the requisite repairs to the water works shall have been completed. Considerable dissatisfaction has been expressed by the mercantile interests of Montreal over this alleged unjustifiable action of the fire underwriters, and some drastic measures may be taken as a result.

FINANCE NOTES.

A. Guilbault & Cie., bankers, Montreal, have registered.

The Imperial Securities Co., Toronto, has obtained a charter.

Mr. J. M. Robinson, banker and investment broker, St. John, N.B., has been succeeded by J. M. Robinson & Sons.

The thirtieth annual convention of the American Bankers' Association will be held in New York on September 14, 15 and 16.

The shareholders of the Consumers' Gas Co., Toronto, have passed a resolution authorizing an increase in capital of $1,500,000.

The National Agency Co., of Toronto, have taken over the assets and affairs of the Century Life Assurance Co., of Vancouver, B.C.

Harsthorne, Bogert & Battelle, bankers and brokers, Montreal, have registered.

The British America Trust Co., Grand Forks, B.C., has increased its capital stock to $100,000.

Mr. S. B. Fuller, of Woodstock, Ont., formerly manager of the Imperial Bank, has been appointed manager of the branch of the Crown Bank, to be opened in Woodstock about September 1. The Crown Bank has also opened branches at Comber, Ont., Bracebridge, Ont., and Aylmer East, P.Q.

According to a recent ruling of the British Treasury Department the exemption from income tax on premiums paid in the United Kingdom on life insurance or on contracts for deferred annuities, which has heretofore applied only to premiums paid to companies holding charters under the laws of Great Britain, will in the future apply to any or all insurance companies legally established in any British possession. This matter is of great significance to the large colonial offices doing business in Great Britain.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 110 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moose Jaw	Regina
Carman	Elkhorn	Moosomin	Swan River
Dauphin	Gilbert Plains	Neepawa	Treherne
Dawson	Grandview	Ponoka	White Horse
Edmonton	Innisfail	Portage la Prairie	Winnipeg
Lloydminster	Medicine Hat	Red Deer	" North

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Wiarton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York Portland, Ore San Francisco.
Seattle, Wash. Skagway, Alaska

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,
Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, General Manager.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.

ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

Onions!!

First importation this season of **Valencias,** in large cases, same as proved so satisfactory last season ; also **Spanish,** in small crates, all clean, bright, sound stock. If you're in town we'll be delighted to have you call and examine these goods. If you can't come let's have your address and you'll get our price list.

McWILLIAM
Mc. AND E.
EVERIST

'PHONE MAIN 6145.
25 & 27 CHURCH ST.
TORONTO, CANADA.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.
Phone Main 54—Market Phone Main 3428.

GREEN FRUITS

Fruit Trade in Great Britain.

THE following figures giving the quantity and value of fruit imported into Great Britain for the year ending December 31, 1903, will be of interest to Canadian fruit exporters.

	Cwts.	Bbls.	£
Apples.....	4,568,413	3,426,300	2,781,348
Pears	271,483	.....	326,462
Plums	596,483	.....	622,948
Strawberries..	32,644	.....	49,362
Gooseberries..	34,312	.....	28,444
Cherries.....	110,192	.....	167,142
Currants.....	76,419	.....	110,535
Grapes	687,938	.....	717,830

With regard to Canadian apple exports general satisfaction is evinced, as to branding, packing and quality, and as to the latter it is pre-eminently first. Packed in barrels properly graded is the method preferred by the Manchester trade. It is deemed advisable to ship as few varieties of apples as possible, as mixed lots do not bring as high a price as shipments of one well-known apple of uniform grade. Large dealers buy the uniform lots, and the different varieties indifferently graded, are only purchased by small dealers at cut prices.

Apples Should be Packed in Boxes.

IN his last report the Canadian High Commissioner in England says regarding apple packages:

"Shippers are now using very extensively a new package for apples in the shape of boxes, which are very highly spoken of in some quarters. For instance, one firm in the north of England expresses the opinion that the market for Canadian apples might be vastly increased and developed in Great Britain were they to be sent across in smaller packages than the ordinary sized barrel. It is very glad to notice that the custom of sending apples across in boxes of a handy size seems now to be rapidly growing.

"It thinks any further development in that direction will largely increase the field for Canadian apples in England, and that the large size barrel, which has been used in past years, has greatly stood in the way of consumers purchasing supplies of Canadian apples where, as must have happened in many cases, a barrel was too big a quantity for them to buy at a time, and where in many cases they might not even have accommodation for an apple barrel.

"Care should be taken that both barrels and cases are sufficiently strong for carrying in view of the distance to be covered and the frequent handling necessary. It has been suggested that uniform weights might be adopted with the best results, e.g., not less than 166 pounds gross for barrels and 50 pounds net for fruit in cases. Several shippers sent barrels 20 pounds lighter than usual, the effect of which was to cause confusion and loss among sellers."

Fruit Report.

THE Fruit Division, Ottawa, reports as follows regarding prospects for the fruit crop in Canada:

Prospects for apples have not changed materially since the last report. In Southern Ontario the fruit will be at least equal the crop of last year in quantity and surpass it in quality. In the Georgian Bay and Lake Ontario district everything points to a medium crop, cleaner than usual. Nova Scotia is developing considerable fungus. The storm of August 20 did thousands of dollars worth of damage in Nova Scotia, particularly in the Annapolis Valley. Prince Edward Island reports no appreciable change.

Pears of all sorts are a light crop. Plums are a total failure in more than half the orchards, and only a light crop anywhere. The prospects for peaches have not improved. Fifty per cent. of correspondents throughout the country report a total failure. Black rot has injured the grape crop materially in the larger vineyards, but the crop will still be fair.

Japan Fruit and Vegetable Market.

In his last report to the Department of Trade and Commerce, Ottawa, A. MacLean, commercial agent at Yokohama, Japan, says evaporated apricots, dried raisins, canned pears, peaches and apricots, asparagus, corn, beans and peas in cans find a sale in Japan. Tomatoes and other vegetables are not generally in brisk demand except when an English or American man-of-war

comes to town, or a sailing ship, for stores. In Tokio there is a good deal of canned asparagus (French) imported. Canned peas are also greatly used in Japan, mostly French canning, put up without label other than a thin brass plate giving name of maker and contents in French. Nicely labelled cans take well in almost every line.

There is a demand during apple season for fresh apples, the earlier the better. A quantity of French fruit preserved in glass bottles holding each about a pint, usually cherries and plums, is also selling in Japan. The Americans are putting a similar article on the market. Practically all canned fruits arriving in Japan come from California. Canadian fruit canners should take note of this, with a view to pushing to the front.

Foreign Markets and Crop.

The first American apples of the season sold in Glasgow at 12 to 14 shillings. The British and continental crop fill the English market at present, but the fruit crop is lighter than was anticipated, though still a good crop. American apples are 75 per cent., peaches 60 per cent. and grapes 90 per cent. of a full crop.

U. S. Fruit Must be Marked.

British Columbia and Ontario packers have recently made complaint regarding the evasion of the Fruit Marks Act on the part of American fruit growers importing fruit into the Canadian West and particularly Manitoba, and insist that the law should be applied as rigorously to American as to Canadian products. It is impossible for the American packer personally to mark all packages shipped into Canada, and in this case the Canadan receiver of American fruit is required to mark the package, or pay the penalty provided for by the statute. The result of the enforcement of this law in the case of the American shipper will probably be that the standard of first-class fruit will be raised, the finest American fruit setting the grade. Much fruit formerly graded No. 1 will be graded No. 2, and fruit formerly grade No. 2 will be rejected.

Fruit Notes.

The annual meeting of the Province of Quebec Fruit Growers was held on Tuesday and Wednesday of last week at St. Jerome. It was resolved to hold the Winter session at Ayer's Flats on December 14 and 15 next.

JERSEY SWEET POTATOES

Season is now in full swing. Real Jerseys are coming now, put up in

Barrels (Double Faced) 3 Bushels.
Barrels (Cloth Tops) 2½ Bushels.

Send for our price list explaining fully our different lines and prices.

WHITE & CO., 64 Front St. E., TORONTO
WHOLESALE FRUIT AND PRODUCE

W. B. Stringer.
J. J. McCabe.

TAKEN

Phone Office, Main 520.

the hint. Many Retailers have taken the hint, and rightly too, that our position warrants our giving them unequalled satisfaction in the filling of orders. Have you? Have **you** given us a trial order? Remember we personally select the fruit for our customers.

Authentic reports of the English apple market furnished Exporters—ask. Just now Jobbers can get close prices from us on New Messina Lemons—October and November shipment. Ask for quotations and brands. Also fine cut prices on peanuts—50 sacks to a carload.

61 FRONT ST. E. TORONTO
W. B. Stringer & Co.
AGENTS FRUIT BROKERS

Arriving Almost Daily— Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Ridge Hall Fruit Farm.
ROCKY FORD MUSK MELONS, in Baskets.
HACKENSACK MUSK MELONS, in Crates.
Now ready. Fresh picked day of shipment.
E. E. ADAMS, Leamington, Ont.

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

APPLES
For the Northwest
Packed by Experts, same as for European shipment. Correspondence from buyers solicited.
EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

SPECIAL NOTICE to the TRADE.

IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call their attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole, we have every reason to believe it is the finest in quality that we have ever packed.

Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.

FLOUR AND CEREAL FOODS

The Grain Situation.

IN grain circles just now the principal topic of interest both at home and abroad is: "What shall the harvest be?" in Manitoba and the Northwest Territories. Rust has been at work on the ripening grain, and until the last day or two it was impossible to give even an approximate estimate of the damage done. Meanwhile the "bulls" have been spreading all kinds of alarmist reports, and one indirect result has been a big jump in the price of wheat.

The Winnipeg grain dealers have returned from their tours of inspection of Manitoba and the Territories, and report that the yield will be about 44,000,000 bushels, or about 13 bushels per acre. Taking twenty bushels per acre, or from 70,000,000 to 80,000,000 bushels as a fair estimate of what the crop promised before rust developed, this blight would seem to have depreciated the harvest prospects something like thirty-five per cent. Threshing, which is the final test, will, in the opinion of some western authorities, show the rust to have done much more damage than has been expected, this judgment being based on what has already been seen in South Dakota.

One of the redeeming features of the situation is the fact that the rust damage is all in the older settled and comparatively wealthy sections of the country. The new districts, where many of the settlers would be unable to stand such a loss, have escaped disease. The worst conditions of rust were found around Glenboro' and Treherne, where the crop is one week earlier than in the extreme southern districts. It is thought that grain is now too far advanced to suffer much more from rust, the principal danger from now on being from damp weather and frost, as wheat generally is considerably later than a year ago.

In the Territories the damage so far has been very light, and all the crops look promising. All the way from Brandon to Moose Jaw practically no rust has been discovered, and the same may be said of the Prince Albert District.

On the whole it looks as if Manitoba and the Northwest will have enough wheat to supply the shortage in Ontario, with about as much for export as last year. The general agreement, moreover, is that on account of the big shortage in the United States crop, and a shrinkage in the world's wheat crop of between ninety and a hundred bushels, fairly high prices will rule.

Advices to Bradstreet's this week are of better weather in the United States for harvesting Spring wheat and a more cheerful tone in sections heretofore displaying uneasiness. Serious impairment of early promise is, however, confirmed in advices that the three northwestern states will raise slightly less wheat than a year ago. Conservative maximum estimates point to a wheat yield of about 570,000,000 bushels, which harvest and threshing results may revise later. Much needed rains have fallen in the corn belt and have done good in that portion west of the Mississippi. Improvement is also noted in the Ohio Valley, though here impairment of earlier promise is also noted. A large but not a record crop is the present outlook, hinging upon the advent of warmer weather—it is now too cool for best results—and the occurrence of a late open Fall. Generally excellent reports come from the western country as regards oats, barley, rye, flaxseed and other less important crops.

The following is a condensation of foreign crop conditions as published in Broomhall's, Liverpool, Corn Trade News:

United Kingdom. — Reports regarding wheat are a shade better, but on oats are less favorable.

France.—Crop reports are bullish in most cases.

Germany.—There are fair supplies of new wheat, the quality of which is good. The outlook for the fodder crops is improving.

Russia.—At some ports the arrivals of new wheat is fair to good, with the quality excellent, but at Odessa receipts are very small and the grain of poor quality.

Rumania.—Rains are needed to admit of ploughing.

Hungary.—Is buying cargoes of Argentine corn.

Sweden.—Heavy rains have stopped harvesting.

India.—The crop situation is satisfactory.

WORLD'S WHEAT SHIPMENTS.

	Aug. 29. 1904.	Aug. 31. 1903.	Sept. 1. 1902.
Canada and U. S ..	1,840,000	3,246,000	5,437,000
Argentina	1,152,000	480,000	72,000
Australia	264,000	.....	.....
Danube	1,324 000	1,324,000	1,232,000
India.....	1,432,000	376,000	360,000
Russia	3,016.000	1,776,000	1,800,000
Totals	9,028,000	7,202,000	8,901,000

VISIBLE SUPPLY IN CANADA AND UNITED STATES.

	Aug. 29. 1904.	Aug. 31. 1903.	Sept. 1. 1902.
Wheat.....	11 988,000	13,203,000	20,995,000
Corn.....	3,898,000	5,888,000	3,077,000
Oats.....	6,329,000	6,996,000	2,933,000
Rye	1,004,000	568,000	666,000
Barley.....	814,000	689,000	193 000

Wheat decreased 335,000 bushels during the past week; corn decreased 748,000, and oats increased 2,209,000. Last year wheat increased 513,000.

GRAIN ON PASSAGE.

	Wheat & Flour. Bush.	Corn. Bush.
To the U K.....	24,240,000	8,400,000
To the Continent	9,192,000	7,680,000
Total	33,432,000	16,080,000
Last week	37,04 ,000	14,880,000
This week last year	25,440,000	18,880,000
Same week, 1902	26,560,000	9,200,000

The total amount of wheat in sight to-day, consisting of the amount on passage, and the visible supply in Canada and the United States, is 45,420,000 bushels, against 49,363,000 last week, 38,643,000 last year, and 47,555,000 in 1902. The total amount of corn in sight is 19,978,000, against 19,526,000 last week, 24,768,000 last year, and 12,277,000 in 1902.

Will Flour go Higher?

IN the course of an interview with The Grocer this week, a prominent Toronto flour exporter remarked that the price of flour had in all probability nearly reached its upward limit. It was extremely unlikely that the level of prices would go lower than at present. Unless something unforeseen happened there would not be much further advance.

Canadian millers are paying $1 per bushel for wheat, when they can get it. Not in years has there been such a scarcity of Fall wheat in Ontario; so scarce is it that in the Lake Erie District many farmers are having to buy seed wheat. During the week a Toronto flour man bought a car of flour at Chatham, and within an hour had sold it to a miller in Amherstburg, all going to

Orange Meat
The Premium Food

Orange Meat

at first look

resembles some other ready-for-serving cereals, and is made mainly from wheat. It differs, however, from all other cereals in certain important details, which give it distinction and superiority. The flavor is very marked, and the large tasty flakes provoke a greater appetite. It is this fact of large consumption that has a significance to the grocer—the more consumed the more frequent the sales, and, of course, the profit is multiplied.

ORANGE MEAT

sells at 15c. There is another size which sells at 25c. The 15-cent size is priced :

Single cases, 36 pkgs. - $4.50
5-10 case lots, freight paid, 4.40

The 25-cent size :

Single cases, 20 pkgs., - $4.00
5-10 cases, freight paid, - 4 00

ORDER THROUGH
WHOLESALE GROCERS.

THE FRONTENAC CEREAL CO.
Limited
43 Scott St., Toronto.

show the scarcity of wheat for milling purposes. The situation will improve as soon as the Manitoba crop is ready for shipment east.

At the present time no flour is being exported from Canada, the price of wheat in Liverpool being $1 per bushel, the same as the price ruling at home. The consensus of opinion, however, is that the English market will come part way to meet the Canadian grain exporter, since it is no secret that there is a demand across the water for Manitoba hard wheat, which no other variety can supply. The only countries growing hard wheat besides Canada are Russia, the United States. Neither of these countries will be able to export as much as last year, thus leaving Canada in pretty good shape to bid for this market. In Minneapolis and Duluth prices are away above an export level, and it is questionable whether there will be any appreciable reduction for some months. Prices ruling in Winnipeg are a little above export level, but in all probability they will have to come down in the near future.

Great Britain is getting sufficient soft wheat and flour from Argentina, India and Australia to answer her requirements in this line, even if Canada is unable to send her any soft wheat, which is now a foregone conclusion.

Estimates of the World's Wheat Crop.

PRELIMINARY estimates of the world's wheat crop, subject, of course, to free revision after the harvest is over and the results of thrashing reported from different countries, are beginning to appear in leading grain trade journals. The following estimates have been published in Broomhall's Corn Trade News, Beerbohm's Evening Corn Trade List and Dornbusch's Floating Cargoes Evening List. The estimates for 1904 are given with the estimates of the same authorities for 1903 and 1902 :

Broomhall—1904, 3,056,000,000 bushels; 1903, 3,097,600,000 bushels; 1902, 3,155,200,000 bushels.

Beerbohm—2,917,600,000 bushels; 1903, 3,087,800,000 bushels; 1902, 3,029,600,000 bushels.

Dornbusch—1904, 3,064,000,000 bushels; 1903, 3,160,000,000 bushels; 1902, 3,080,000,000 bushels.

These estimates, says the Journal of Commerce, fall below last year's crop, but they exceed the six years' average, 2,880,000,000 bushels, and about equal the annual normal consumption of the world, which is said to be something like 3,000,000,000 bushels. The Journal continues : "It is generally assumed that the European yield will be considerably less than that of last year, but there is a wide variation in the estimates. A good deal depends upon Russia. The Argentine and Australian figures are altogether uncertain. There is a practical certainty that the yield in the United States will be from 40,000,000 to 80,000,000 bushels less than last year, and Canada may fail to make the anticipated gain. But there is no sign of anything like a wheat famine anywhere, and no likelihood of a serious deficiency in the world's supply."

New Elevator for Port Colborne.

Tenders will be asked at once for the new 2,000,000 bushel elevator to be erected at Port Colborne, Ont., by the Dominion Government. This will be one of the largest working elevators on the Canadian side of the Great Lakes, and will in all probability be in operation in time for next Summer's grain crop. The move is a significant one in so far as it will tend the lake grain traffic which now goes via Buffalo.

Cereal Notes.

The A. Kelly Milling Co., Brandon, Man., are enlarging their premises.

The Empire Elevator Co. have commenced work on the construction of a 1,750,900 bushel elevator at Fort William, Ont. Between 300 and 400 men are employed on the job and it is expected that it will be finished in time for this year's crop. It will be capable of unloading 150 cars of grain in ten hours, and two 505 ft. vessels will be able to tie up at the elevator's wharf and be loaded at the rate of 60,000 bushels an hour.

NOT A BAD RECORD.

In the fine exhibit of The E. W. Gillett Co., Toronto, in the Manufacturers Building at the Canadian National Exhibition, there is a beautiful picture painted on glass, showing the new factory building they are soon to occupy. The picture in question is illuminated by electricity at night and is sure to be an attraction to all visitors. Immediately under the picture the following appropriate notice appears :

Not a Bad Record.

"We did not have a piece of paper or a lead pencil left after the fire of April 19 last, yet sales in June and July this year exceeded those of corresponding months of 1903."

The record is certainly a phenomenal one. Not many concerns who suffered in the big conflagration last April can make similar claims, although the enterprise and energy displayed by many of them is wonderful.

Shredded Wheat

...AND...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

The food that endures.

THE BEST WHEAT IN THE WORLD

is grown in Canada. We use this wheat in making

SWISS FOOD

We remove the outer husk and convert the rich grain by a process of our own into a flaked cereal of ideal quality. SWISS FOOD is thoroughly kiln-dried to prevent souring. It is acceptable to the most delicate stomach. SWISS FOOD is not a blood heater, and the eruptions and other disorders that proceed from some cereals never follow the use of SWISS FOOD.

SWISS FOOD is a food for Summer and for Winter—it's sales are steady the year through. On this account as well as for its own worth, it is a good line for the grocer. SWISS FOOD has had a continuous growth in sales at home and abroad for 10 years. It is known in this day of changes as

The food that endures.

In 3-lb. Cartons. Send for a case lot.

P. McINTOSH & SON

Millers and Manufacturers

TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Burdens in England.

ACCORDING to The Daily Chronicle, Mr. Austin Chamberlain has now replied to the arguments by which the tobacco section of the Liverpool Chamber of Commerce attempted to show him the unwisdom of his new duty of 3d. on strips. They pointed out that if the extra duty on strips was necessary in order to put whole leaf and strips on an equal footing, then the Chancellor has convicted tobacco importers of incompetency in business, for these gentlemen for upwards of half a century, have been importing leaf in large quantities, when they might have saved 3d. per lb. by importing strips. Mr. Chamberlain practically tells them that they do not understand their business so well as he does, and he offers them elaborate data to show them how grievously they have erred. He does not believe that even now with the 3d. duty on strips it will pay to strip the leaf in this country.

The Liverpool merchants, with an eye on the Budget debate, reply to the following effect :

That there has been practically no business done in imported strips since the Budget announcement.

That virtually all making of strips in the United States for shipment to the United Kingdom has ceased.

That the revised scale of drawbacks has adjusted any disadvantages from which stemming in this country may previously have suffered, and that the differential scheme is now unnecessary to achieve this object.

That such differential duty scheme if persisted in will virtually lead, in the future, to the disuse of imported strips, as it would be much more profitable for manufacturers to use leaf at 3s. duty than strips at 3s. 3d.; and heavy losses would in consequence be sustained by merchants on their present holdings of strips.

That practically no revenue will be derived from the 3d. tax on imported strips after existing stocks have been cleared from bond.

The section, in conclusion, hopes that Mr. Chamberlain will pay its members "the compliment of believing that in a lifetime devoted to the trade they have aquired some knowledge of it."

Mr. Chamberlain has also been assailed by the retail tobacconists with a demand for the abandonment of the duty. It is pointed out as an instance of hardship that the manufacturers of "B.D.V." who raised the price of this tobacco from 4½d. to 5d. per ounce with the ordinary increase to the trade, have now found it necessary to go back to the old selling price with 2d. per pound increase to the retailer.

The Chancellor of the Exchequer, in reply writes a letter deeply sympathising, but declaring that "inconvenience" is at first inevitable.

The Factory Reader.

THE increased demand for hand-made cigars of recent years has led to the immigration to the United States of a large number of Spanish or Spanish-speaking makers of cigars. Many of these have worked their way north, and now in every large American city may be found a growing colony of them, still speaking their musical tongue, retaining in some instances the customs and manners of their native countries. Although they conform to the northern idea of dress.

A transplanted cigar making factory is an interesting place to visit for several reasons, says the Tobacco World. In the north it is usually hidden behind an unpretentious shop, and is a long, narrow room with dust stained walls, hung with natural leaf tobacco, filler and wrapper, tools, forms and boxes. In this room 20, 30, 40 and even 50 dark-haired, bright-eyed, swarthy-complexioned men may be found throughout the day bending over their work. Their deft fingers never cease their movements; their eyes seldom rise from their task, and even their tongues are stilled. This may seem wonderful to anyone knowing anything at all about the Latin people, but it is explained by the presence of a sonorous voiced man, who sits on a platform raised in the middle of the room. He is the reader. He is the man whose duty it is to so interest the workmen that the facile tongues are kept quiet, and the usually gesticulating hands are kept at work.

The reader for a cigar factory has almost as long hours as the other men, and receives almost as good pay as the best. He is, in fact, a workman. Gifted with a good reading voice, a clear pro-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

It pays the rent.

One of our customers makes enough each year out of his cigar department to pay his rent—$250.00 per annum. In four years he will have had $1,000 to the good. He sells on an average $600 worth of cigars a year—not big perhaps, but pretty fair for a grocer. He took advantage of our standing offer :

We will send you, express paid, 1,000 Cigars assorted as desired, on usual terms. At the end of three months we will buy back at invoice price any unsold stock.

No possible loss.
We suggest **Pebble** as a 5-center, and **Pharaoh** as a 10-center.
Send an order to-day.

J. BRUCE PAYNE, Limited, Mfrs., Granby, Que.

In every direction

T & B

Smoking Tobacco is to be found. It has taken a generation or two of push and purpose to bring **T & B** to its present eminence, and if it were not an out and out good tobacco, all effort would be in vain.

10-cent size is popular.

Geo. E. Tuckett & Son Co., Limited
HAMILTON, ONT.

nunciation, an ability to select interesting reading matter, and, last of all, some talent as a story teller, for whenever the printed word tires and the hearers are beginning to show weariness then must the reader turn to telling stories, and they must be of every variety.

It is early morning and the men have just begun work. Enter the reader with a bundle of papers under his arm ; first of all the morning paper, then the weekly magazine, then the Havana papers. Last of all, a comic paper from Madrid which is regarded as a prize, no matter how much opposed to the mother country the men may be in other things. The news—the important news—is the first thing read—news of Cuba, Porto Rico and Spain, changes in ministers, plans for future statehood, ambitions of leaders, defeat of the week, success of the strong, and finally the flotsam and jetsam of news, telling of South American revolt so dear to the heart of the Spaniard. The Havana papers are taken up in turn, the magazine follows, and last of all comes the funny paper.

These are always read last, because by that time it is growing late in the day, and the men are becoming wearied of statecraft and politics. They have heard the last instalment of the current novel, and their minds are pining for lighter things.

In Key West, Tampa, Punta-Gorda and other coast towns the men of a factory are taxed 40c. a week for the reader. Where 70 or 80 men are in one place the pay amounts to a very snug little sum. But in these exceptional cases the reader is exceptionally good of his kind. The wisdom of thus employing the minds of the men has impressed itself upon the northern employers of such labor, and in New York it is the custom for the employers to

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

"Yes Siree!

give me **McALPIN'S** every time."
And the grocer smiles, too, because every time he sells

McALPIN'S TOBACCOS

he makes an extra profit.
Have you given **McALPIN'S TOBACCOS** a good show?

SMOKING
Tonka
Solid Comfort
Pinchin's
Hand Made

CHEWING
British Navy
King's Navy
Beaver
Apricot

McAlpin Consumers Tobacco Co., Limited,
TORONTO

pay the readers themselves. They say the money is well spent. If there were not something to keep him from talking a Cuban or a Spaniard would not come within 70 per cent. of doing the amount of work of which he is capable. For if he talks he must use his hands, and if he uses his hands then there is the end of work.

Cigars from Sugar-Beet Leaves.

The proximity of the Presidential campaign in the United States is giving birth to a number of interesting trade enterprises over there, among which may be mentioned an industry for the manufacture of cigars and stogies from the leaves of sugar beets. The plan is fathered, it is said, by a Philadelphia tobacconist who has enlisted the support of a number of Pennsylvania capitalists, men presumably, who, having had the opportunity to study the stogie in its native haunts, have come to the conclusion that the endurance of the smoker's stomach is limitless. Over the woes that he proposes to inflict upon his fellow men the promoter of the scheme seems to have no qualms of conscience. "What," he is reported as saying, "does the smoker of stogies or cheap brands of cigars care, whether they contain tobacco or not? Those who smoke the "two-fors" or three-fors" are troubled with nervous affliction that only the act of smoking will alleviate. They care nothing whether it's tobacco or other vegetable leaves they are smoking. If the cheroot or stogie smokes, that's all they care."

Change of Taste in Cigars.

THAT a change of taste in the matter of clear Havana cigars will take place during the coming winter is within the bounds of possibility, says a leading exchange. As has been frequently pointed out by Havana correspondents light colors are rather rare in the Vuelta wrappers of this year's crop, and will probably be held at high prices. Hitherto the call has been largely for light colors. The smoking public prefers, as a general rule, a mild Havana, and they judge the strength by the color of the wrapper. As a matter of fact, the criterion is an unreliable one. True, a dark wrapper is stronger than a light one, but it is really the filler that determines, for the most part, the quality of the cigar, and though it is unusual to combine extremes, yet a light wrapper may contain a fairly strong filler the result being a moderately heavy smoke.

This preference for light colors is far from universal. For example, in Havana itself, in Spain and in the South American republics, very light wrappers are practically unsalable, the taste running chiefly to colorado and colorado maduro, which find little favor in Canada and the United States. Of course, in those climates it is generally admitted that heavy cigars are less overpowering than in more northerly latitudes; at the same time, however, it is the opinion of experts that the moderately dark shades furnish a more aromatic and satisfactory smoke, than the extremely light, and that is particularly the case with this year's crop. However, a number of manufacturers, declare that they have noticed the beginnings of a gradual change in the public taste in favor of the darker colors, and from this they prophesy that moderate shades, like colorado claro, and colorado may be the best sellers this year.

Of course all this is merely in the nature of speculation, but it is a subject that the retailer would do well to consider. Could the consumer be induced to try a cigar a little darker colored than what he has been accustomed to, it may be that there would be less grumbling about "trashy stuff" and "no flavor," and a few adroitly put hints on the subject might win for the dealer many a valuable customer. Of course if the public wants claro, claro it must have it, for the public taste is the retailer's master; but the dealer who is first to spy the indications of a change in taste or to comprehend conditions which may lead to such a change, is the dealer who will get the trade. At times it is conditions of supply that regulate the character of demand; and here is when the retailer who reads his trade journal, and consequently knows all about the goods he is handling from the time the seed is put in the ground until the cigar is in his hands, will be able to utilize his knowledge to win the trade from his less well-informed competitors.

Hints to Smokers.

Buy none but new cigars, the newer the better. Old cigars that are dry and brittle are avoided in those countries and among people where smoking is a second nature.

Leave the ash on your cigar until it falls off. A cigar not only burns more evenly while the ash remains, but it lasts longer and tastes better.

If your cigar goes out be sure to blow through it as soon as possible. You will see some dead smoke leave it. That would become stale, and make your cigar stale if left in.

You cannot tell whether a cigar is good or bad unless you light it properly—that is to say thoroughly.

Do not smoke too much, and do not smoke a good cigar while you are out of doors.

If you think smoking is injurious to your health stop smoking in the early morning. Two-thirds of the people of this country have their stomachs out of order, and no man ailing that way can smoke in the early morning before or after breakfast.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Duty on Sumatra and Havana Samples.

In a letter to the Collector of Customs at Niagara Falls, N. Y., under date of Aug. 17, 1904, the United States Treasury Department has ruled that samples of tobacco taken to Canada by commercial travellers are dutiable upon their return to the United States.

Up to the present samples of Sumatra and Havana tobacco have been admitted to entry free of duty upon their return through certain ports on the Canadian frontier. The practice has been to admit such samples as American goods exported and returned as personal effects, or samples of no commercial value. It further appears that such samples are put up in packages of one pound or less in weight and that sometimes twenty or thirty pounds are admitted to free entry at one time.

Tobacco Notes.

Reports have been received from certain sections of the Province of Quebec showing that the heavy hail storm of August 5, damaged very considerably the tobacco crop. One report especially noted was from the district around Valleyfield.

FREIGHTS AND CHARTERS

FOR tonnage, in both steam and sail, for foreign and coasting trade the market continues dull. It does not seem to be the fault of offerings of vessels, as there are quite a number offering in the several departments, in most instances upon favorable terms, but orders of an important character are lacking. Operations in steam freights are somewhat restricted, owing in a measure to the difference in owners' and charterers' limits. An important subject, which has a relative value in connection with Canadian in order to promote their export of wheat, and because English millers are compelled to have American wheat in order to compete with American flour, and the flour, must be exported to their market to furnish the inducement for competition, otherwise the people will have to be contented with inferior flour, and the millers will use the cheaper wheat from India. The assumption is that the export of both wheat and flour might be increased to the benefit of the railroads, by increasing the freight on the former. What the real into flour, being of interest to the railroads, is almost absurd. Representatives of the big railroads deny that it is more profitable to carry flour than wheat at the present rates. Handling wheat in bulk is considered very much cheaper, than handling flour in barrels. Ocean steamers will take grain frequently as ballast, at a very low rate. There is a great interest in all these facts for Canada, because if the trunk lines in the United States, raise their rates on wheat, it would help to send export grain through

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags.	2240 lb.	5 c	7c	6 7c.	9c.	12/6	10/	11/3	13/6	6c.	....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c.	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32.6-37.6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

freights, has arisen as a result of a statement made by the traffic manager of the Millers' National Association in the United States. He visited Europe to study the situation affecting the export of American wheat and flour. Some arguments were used in favor of increasing the railroad freight for wheat, which in some respects are inconsistent with each other. For instance, one was that Americans must increase, or keep up their export of flour, effect would be can only be described as a possible dimunition of the export of wheat by raising the cost of transportation so that the export of flour might be increased. Perhaps this is the object of the Millers' Association in demanding an equalization of rates. The reduction of the rate on flour and an increase on that of wheat would benefit the millers and not the railroads. The argument that exporting no wheat at all, without first converting it Canada to the Gulf. It would therefore injure the American trunk lines, as far as wheat traffic is concerned, without materially increasing their flour traffic. The business of railroads, however, is not usually embodied in any such work, hence it is likely that no such increase of rates will take place.

Mr. J. Patton, Montreal, formerly in the wholesale crockery trade in Toronto, is dead.

The language of advertising is very much the same all over. Everybody claims to make the best goods and grocers must find out by actual experience what to let alone. We guarantee you against loss by refunding money in all cases where

DWIGHT'S
COW BRAND SODA

proves in any sense unsatisfactory. Business hasn't drifted our way blindly, and there's no reason why we shouldn't get all the trade there is in baking soda.

You run no risk at all in recommending "Cow Brand."

JOHN DWIGHT & CO.
TORONTO

"FACTS"

THE BEST GROCERS
POPULARIZE THEIR STORES
AND
PLEASE THEIR CUSTOMERS
BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN COFFEE & SPICE CO. TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

September. 1, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

⅛ Size, 5 doz. in case				$0 40
¼ "	4	"	"	0 75
½ "	3	"	"	1 25
1 "	2	"	"	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S MAPLE LEAF BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½	doz. to case	....	per doz.,	$	.90
¼ " "	¼	" "	....	"		2.40
½ " "	2	" "	....	"		4.75
1 " "	1	" "	....	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 30c.

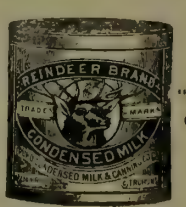
Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle " brand.... $1 50
Gold Seal " brand 1 30
Peerless " brand evaporated cream.. 1 20



"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
" " 2 lb. tins, cases, 15 tins 8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case 0 20

Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Leaders in their line—

The absolute purity of **Edwardsburg** Starches has been demonstrated for nearly half-a-century.

Housekeepers from one end of Canada to the other know and use

Edwardsburg "Silver Gloss" Starch
and
Benson's Prepared Corn.

For sale by every jobber in Canada.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

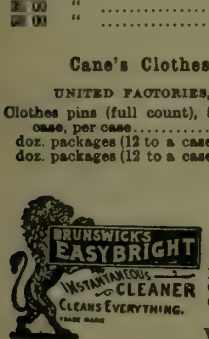
$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
30 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

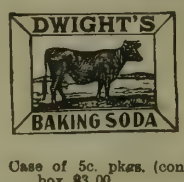
STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

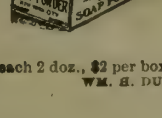
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$3 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

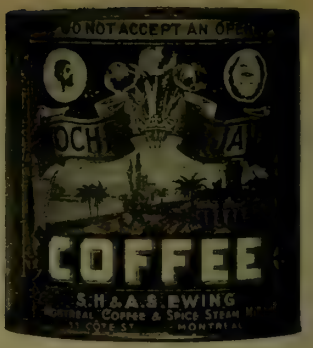
Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and a half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.
WM. H. DUNN, AGENT.

A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



"Prince of Wales"

MOCHA & JAVA COFFEE

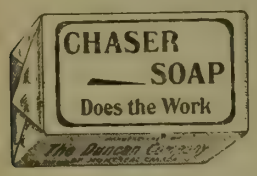
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

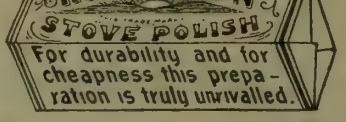
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

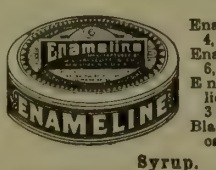
San Toy Starch—
10c. pkges, cases 5 doz., per do 1 00
less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.



	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

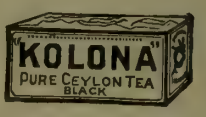
SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

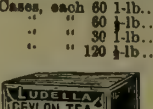
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 ½-lb.	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	28		40
" 3 O L. Blue	22		30
4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 30
" Amber, 8s. and 3s	0 30
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s	0 48
" Fair Play, 8s. and 13s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45 $10 85
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 15
100 10c. "	7 50
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 5-lb. cartoons in a case, and in 56-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

GLASS LAMPS

In small assorted package lots.

(Sold either lamps only or with burner and chimney complete.)

We have a number of different assortments, including plain and fancy decorated lines, and shall be glad to send you lists and illustrations on receipt of post card.

RETURNED
SEP 29 190
Cut Book
Pay
Cash

GOWANS, KENT & CO.

WHOLESALE CROCKERY AND GLASSWARE

TORONTO and WINNIPEG

"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

on the wrappers guarantees quality of the goods.

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, SEPTEMBER 9, 1904. NO. 37.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

FAMILY MIXED

In Tins and Boxes.

A mixture of Biscuits Specially Designed for Families and consequently just the thing for Grocers to keep before their Customers. That which is good for the Family is good for the Grocer.

Christie, Brown & Co. Limited

TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE**, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

This Kind Of A Man

does not jump at conclusions—***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store – nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1865

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada

IMPORT FRUITS
Currants—Patris.
Valencia Raisins—Valencia,
Malaga Raisins and Nuts—Malaga.

It is in your interest to buy from us

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

TAYLOR & PRINGLE CO.,
Limited,
OWEN SOUND,
Manufacturers of
Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.
Our Goods have a reputation.
MADE IN CANADA.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Purnell's English Malt Vinegar

In Bottles and Bulk

ESTABLISHED 1750.

Brewery, Bristol, England.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.
St. John, N.B., ROBERT JARDINE.
Montreal, Que., J. M. KIRK, 25 McGill College Ave.
Toronto, Ont., J. WESTREN & CO., 630 Ontario Street.
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.
Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

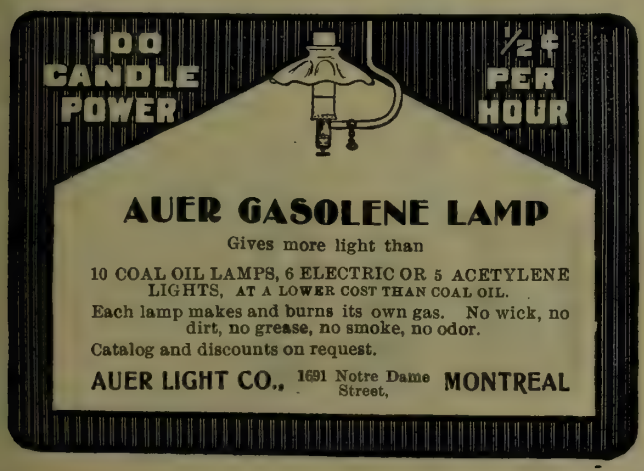
Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.


100 CANDLE POWER
½¢ PER HOUR
AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

"Sterling" Brand Pickles

Every grocer should see that he is well stocked with pickles for the Fall trade. He will do the wise thing if he secures "Sterling" brand pickles and relishes. They are put up in an attractive form, and the grocer can offer them to his most fastidious customer, knowing that his confidence is not misplaced.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

No matter what others say, (and you know some people will say most anything on paper), it is an indisputable fact that **JAPAN** grows **BETTER GREEN TEA** than India Ceylon, or China.

"Brain Work, or Science," does not count when Japan knows how to make Tea right and clean. For cleanliness **JAPAN TEA** stands above all others. **JAPAN TEA** is not picked by dirty Chinamen or darkies of India or Ceylon.

JAPAN TEA

is picked by the cleanest people on earth, who recognize that "cleanliness is next to godliness," consequently

JAPAN TEAS

are always

PURE,

CLEAN

and

HEALTHY

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

Imperial Brand
Maple Syrup.

After selling a customer one tin of Imperial Brand Maple Syrup don't bother about selling her any more—she'll remember to order it regularly.

ROSE & LAFLAMME & CO., Agents, MONTREAL.

A successful grocer said to us the other day:

"Yes, we always keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

as we find it sells well, gives entire satisfaction and we get a good profit out of it."

ROSE & LAFLAMME,
Agents, Montreal.

Further comment is quite unnecessary.

It is Possible

to Cut Down your Tea Stock

Cut out as rapidly as possible the teas the sales of which are steadily, year by year, dwindling.

In Canada---indeed, in all English-speaking countries, the demand is for

Ceylon Teas

Their flavor and strength, combined with cleaner and better methods of preparation account for this change.

Ceylon Teas are sold in bulk and in package---in either case one gets a Ceylon Tea. Ceylon Teas come in black and green.

It will pay any grocer to do his utmost to persuade all his customers to buy

Ceylon Teas

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Say ! Mr. Grocer. You sell Soap ? Send for a copy of our **profit-sharing agreement.** It means dollars in your pocket.

The Duncan Company

P.O. BOX 292. **Montreal**

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods ?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods ?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store ?

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here :

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a **free sample.**

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

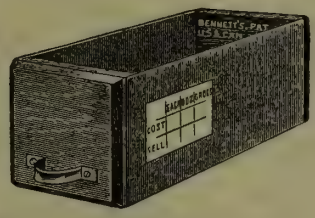
Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory :

Pickering, Ontario

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,

WATERLOO, ONT.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,

Baldwins,

PUMPKIN, CATSUP, PORK and BEANS in all forms.

Greenings.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited Montreal and Toronto.

Salt!

How is your Supply ?

Why not stock up before transportation companies get busy and weather broken?

Verret, Stewart & Co.

Montreal.

A Bird in the Hand

There is a reason why our chewing gums are the best sellers It is because ours are unquestionably the best chewing gums manufactured, and the public demands the best.

When you stock any of our several brands of high grade chewing gums you know just where you stand. You know that the goods are right, that the demand is certain, and that you are sure of a profit. We do not sell our brands with premiums, therefore when gum is sold you have, instead of a premium, a big cash profit. Is it not A BIRD IN THE HAND?

Here they are

Adams' Tutti Frutti and Pepsin.
Britten's Kola Nut and Red Jacket.
White's Yucatan.
Dr. Beeman's Original Pepsin.

Ask your jobber for them.

The American Chicle Co.

Toronto, Canada.

Next Year depends upon this Year

—this is the reason we are trying our best to make the retail grocery trade of Canada acquainted with the merits of

The Old Homestead Brand
of
Canned Fruits and Vegetables

This year - our first season—has been just as good—better in fact—as we looked for. Sales have been thoroughly satisfactory; quality of goods quite up to standard we set for the OLD HOMESTEAD BRAND; the favor of the wholesale trade all we could desire. But the retailer is the man we are after. If we get him started this year on our goods, next year will take care of itself. This explains why we are advertising OLD HOMESTEAD goods. So far packed

Peas, Beans, Strawberries, Cherries, Blackberries

Order from your wholesaler
—A small order will do

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the Montreal District by Messrs. Carter, Galbraith & Co. and Messrs. Lockerby Bros.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and Coffee Trade—No Matter What Your Competition.

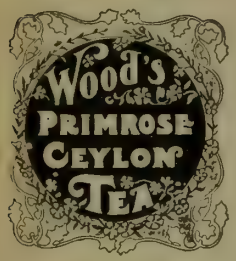
AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

TEA and COFFEE IMPORTERS.



It may be late for Primroses, but it is never late for "PRIMROSE."

"Everything in season" is a capital motto for the enterprising Grocer.

WOOD'S "PRIMROSE" TEAS show themselves always new and fresh among the multiplicity of brands, by having a large and ever increasing sale.

"PRIMROSE" is always in season with those who know what it is. Increase in knowledge here means increase of income to the Retail Grocer.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street MONTREAL

BOECKH'S and BRYAN'S BRUSHES

They outlast all others.

All kinds for all purposes, but only the best of each kind for each purpose.

They have the largest sale because of their

ABSOLUTE SUPERIORITY

OFTEN IMITATED NEVER EQUALLED

BOECKH'S BROOMS

You will make a clean sweep if you handle

Boeckh's

BAMBOO-HANDLED BROOMS

CANE'S NEWMARKET WOODENWARE

of every description.

Selected Stock only used in their manufacture.

PAILS, TUBS CLOTHES PINS WASH BOARDS

and all Grocers' Sundries.

SEND FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED. Head Office: TORONTO.

BRANCHES: MONTREAL LONDON

Window and Interior Displays

Timely Hints and Suggestions

Interior Order.

THERE are stores which require a half a dozen clerks to do a $20,000 business, while another can satisfactorily handle a $30,000 trade with half the number of salesmen. The cause of this is not difficult to discover. In the first store the stock will be found to be arranged in no settled method, and a clerk is forced to hunt a few minutes for almost any article asked for, while the clerk in the second store where everything has its place, will wait on a couple of customers in the same time. It is a simple case of arithmetic, but one that too seldom bothers the brains of a merchant, that if a clerk can wait on two customers, while he is under the present system waiting on one, only half the staff or little more would be required.

Of course every store has some system and order in the arrangement of the stock, but it is not uncommon for the belief to be held that as long as an article is known to be in a certain section or on a certain shelf, that is all that is required. Nine out of ten merchants honestly believe that the plan they have adopted is the best in their power, urged on to this conclusion by the fact that they have spent really very little time on the working out of the plan. If the merchant himself does too little of the waiting in his store, he is apt to let pass the difficulty of finding any required article. If he observes nothing the chances unfortunately are that his salesmen will bestir themselves little to remedy existing evils in the placing of stock.

A section or a length of shelving are not sufficiently confined limits for the greatest facility of finding an article asked for. A clerk should be able, when waiting on a customer, to turn directly to the spot where the article would be. Every minute lost in the search is so much money lost, when there are customers enough to require the services of more than one salesman. After a little time the salesman should be so conversant with the place where every article should be, that there would be no risk of their replacing it in a wrong position, and thus disturbing the search of the next clerk for it.

If, in his attendance on the wants of a customer, the salesman is unable to return to its proper place an article taken down for inspection, he should not be allowed to hurriedly place it on any vacant part of the shelving, whichever is the most convenient, but he should place it on the counter, or better still upon a ledge at the bottom of the shelving, until he or some other clerk has leisure to replace it where it should go. This should be the duty of every clerk during his first unoccupied moments, to return every article out of place, whether put there by himself or not. In this way there is little likelihood of any quantity of stock remaining off the shelves, and interfering with the wants of the clerk who may be waiting on a customer. It is, at any rate, far more simple to glance along the edge where unplaced articles are, if it is not found in its proper place, than to be forced to look all over the shelves, as would be necessary if the clerks were allowed to shove the stock in any part in his haste. This rule should be strongly enforced, and it will not take long for the salesmen to readily fall into the habit.

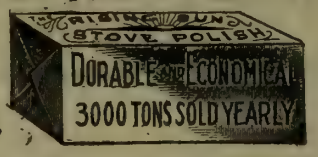
But it is not only the time saved that makes this matter of great importance to the merchant, but there is also the effect it will have on the customer. If there is anything that irritates a customer after asking for an article, it is to notice hesitation on the part of the clerk in looking for it, and delay in finding it. Such expressions as "we have it here some place," should never have to be uttered by the salesman. The customer stands on his side of the counter, and looks wearily around, perhaps endeavors to assist the clerk if he is a long-sighted man, endeavors to look uninterested, but all the time he is mentally commenting on the lack of order in evidence, or upon the time he is wasting waiting to be sold a five cent article.

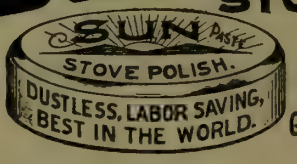
Interior View of the Grocery Store of The J. Forde Co., Brantford, Ont.

Once the customer gets the idea that the business is run without first-class order, he does not hesitate to conclude that it is only of second-class merit in every way. Everything carried, but found only after a few minutes' search, will not create as favorable an impression as the answer in a moment that the

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

desired article is not in stock. Promptness in serving is absolutely necessary in an up-to-date business. The rush of modern life will not allow a man to think that he can waste seconds no matter how much time he may have at his disposal. The store that serves the most quickly, and that displays a thoroughly carried out order has a large advantage over its rival, however backward in other things it may be.

This Week's Illustration.

The accompanying illustration is a very good example of what orderly arrangement may do for the interior of a grocery store. What strikes one is the precise manner in which everything is displayed. The shelves are filled with condiments and canned goods, but the arrangement is so compact and regular as to be almost artistic. Every inch of space has been utilized. The pyramidical stocks on the top shelves are excellent features. Perhaps the most distinctive thing about this interior, however, is its handsome show-cases, and one has only to look at the illustration to see how attractive and effective they are as a means of showing off goods.

TEA EXPORTS FROM JAPAN.

The following figures of exportations of Japan tea from Japan for the present season up to July 31, have been received from C. M. Bernard, agent for Bernard & Co., Yokohama, Japan:

	Pounds.
To New York and the East	8,161,730
To Chicago and the West	8,266,346
To San Francisco	2,023,322
To Canada	2,347,529
Total	20,798,927

This shows an increase to Canada of 1,101,410 pounds, and to New York of 139,703 pounds. The other points show a decrease of nearly 3,000,000 pounds to same date last year.

A SENSIBLE AND SERVICEABLE AD.

Readers of The Canadian Grocer who will drop a line to E. W. Gillett Co., Toronto, will receive a most convenient and useful pocket atlas free. This little book besides containing maps of the different Canadian provinces, British Isles, North America, etc., is "chuck full" of useful information on scores of subjects met with in daily life. And "whisper it," if when writing for the pocket atlas, you will ask for one of the masque fans as well, you will find it interesting as well as amusing. Of course, you will have to mention The Canadian Grocer if you wish to get both.

COMPANIES INCORPORATED, ETC.

E. F. STUART & SONS, Toronto, with share capital of $50,000, have been incorporated to manufacture and deal in essences, essential oils, fruit juices, jams, drugs, etc. The provisional directors are J. A. Jackson, F. F. Stuart and W. Northcott, all of Toronto.

The Collingwood Elevator Co., Collingwood, with share capital of $250,000, has been incorporated to carry on a general elevator and grain dealing business. The provisional directors are J. J. Daley, Chicago; P. Paton, C. E. Stephens, W. T. Toner, and F. W. Churchill, all of Collingwood.

The Ferroleum Co., Toronto, with share capital of $30,000, has been incorporated to purchase the "United States Ferrol Co." and manufacture and deal in medicines. The provisional directors are G. Gibson, E. C. Mackenzie, F. H. Honeywell, C. S. Robertson and C. Heath, all of Toronto.

The J. A. Craig Lubricant Co., Toronto, with share capital of $30,000, has been incorporated to manufacture and deal in products of petroleum. The provisional directors are J. M. Sinclair, J. A. Craig, A. M. Sinclair, A. V. Boggs, and E. E. Saunders, all of Toronto.

The Drug Trading Co., Toronto, with share capital of $80,000, has been incorporated to manufacture and deal in drugs, etc. The provisional directors are W. A. Hargreaves, I. Curry, G. Marshall, A. E. Walton, A. M. Dow, W. H. Worden and D. E. Munro, all of Toronto.

Myers' Milling and Elevators, Listowel, with share capital of $100,000, have been incorporated to purchase the Myers' Milling Co., and to carry on a general elevator and grain dealing business. The provisional directors are J. S. Myers and B. H. Myers, both of Listowel and H. S. Osler, J. M. Ewing and A. G. Ross, all of Toronto.

MET IN OTTAWA.

While in Ottawa a representative of The Grocer ran across Mr. Jack Gregg, who knows nothing but "soap"—that is "Surprise" soap. Jack has been doing not only Ottawa, but the whole of Hull across the river, and is satisfied with results.

Gow, Wilson & Stanton, London, Eng., on September 1 converted their business into a limited liability company and will henceforth be known as Gow, Wilson & Stanton, Limited.

WE MUST HAVE IT

This is what our customers tell us about **Empire** Salmon. We have the new pack now on the way from the coast, also a supply of our **Coast Guard** brand.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

New Arrivals

ANT SUGAR
The best thing for keeping ants away from food.

STRETTONS' SAUCE
Reputed ½ pints.

JAMES ROBERTSON & SONS SCOTCH MARMALADE
1-lb. Jars.
7-lb. Tins
THE GENUINE.

SAMUEL HANNAH & CO.'S IMPORTED PICKLES

16-oz	Octagon Mixed,	cases, each	4 doz.
16 oz.	" Chow Chow,	" "	4 doz.
40-oz.	Mixed, - -	" "	2 doz.
40-oz.	Chow Chow,	" "	2 doz.

Write to us for quotation on the above

James Turner & Co., - Hamilton
BRANCH CANADA GROCERS LIMITED

WE HAVE IT ONCE MORE

TARTAN Japans to retail AT... 25c

Our trade will appreciate it as they did in 1901 and it is up to that standard of cup and leaf. Book your orders to arrive.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

Another Specimen

of the advertising to the consumer which we are doing to assist you in selling

MacLaren's Imperial Cheese

Glance over these ads., Mr. Grocer.

They contain good arguments by the use of which you can make money. Get a customer to spend ten cents on a small jar of MacLaren's Imperial Cheese and you will sell him ten dollars worth more without any effort.

Why?

Because the value is there.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
51 COLBORNE ST., TORONTO, ONT.

For Ten Cents

You can become acquainted with MacLaren's Imperial Cheese. You can enjoy the greatest delicacy that ever tickled the taste of an epicure. The grocer has it in several sizes—the ten cent size is enough to make you want more.

"Take My Advice —Eat Cheese"

"Eat cheese and you will enjoy good health," says John D. Rockefeller. Eat MacLaren's Cheese and get delicious flavor with three times the nourishing power found in ordinary cheese. Ask your Grocer.

How to Get a Silver Jar Holder

In each jar is a coupon, by which purchaser can secure valuable premiums at little cost. If you cut out the coupon reproduced below, and send it with one coupon from a jar of cheese, together with the amount of money specified, we will send a beautiful cheese knife or handsome holder. **The coupon at the bottom of this adv. counts as three coupons from the jar.**

A. F. MacLAREN IMPERIAL CHEESE CO., Ltd.
Detroit, Mich.
Toronto, Canada

THIS IS OUR OFFER
A Silver-plated Cheese Knife for 6 Coupons and 20c.
A Club Size Jar Holder " 4 " " 65c.
A Medium " " 4 " " 75c.
A No. 1 " " 4 " " 85c.
A No. 2 " " 4 " " $1.00
A No. 3 " " 4 " " 1.25
A Sml. Roquefort " 4 " " 65c.
A Large " " 4 " " 85c.
SAVE THIS COUPON
SEE OTHER SIDE
SAVE THIS COUPON
ONE IN EVERY JAR
MacLaren's Imperial Silverware is guaranteed. If not satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupons and cash or stamps with your full address to
A. F. MacLaren Imperial Cheese Co. Ltd.
SEE OUR OFFER ON OTHER SIDE

Business Changes

ONTARIO.

J. D. SMITH, general merchant, Billings Bridge, has assigned to W. A. Cole; meeting of creditors 6th inst.

Wm. Badcock, miller, Reglan, has sold of Jas. Horton.

The stock of Kenneth Gott, grocer, London, has been sold.

C. J. Stabback, general merchant, Columbus, has sold to Harvey Hoar.

Geo. A. Parkinson, baker, Deseronto, has sold to Richard Marrigan.

R. W. Campbell, of R. Campbell's Sons, pottery dealers, is dead.

Steele & Co., wholesale bean dealers, Ridgetown, are dissolving partnership.

P. F. Benninger, grocer and butcher, Eno, has sold butcher business to R. B. Langstaff.

The assets of J. E. Langlois, general merchant, The Brooke, were to be sold on the 8th inst.

The Anglo-Canadian Cold Storage Exchange, Limited, Toronto, have obtained charter.

A meeting of creditors of Chas. McGregor, Mount Brydges, is to be held on the 9th inst.

QUEBEC.

West India Cigar Co., Montreal, have dissolved partnership.

Jack Levi has registered under the style of the United Cigar Stores, Montreal.

Evariste Tetrault, general merchant, Acton, has been succeeded by M. St. Pierre.

The assets of L. E. Gingras, grocer and dry goods merchant, Montreal, have been sold.

The assets of M. P. Laverty, grocer

IN STOCK—We have just received a direct importation of

FINE NEW SEASON'S

PANYONG

CONGOUS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto

and liquor merchant, Montreal, have been sold.

Lamarche & Benoit are curators to Narcisse Leclerc, general merchant French Village.

Isidore Sigler and Morris Sigler have registered under the style of West India Cigar Co., Montreal.

Wm. Albert Magor and Arthur S. Noble have registered under the style of the Flour Mills Co., Montreal.

Demers & St. Pierre, grocers and liquor dealers, St. Hyacinthe, have dissolved, business continued by Oliva Demers.

Eugene Monette, jr., has registered under the style of J. E. Monetin, general merchant, St. Philippe de La-Prairie.

A meeting to appoint a curator to S. E. Adam, general merchant and lumber dealer, Disraeli, is called for the 12th inst.

The assets of Andre Bohini, confectioner, etc., Montreal, are to be sold by bailiff.

A meeting of the creditors of J. H. Constantin, general merchant, Nominique, was to be on the 1st inst. Kent & Turcotte, curators.

Mrs. D. A. McPherson, Donald A. McPherson and Barclay McPherson have registered under the style of D. A. McPherson & Co., produce dealers, Montreal.

MANITOBA AND N.W.T.

E. W. Stone, late general merchant, Carstairs, is dead.

G. B. Andrews, grocer, Winnipeg, has sold to George Gilton.

Knittle & Co., millers, Boissevain, sustained loss by fire.

Wm. Lindsay, baker, Winnipeg, has sold to G. W. Haxby.

Naimen & Kliman, general merchants, Chortity have dissolved.

The Young Grain Co., Limited, Winnipeg, have incorporated.

McKenzie & Rutherford, confectioners, Lariviere, have dissolved.

Havana Cigar Syndicate, manufacturers, Winnipeg, have dissolved.

A. McNabb, general merchant, Osage, has been succeeded by O. K. Ekert.

W. M. Rabe, general merchant, Indian Head, has advertised business for sale.

Chemi-Tek and Confectioner Co., Winnipeg, have sold out under landlord's warrant.

Asp & Otteson, general merchants, Wetaskiwin, have been succeeded by Otteson & Fealand.

The stock of McLeod & Bailey (estate of) general merchants, Elkhorn, has been sold to Finkstein & Kliman.

BRITISH COLUMBIA.

W. F. Cuthbert (estate of), confectioner, etc., Fernie, has been sold to A. J. Purdy.

The stock of H. K. Livingston, general merchant, Arrowhead, is for sale by tender to September 2nd.

OTTAWA WHOLESALE GROCERS' GUILD.

The new Wholesale Grocers' Guild of Ottawa, formed July 22, in that city is showing great vitality, and the interest taken in it by its members augurs well for the trade. The officers of the association are as follows:

President—H. A. Bate, of H. N. Bate & Sons; secretary, Albert Allard, of Provost & Allard. The association will be conducted on the lines of the Ontario and Montreal Guilds, and all matters pertaining to the one will most naturally interest the others. Ottawa has during the past decade forced itself to the front as a grocery and distributing centre and it was realized that grocery interests could be more harmoniously and beneficially looked after by a guild, hence the formation of the Ottawa Association.

Why is it that

Upton's

Jams, Jellies and Orange Marmalade

are easier to sell than other kinds?

Thousands of consumers can tell you the reason.

"Consider the Japanese and be Wise," says the *Boston Globe;* "with only **Dried Fish** and Cereals in the Commissary they are holding up on Land and Sea a Great Flesh-eating Nation."

There ought to be a lesson in this for every storekeeper — especially for every grocer, for the health of the customer is of importance to the dealer. It is well known now that people eat too much meat and that they should eat more fish, so it should be the business of the grocer to interest his customers in such articles as **HALIFAX, ACADIA** and **BLUENOSE BRANDS** of prepared codfish—fish that are good for the health and just salt enough to make one of the tastiest dishes for the fussiest people. Get your customers interested in these fish. It will improve their health, and the better their health the more groceries will you sell. We have just issued a booklet called "Down by the Sounding Sea," which contains some interesting pictures of the fishing fleet and the home of the fish which are made into the above-named brands; also receipes telling how to prepare the fish. You can help to interest your customers by distributing copies of this book.

BLACK BROS. & CO., Limited

HALIFAX, N.S.
LAHAVE, N.S.

A. H. BRITTAIN & CO., Rep. in P.Q. and ONT.
BOARD OF TRADE BLDG., MONTREAL.

The Fisheries and Fishermen of Newfoundland.

By P. T. McGrath in Outing.

THE cod fishing in Newfoundland occupies from May until November. It has three distinct branches—the Banks, Shore, and Labrador fisheries. The first is identical with that of the Americans, Canadians and French on the Grand Banks. Schooners carrying from twelve to twenty men sail for the ledges and anchor there, putting out their crews in pairs, in flat-bottomed boats, called dories, which contain trawls, or long line fitted with hundreds of baited hooks that the fish swallow and are caught with. While the men are off at their work, fogs often arise and obscure the region, leaving them to drift about the ocean in a vain quest for their vessels. These craft are also liable to be sunk by speeding steamers in the fog or swamped by pooping seas, and few years pass without ten or twelve vessels and one hundred or one hundred and fifty men being engulfed in the waves.

The Shore Fishery.

The Shore fishery is pursued in the in-shore waters near the coast, in punts or skiffs. The puntman operates with hooks and line, the rudimentary method; the skiffman uses a trap, an inclosure of netting, sunk in the sea, and so arranged that the herds of cod, in swimming by, will blunder into it and become enmeshed. Lonely is the lot of the puntman, and perilous withal. As his boat swings to her grapnel he needs the nimble wit of two—one to play the lines, the other to watch the wind. Many a life goes out in this calling, many a family waits in vain for the return of a father already lying in his oozy ocean bed. The frail boat and lonely sailor can do little against the wrath of the storm. Greater risks, in a sense, are run by the skiff crews; but as they number five to nine, companionship generates partial security. But the gale often smites them fatally, too, some boats vanishing before the eyes of their fellows. The women watching on the hill-tops with flaring torches and ruddy beacons alight, are crazed with terror and apprehension as the storm increases and the boats battle with wind and wave, maybe having to run for miles along the shore to harbor or anchor, or else being dashed to pieces against the rugged cliffs. Even if all goes well, there is the heart-breaking prospect of fishing gear destroyed, nets torn, boats damaged, stations beaten down; all of which have to be replaced, with inadequate means and materials, and only native handiness and infinite patience, coupled with unremitting toil, to compass the endeavor.

A Dangerous Shore.

In stormy periods, happy is the settlement that boasts a good harbor. Its people are spared the oft-recurring misery of anxious hours when the boats are off the land. But much of the foreshore is composed of rampant cliffs, with narrow gaps bitten therein or sparse areas of rocky beach strewn at their feet. These places it is certain death to approach in storm time. Here boats have to be hauled up by cranes and capstans, and launched from cribs and chutes, while the men carry their catch and nets in baskets strapped on their backs, up vertical ladders fixed to the rocks. These operations are possible only in moderate weather, and the colonial Legislature is deluged every year with petitions for the repair or providing of such accessories, as to make fishing possible. Hundreds of men, living in such places, fishing under such disadvantages, bring on their shoulders not only their catch, but the wood to build or repair their stations, the food they eat, and the materials to construct derricks and windlasses. They count this nothing exceptional; their fathers had done so, their sons would do likewise. And with surprising ingenuity and pertile resource they overcome serious natural obstacles, and make efficient the primitive adjuncts they contrive.

The Gale of 1875.

The chief shore fishery is off Cape St. Mary's, a famous codding ground. Here, in the season, a thousand boats are moored and when a storm comes up, woe to those lax in leaving. In the awful gale of 1875, some three hundred and fifty souls perished there in a single night. Some skiffs went down at their anchors, the shrieks of their doomed crews rising above the blast. Others were driven ashore and beaten to pieces, their occupants meeting the same fate. Several were flung high against the cliffs and dropped back with their human freight into the yawning abyss below. One was tossed into a crevice seventy-two feet above high-water mark. Of her five men, four perished when she cracked in two and her stern shot down again; the other, a fine young man of twenty-two, was rescued next day by volunteers let down by ropes from the hill above. He was a raving maniac and has never recovered his reason.

The Labrador Fishery.

The Labrador fishery is a business peculiar in itself. It is conducted by some 20,000 Newfoundlanders, who leave their homes every June and voyage to that sterile northern strand—men, women and children—where they live in turf huts or timber shacks, or on shipboard, until October, and then return home with their fare of cod. They divide into two classes—stationers and floaters. The former fish from fixed points on the shore. The latter cruise up and down the coast, netting the cod where they can. The seaboard is uncharted, unlighted, forbidding and poorly harbored. In the early months it is beset by ice floes; in mid-season bergs are a constant menace; towards the Autumn furious gales are frequent. Often one hundred and fifty to two hundred fishing crafts are ice-bound in June for weeks, unable to get north, and when they do, some are frequently forced on the rocks or crushed between the floes.

Dangers of the Labrador.

When the vessels are crushed in the ice, the occupants try to make their way to land across the floes, or else camp thereon until succored. The icebergs, ghostly monsters stealing by and proving a wraith of ruin to the fabric unlucky enough to strike them, often send a stout craft to her doom. But it is the naked ribs of scores of vessels along the coast which attest most completely the extent of the destruction wrought by the Autumn gales on Labrador, when every harbor is a tumble of breakers and every craft has her moorings

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

trebled. Rope and chain and timber frequently cannot hold the ships and then it is "every man save himself." But the heroism of the fisherfolk disdains this, and the stories of self-sacrifice and gallant rescues along Newfoundland and Labrador would fill volumes, with as golden records as the world knows of. Every year gives opportunity for the display of this virtue, as not a week passes during the fishing season without some disaster occurring which brings out the sterling quality of the manhood of these toilers of the deep. How extensive are the shipping disasters along Labrador is best evidenced by the fact that in 1886 no less than 217 vessels were driven ashore and over 7,000 people had to be conveyed home in steamers chartered by the Government; while last season the little mail boat brought back 285 shipwrecked fishermen in one trip, and 217 the next, 52 schooners having been broken against the rocks.

Fraser River Salmon Pack.

The retort count of the Fraser river salmon pack now complete, shows the following returns:

	Cases
Pound talls	8,913
Pound flats	9,932
Half-pound flats	37,880
Half-pound ovals	5,799
Squats	230
Total	62,753

In addition to the above pack 8,000 cases of trap fish were packed on the Fraser. The grand total for the river pack therefore stands at 70,753 cases.

To Make Oil of Dogfish.

The Department of Marine and Fisheries, Ottawa, has ordered two rendering plants for the purpose of converting dogfish into oil. They will be erected in Nova Scotia, the site to be announced simultaneously with the intimation of the dissolution of Parliament. One location will probably be on the Strait of Canso. It is not intended to offer a bounty for the taking of dogfish, but the Government will purchase them from the fishermen at a certain rate per ton.

Conference re Fisheries.

IN response to advances made by the Fisheries Department of the State of Washington, the British Government has indicated that it is favorably disposed toward the plan of securing joint action to protect the salmon supply in the Pacific Northwest. It has been made clear in the course of the diplomatic correspondence, however, that neither the United States nor Canada is in favor of establishing an international hatchery on or near the Fraser River.

The approved plan has not yet taken definite shape, but both sides are agreed that in a general way steps should be taken to secure a conference between representatives of the State of Washington and the Province of British Columbia to the end that uniform legislation and regulations may be obtained to provide for the protection of the fisheries. Such a conference would probably have for its chief aim the adoption of identical rules relating to the taking of fish and not the establishment of common hatcheries. The subject of hatcheries, however, might be made a matter of conference between Washington and British Columbia but for the fact that the sentiment in Canada seems to be against the project of maintaining these hatcheries as a joint enterprise.

Scotch Curing Methods Successful.

The demonstrations in the Scottish method of cleaning, curing and packing herring which have been conducted at Canso since May by J. J. Cowie of Lossie Mouth, Scotland, will continue until the month of November. The experiments so far have been very successful, although the supply of herring was not as large as expected. A shipment of Canadian herring put up by the Scotch method was sent to St. Petersburg, which is one of the most critical markets in the world. The fish realized from $13 to $14 a barrel as against from $3 to $5 cured and packed under the old method. A shipment sent to Boston brought $11.

Whale Meat on Sale.

Newfoundland whale meat is offering in the City of St. John's at the present time, says the Newfoundland Fishing Gazette. One of the largest provision houses is handling the line as an experiment. The product comes smoked and dried, for all the world indistinguishable except on close inspection, from jerked beef. We know of no reason why a market should not be created for the excellent dietary. The whale is the cleanest feeding mammal alive, and the meat is every whit as fine in texture, and quite as palatable as many grades of ox beef. It can be sold at an infinitesimal fraction of the cost of the latter.

Notes.

The Nanaimo Fisheries of British Columbia, has been incorporated to acquire the fish business of Jervis & Co., capital $10,000 in 100 shares of $100 each.

The salmon fishing in Eastern Canadian waters during the season just closed has been very poor, the only exception being on the Moisie River, where the run has been better than usual.

In addition to the three reduction works for converting dog fish into oil in the Maritime Provinces, it is stated that a similar establishment will be erected in British Columbia, probably on Vancouver Island.

KING OSCAR SARDINES

Choicest small fish

Pure olive oil

No scales or bones

Handsome package

Moderate price

Quick seller

New season's pack now arriving.

Can be obtained through all wholesale grocers.

Canadian Selling Agents

JOHN W. BICKLE & GREENING

Hamilton, Ont.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

NEW PACK TO ARRIVE SHORTLY

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Poultry Fattening Stations.

SEVENTEEN illustration poultry fattening stations are being operated this year by the Dominion Department of Agriculture under the supervision of F. C. Elford, acting chief of the poultry division. The following is a list of these stations:

Ontario—Bowmanville, Holmesville.

Quebec—Bondville, Chicoutimi, La Trappe, Stanfold, L'Islet.

New Brunswick—Andover, Rogersville.

Nova Scotia—East Amherst, North-East Margaree.

Prince Edward Island—Vernon River Bridge, Alberton, Eldon, Glenfinnan, Montague Bridge, Mount Stewart.

A great deal of the operator's time is given to showing farmers how the work of fattening is done, therefore the salary of the operator and the cost of installing the plant are considered as experimental and educational expenditures. The selling price of the dressed chickens is, however, expected to exceed the first cost of the chickens and the cost of feeding, plucking and marketing. The work of each station is confined to fattening enough chickens for illustration purposes, about 200 being the maximum number kept at one time. The operator, moreover, is not allowed to be a competing buyer with others who have begun to fatten chickens as a private enterprise. If the farmers are already getting a fair price for their poultry, the station will confine its efforts to illustration or experimental work with even less than 200 birds. Those who are carrying on the work for themselves will be considered not rivals but friends, and will be offered assistance wherever possible.

Special attention is being paid to choosing the right sort of birds for fattening; for instance, the blocky type of Plymouth Rock or Wyandotte is recommended as suitable for the purpose. The operators are required to spend as much of their time as may be required in assisting those who are engaged in or entering the business by giving instruction in buying the proper type for fattening, in killing and plucking, packing, shipping, etc.

Only birds of the proper type will be bought this year and seven cents per pound will be paid for these at the stations. An extra good type might well be worth eight cents, while another type of the same breed would be too dear at five cents a pound.

Each operator is considered responsible for the work and success of his own station. He is expected, as far as possible, to find a suitable market for the birds fattened at his station. The department will, however, endeavor to provide a market for any surplus stock above local requirements. Each station will be conducted as much like a private enterprise as possible, the department assisting the operator in marketing, etc., as it would a private firm initiating a new business.

The demand for chickens fattened at the Government stations is very brisk this season, and from the offers already received it is expected that the ruling price will be from 11 to 13 cents per pound.

Lard Statistics.

THE GROCER has received from The N. K. Fairbank Co., Chicago, the following statistics of stocks of lard held in Europe and afloat on September, to which are added estimates of former years:

	1904. Sept. 1.	1904. Aug. 1.	1903. Sept. 1.	1902. Sept. 1.	1901. Sept. 1.	1900. Sept. 1.
Liverpool and Manchester	25,000	34 000	13,500	18,500	17,000	18 000
Other British ports	15,500	16,000	2,500	2,400	6 000	6,000
Hamburg	23,000	27,000	8,000	9 000	15,000	8 500
Bremen	1,000	1,000	1.000	15,00	1,500	2 000
Berlin	1,000	1,500	1,500	500	2,000	2 000
Baltic ports	9,000	14,000	11,500	5,000	11,000	7,000
Amsterdam, Rotterdam, Mannheim	2,000	3,000	700	2,500	1,000	3.000
Antwerp	2 500	3,000	1 000	1,000	4,000	5,500
French ports	1,400	15,00	2,300	1,100	2.500	5,000
Italian and Spanish ports	250	1,000	500	1,000	1,000	1,000
Total in Europe	80,650	102 000	42.500	42.500	61,000	58,000
Afloat for Europe	37,500	40,000	30,000	26,000	54 000	54 000

Preservatives in Butter.

THE review of the British produce market, issued by Weddel & Co., of London, which is regarded by the trade as an authority, points out the gratifying fact that the quality of Canadian butter shows a considerable improvement over any previous year. While this is sympathetic toward the Dominion, it serves to emphasize the fact that butter from Canada is not the best offered on the market. The chief cause of complaint is the mouldy condition of the butter arriving from Canada, and it is said that this prevails largely in butter from western Ontario. The method of land transportation to Montreal is blamed to a considerable extent, but there is also a serious complaint as to the lack of preservatives in butter from the Dominion. It is argued that there is no reason why Canada should not be able to make as good butter as Denmark or other continental countries. To do this it is declared that we will have to revolutionize our methods. Canadian butter in the last few years has acquired a reputation in Britain not to the advantage of the Dominion. As a remedy it is pointedly declared that if the Canadian Government would permit preservatives in safe and moderate amounts the quality of the butter when it reached Britain would show considerable improvement over its present character.

Provision Notes.

The Arscott rendering works have been removed to the Park farm at Westminster and a new company has been formed to be known as the Chelsea Green rendering and fertilizing work.

The Milkmen's Association of Montreal held their second annual picnic and games at Delorimier Park on Thursday, September 8.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

BEECHNUT

BRAND

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,
LIMITED
PORK AND BEEF PACKERS,
TORONTO. ONT.

The Foundation

of a good Sausage trade must be, your customers' confidence, and an appetizing display.

Matthews' Sausages

are known for their wholesomeness of preparation and bright tasty appearance. The name and appearance will sell the goods.

Write for special price on weekly orders.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

GILLETT'S

ABSOLUTELY PURE

CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market continues strong. Several lines have almost disappeared and stocks are thinning down to a few seasonable lines. This is satisfactory, as the end of the season for smoked meats is fast approaching. The demand is good and keeps the prices up to last week's level. Backs are quoted at half cent higher. In fresh meats the supply and demand are increasing with the diminution of smoked meat stocks. Spring lamb is down from a half cent to two cents and hogs have declined a quarter cent. We quote:

Long clear bacon, per lb	$0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09	0 09½
Small hams per lb		0 13
Medium hams, per lb		0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07¾	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	8 00	9 00
" front quarters	4 50	5 50
" choice carcases	7 00	7 23
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	7 00	8 25
Veal	6 00	8 50
Hogs, light	7 75	8 00

Butter—The supply of butter is fair for the season of the year. Receipts of both dairy and creamery have fallen off perceptibly during the past couple of weeks, presumably on account of the high price of cheese, which draws more milk into that branch of dairy manufacturing. Prices are accordingly a trifle firmer in solids and tubs. We quote the following prices:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 14	0 16
" in tubs	0 13	0 15

Cheese—The price of cheese on the boards has reached what appears to be close to the limit. Dealers anticipate a little advance hereafter for some weeks, though the next ten days may see a fractional advance. Over nine cents is altogether too high; anything beyond nine is abnormal and bound to fall. English demand has not corresponded with the prices paid here, yet in spite of this there is a fairly good sale in the export market at a fair level. Board reports for the week ending September 7 are as follows:

Board.	Boxes.		Price.
Ingersoll	325	(no sales)	0 09½
Campbellford	1,355	(1,225 sold)	0 09⅝
Woodstock	2,700	0 08⅝	0 09
Picton	*1,145	(710 sold)	0 09 5-16
Peterboro'	6,000	0 09	0 09 3-16
Stirling	900		0 09
Kingston	940	(530 sold)	0 09
Madoc	900		0 09⅝
Brockville	1,945	(no sales)	0 09
Tweed	500		0 09 1-16
Vankleek Hill	1,281		0 09⅛
Winchester	1,047	(no sales)	0 09
Napanee	1,584	(735 sold)	0 09
Listowel	2,055		0 09⅝
Iroquois	782	(no sales)	0 09⅝
Perth	2,300	0 09	0 09½
Ottawa	1,249	(984 sold)	0 09 *0 09⅛
Ingersoll	362	(62 sold)	0 09

*Colored Cheeses.

We quote for this week:

	Per lb.	
Cheese, large	0 09	0 09½
" twins	0 09¼	0 09½

Montreal.

Provisions—The provision market is firm. Early in the week there was a scarcity of live hogs. The demand from packers was very good, at 5 1-2c to 5 3-4c in selected lots; 5 1-4c for mixed lots, and 5c for heavy fat per pound, weighed off cars. Fresh killed abattoir stock remains the same, with a fair demand at $8 for light weights, and $7.75 for heavy. Cured meats and lard remain steady with fair demand. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 06⅞
" " ½-tierces, per lb		0 07⅛
" " 60-lb. fancy tubs		0 07⅛
Cases, 20 3-lb. tins, per lb		0 07⅞
" 12 5-lb. tins "		0 07⅞
" 6 10-lb. tins "		0 07⅝
20-lb. wood pails, each		1 48
20-lb. tin pails, each		1 38

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅜
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09½

Cheese—The cheese market is again easy. Competition has slackened and sales are restricted. There is a strong feeling that the advance was over-done. Not only has a halt been called, but a decline is in sight. Notwithstanding these facts there were numerous offerings of Quebec's at fair prices, which were quoted in the vicinity of 8 7-8c. This is in harmony with the local market, where the range from holders runs from 8 7-8 to 9c for finest Quebec's; 9 to 9 1-8c for Townships, and 9 1-4 to 9 3-8c for Ontario's, with some asking 9 1-2c for choice colored. The demand by cable was very slight, and mail advices from the Old Country report remarkable dullness over there.

Cheese Exports—The exports of cheees for the week ending September 5, amounted to 65,720 boxes, showing a tremendous falling off, not only in regular business, but in comparison with the same week of 1903, a decrease is shown of nearly 15,000 boxes. The total exports for the season reach 965,256 boxes, and for a similar period last year the

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.
Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

This plan is slow and not very sure.
Wilson's Fly Pads
Will kill millions and do it quickly.
10 Cents
Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

In Business for Money ?

Then sell the goods that while being of the quality required pay the best profits.

Napoli Macaroni

is the article to sell in Macaronis. Better, cheaper, more attractively put up than the imported.

Samples Sent.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

Pure Java
Pure Mocha
perfectly blended,
perfectly roasted,
and you have

TORONTO CLUB COFFEE

½s, 1s, in double bags, whole or ground.

FREE SAMPLE ON REQUEST

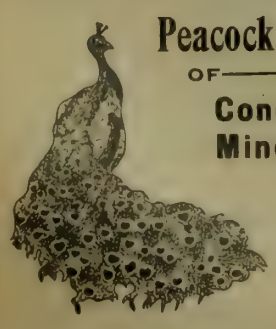
TORONTO CLUB COFFEE CO.
85 Jarvis St., TORONTO.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.



Peacock Brand
OF
Condensed Mince Meat
The Very Best.
Your Wholesaler Sells It.

The Bates, Peacock Co.
HAMILTON, ONT.

exports were close to a million and a half boxes.

Butter—Some improvement has been noticed in the butter market in the country, and naturally the local market has stiffened considerably. Quebec butter sold at the wharf at 18 1-2 to 18 3-4c and this covers the general tone of prices in the east. Townships held firm at 18 3-4c to 19c, with some uncertainty in the market, the tendency being to develop higher prices. Heavy stocks are held here, and the demand from the Old Country is reported fairly firm. The receipts on the Board of Trade Tuesday morning were reported 284 packages.

Butter Exports—The exports of butter continue to increase. For the week ending September 5 the totals reached 21,348. This of course is an increase of the corresponding week last year, but a slight falling off in the preceding week of this year, owing perhaps to the cool and wet weather. The total shipments of butter to date, amounted to 215,110, showing a decided increase over the figures of 1903.

—

St. John, N.B.

Provisions—In barreled pork and beef the market seems unsteady. There is very little sale. Hams and rolls are scarce and full prices are asked. Pure lard shows quite an advance and the market is firm. Refined lard is rather lower. In fresh meats beef is quite low. Lamb is freely received, quality good and price unchanged. Veal is scarce with a fair demand. Mutton is dull. In pork there is a rather improved market.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 10
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb, "	0 07	0 09
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08½	0 09
" " pails	0 08½	0 08

Butter—Full stocks are held, particularly of medium grades. To command a fair price quality must be good.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—Eggs are quite scarce and prices rather higher.

Eggs, hennery	0 18	0 20
" case stock	0 17	0 18

Cheese—Prices are higher. Quantity offered by local makers light. Output here will be short.

Cheese, per lb	0 09½	0 11

Meat Famine Imminent in U. S.

THE Butchers' Union is determined to force a meat famine in the United States, according to the New York Journal of Commerce. The Butchers' National Organization evidently thinks this is the best weapon with which to fight the Trust packers, although it may not be welcomed by the independents.

A boycott has been declared against all meat and the announcement made that union men will quit all packing establishments regardless of where live stock has been secured. No member of the Meat Cutters' and Butcher Workmen's Unions will be allowed to dress any animal until the strike is settled. The idea seems to be as far as possible to prevent butchering and the distribution of meat throughout the United States as a means of coercing certain employers in Chicago into submission to the terms of the Amalgamated Butchers' and Meat Cutters' Union.

The Journal comments as follows on the situation: "It is a perfectly crazy proceeding, and the kind of reasoning that would regard it as a legitimate or effective weapon for organized labor to resort to is inscrutable to the sane mind. If it could be successful it would undoubtedly cause great loss to capitalists engaged in the packing industry, but it would be relatively no greater than that inflicted upon labor in the same industry, while the injury would be extended to the cattle raisers and to all employed in the traffic in meat. Such a strike order is impossible of enforcement; but, suppose it could be enforced and a 'meat famine' could be produced, the sufferers would be the whole body of consumers. This 'weapon' would be used upon the whole community as a means of coercing the 'trust packers' of the Chicago Stock Yard district. This shows how utterly and hopelessly irrational the mental processes of this kind of a labor leader are."

NEW POTTERY FIRM.

The Toronto Pottery Co., Toronto, with share capital of $10,000, has been incorporated to manufacture and deal in stoneware and other clay products, etc. The provisional directors are J. J. Zimmerman of Toronto and H. Robinson, H. B. Mantou, F. W. Butler and B. W. Robinson, all of Akron, Ohio.

ONE PROOF of the merit of an article is the number of its imitations

WE WERE THE FIRST

to introduce to the trade in Ontario a fast-selling line of PURE TABLE SYRUP, put up in handsome tins—

OUR

"GOLD MEDAL" TABLE SYRUP

RIGHTLY HOLDS FIRST PLACE ON ACCOUNT OF ITS QUALITY.

In Purity, Flavor, Body and Appearance it is the standard of its legion of imitators.

PUT UP IN

2-lb. tins, cases	each	24 tins
5-lb. " "	"	12 "
10-lb. " "	"	6 "
20 lb. " "	"	3 "

THE "MONEY-BACK" KIND.

Every tin has our guarantee.

FREIGHT PAID
—ON—
5-CASE LOTS
UP TO NORTH BAY.
SPECIAL PRICES
F.O.B. Winnipeg, Man.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO.

MANITOBA MARKETS.

Winnipeg, Sept. 3, 1904.

THE weather during the past week has been decidedly favorable and consequently harvesting operations throughout the country are pretty well advanced. The first carload of the season's crop has already reached Winnipeg and been marketed. Authorities state that nearly one-half of the crop is already harvested.

With regard to markets all lines are firm, a decided advance being noticeable in flour and sugar. New Japan tea has arrived.

The market reports a general firmness in all varieties of canned goods, prices remaining unchanged.

Coffee—Quotations on this line are stiffening up somewhat, the market quoting green Rio at from 10 1-2c to 11c.

Fruits—Quotations on these lines remain unchanged in general. A rise, however, is quoted on Upham jam combination, it now being on the market at 47 1-2c.

Sugar—On the first of September a general advance on all lines of sugar has been called of 5c over last week's quotations. Montreal granulated, per barrel, $5.35; per sack, $5.30; yellow, $4.70; Wallaceburg, per barrel, $5.20, sack, $5.10.

Flour—During the past week flour has continued to advance being quoted at the present time at the following prices: No. 1 patent, $2.75; No. 2 patent, $2.55; No. 3 patent, $2; No. 4 patent,' $1.50.

Canned Fish—Shipments of salmon, the product of the new catch, are now en route and are expected to reach Winnipeg in less than one week. Owing to the light catch this season prices are very high.

All other lines remain practically unchanged.

HINTS TO BUYERS.

E. D. Marceau, Montreal, reports arrival in a few days of 120 mats of 5 and 10 lb. boxes Japan tea at 18½ and 21c., showing extra fine value.

S. J. Major, Ottawa, is quoting new Valencias arriving shortly ex steamer Escalona, at very interesting prices.

In conversation with Mr. Mann, of the Montreal office of Salada, it is learned that the business passing through this branch is breaking all previous records, and the most encouraging part is that it is mainly made up of repeat orders.

In vinegars, S. J. Major, Ottawa, advises the trade that all grades of strength are in stock at prices highly interesting to buyers.

The F. J. Castle Co., Ottawa, have just received two carloads Barbadoes molasses in barrels, half barrels and puncheons, which they are selling at low prices.

California prunes are offered at low prices by S. J. Major, Ottawa. Buyers' inquiries will receive prompt attention.

Cheap Young Hyson, Ping Sue teas, are offered by L. Chaput, Fils & Co., Montreal, at 10 1-2c, these teas are to arrive in the Fall.

L. Chaput, Fils & Co., have a few boxes of the very finest and best grade of Japan teas, imported into Canada, and are offering them at 40c per lb.

L. Chaput, Fils & Co. are offering English York candied peels, and Griffin & Skelley, Santa Clara, prunes at very attractive prices.

FALL GOODS

Our purchases of many lines are made and we must admit we were lucky as we struck the market right. You might as well reap the benefit.

We are Cranks on Quality

and you will get the best of everything from us.

Prunes

We were in luck and struck the bottom of the market. These are on the up grade and you had better buy now. We will give you prices that will astonish you and don't forget that we are only quoting **New Santa Claras 1904 crop.**

Currants

We will have all grades under special brands. In this way we always get **the same quality** because we don't have to stick to the growing districts and take poor quality if its bad any particular year. This means a lot to you, to get **always the same.** We are bringing out one grade under our "Black Diamonds" Brand. The best that money can buy in Greece. You should try them.

Raisins

This year Californias are low and we look for a big sale, and it should be a record breaker for these goods. Get our prices.
We will also have new **Valencias** in about three weeks.

Nuts, Dates, Figs

It's a little early yet but we will report to you in good time.

Vinegar

Guaranteed quality, XXX white wine 18c., XX white wine 14c., XXX cider 18c.

Canada Brokerage Co.
Limited
Wholesale Grocers, - 9 Front St. E., Toronto
Phones, Main 2282, 870.

ALVINA SALT

A VERY GOOD TABLE SALT.
RETAILS AT 10c. A TIN.
ALWAYS RUNS FREE OF LUMPS.
SHOWS YOU A GOOD PROFIT.

AGENTS,
ROSE & LAFLAMME,
MONTREAL.

BATGER'S

NEW SEASON JAMS

EXTRA FINE QUALITY
NEW STYLE SQUARE
JAR WITH METAL AND
CORK SCREW TOP.

ORDER NOW.

ROSE & LAFLAMME,
MONTREAL.

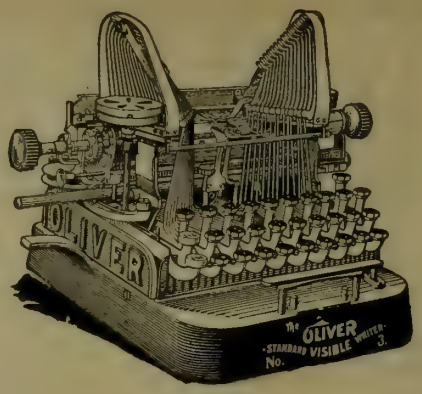
Our Premier Pickles in bottles are high-grade pickles at a low price. They are well cut, firm, crisp, and a good color, nicely packed in the usual size bottle, with an air-tight capsule, and neatly labeled. They make an attractive package that is easily and quickly sold. Retail for 15c. In cases of 3-doz., $1.05; or in bbls. of 6-doz., $1.00; nett 30 days. We will pay the freight in lots of 5 bbls. or 10 cases or over.

Our Bulk Pickles are packed in a clean, wholesome manner and nothing but the best of the vegetables goes into them. They are spiced with pure spices by an adept. The vinegar is our own special pickling, pure and pungent. It brings the best results. In pails, 1 gall., 75c.; 2 galls., $1.40; 3 galls., $1.95; 5 galls., $3.00; 10 galls., $5.50. In barrels, any size, 45c. per gall. Freight paid on five 5-gall. pails or over.

THE OZO CO., Limited

Do you get our Quarterly Price Current?

MONTREAL



Only high grade machine made in Canada.
Long or short carriage interchangeable.
In use by both great Canadian railways.
Visible writing wins.
Every machine guaranteed perfect.
Regarding the price, we save you $25 which you DON'T have to pay in DUTY.

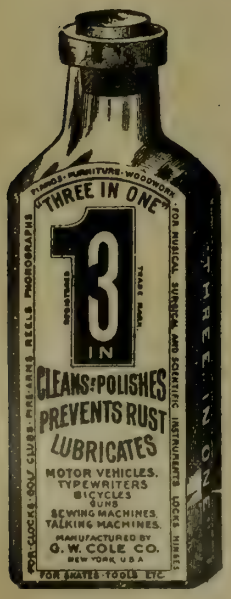
WRITE FOR CATALOGUE

Canadian Oliver Typewriter Co.

183a St. James Street, MONTREAL

---

3 in One



Does It All

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling **"3 in 1"**

Sold by Jobbers in

HAMILTON	WINNIPEG
MONTREAL	ST. JOHN, N. B.
TORONTO	VANCOUVER

G. W. COLE CO.

141 Washington Life Bldg., New York.

WE SAVE YOU MONEY

On your printing bills. A dollar saved is as good as a dollar made. With the latest up-to-date methods, electric presses and competent workmen, we are able to turn work out faster and cheaper than the ordinary printer. Just let us have your next order to convince you.

GOOD PRINTING DONE CHEAP AND QUICK.

G. A. Weese & Son, 44 Yonge St., Toronto

SEND FOR SAMPLES.

ADVERTISE YOUR BUSINESS

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. WRITE TO-DAY.

GEO. J. SMITH BUREAU, 621 BROADWAY, N.Y.

WE WRITE ADS. IN FRENCH.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

THE BELL TELEPHONE CO.

of Canada, Limited

has extended its

Long Distance Service

From

BRANTFORD

to

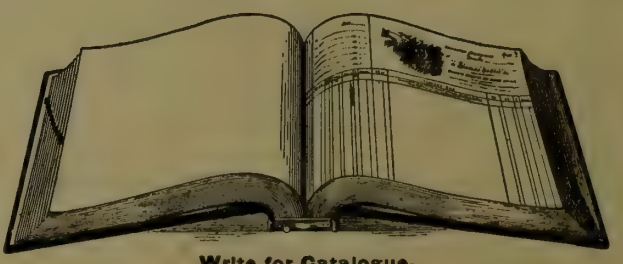
MOHAWK, OAKLAND and SCOTLAND

Rates may be obtained from any of the Long Distance Toll Stations of the company.

Save Time Save Money

—USE—

THE BRIGGS LEDGER SYSTEM



Write for Catalogue.

The Briggs Ledger System Co., Limited

75 York St., - Toronto, Can.

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

A SUGGESTION FOR THE COLLECTION DEPARTMENT.

By Henry Wheeler.

A GREAT deal of unnecessary trouble and detail is gone into in making collections on the accounts of the average retail house. A study of the ledger cards is usually made, and efforts made to collect once a month or oftener. The writer has found that a good way to handle these matters is to have a statement made of every account which is due. Of course this statement should be made in duplicate, using carbon paper for the duplicate copy. Thus one statement can be sent to the customer and the other retained for a collection record.

A suitable file (provided with guide cards, showing days of the month) is used and as a statement is sent out to a customer, its duplicate is placed in an appropriate division of the file.

We will say that the cashier makes up his mind that this account should be paid in ten days or something further done about it. He will thus put the duplicate statement into his file ten days ahead of the date the statement is sent. Each day he takes out of its compartment the papers applying to that day's work, and he is then in a position to take whatever action he deems necessary.

The duplicate statement shows just how old the account is and a reference to the ledger will show whether any payment has been made. As the ledge folio or the card number will appear on the statement, reference to the ledger will be very easy.

If, after investigating this particular case, he comes to the conclusion it will be wise to wait a little longer, he can file the statement over again under the date he determines on for the next action on the subject.

If he thinks it would be expedient to write a letter to the debtor just at that time, the letter can be written and the whole thing filed ahead to come up when he expects to take further steps to collect.

In writing collection letters, it is always well to set a certain definite date on which you expect a response. If the response is not forthcoming at that time you have something definite on which to base your demand upon the debtor.

Thus the account, when it becomes delinquent, is always kept before the party who has charge of the collections and it is never in danger of being overlooked or "sidetracked."

It is sometimes deemed expedient to mark the ledger page or ledger card, showing that the account has been placed in the hands of the collection department for action, and thus the cashier or bookkeeper is relieved of the necessity of making a new statement each time a set of statements is drawn off.

It is usually the case in most establishments that delinquent accounts cease to be active; that is to say, while they are delinquent no further goods are purchased, and so long as this is the case there would be no necessity of a new statement until the account was settled and the delinquent debtor could again become a customer and his account again becomes active.—The Book-keeper.

MAKING COLLECTIONS.

MANY merchants who do some credit business have a lot of trifling accounts on their books which, although small in themselves, go to make a very respectable total. These accounts should be attended to as systematically as though they were larger. If small accounts are allowed to run for a long time people forget them. Then there are some people who do not like to go into a store where they owe money and, as a consequence, not only the money that they owe is lost but their trade as well.

In no department of business is more diplomacy required than in the collection of bills. The man chosen for this work should be especially qualified for his work. He should be tactful and discreet and ever on his guard against giving offence. Many good customers have been lost through the indiscretion of a too persistent collector. Women are more likely than men to take offence at the collector's methods and he should be especially careful when collecting from them.

These remarks, of course, do not apply to the debtor whose account is long standing and who shows no inclination to pay. But even with this class of debtors, more may often be accomplished by diplomacy than by more drastic measures.

Mr. J. H. Butler, representing McMahon, Broadfield & Co., wholesale crockery dealers, Toronto, is on his regular trip; while Mr. Fred Oberndorffer, the Kingston cigar man, and Mr. Bert Geen, Toronto, are carefully looking after cigars and boots and shoes.

HOTEL DIRECTORY.

NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER.

THE PROVINCIAL

LEADING COMMERCIAL HOTEL. GANANOQUE, ONT.

Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND

O. F. BAKER, PROP. GALT, ONT.

First-class accommodation for Commercial Men.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc.
505 McKinnon Bldg., - Toronto.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee, etc.
Regular and Special Audits.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. . Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

LEARN TO ADVERTISE YOUR STORE

or if you have not time yourself, pay for a course for one of your bright clerks Get booklet on our specialized course in advertising. Tells about our new method of advertising study.

SEPARATE COURSE FOR EACH LINE OF BUSINESS

Our method is absolutely new and practicable. It tells you all there is to learn about advertising your particular goods.

GOOD ADVERTISING IS TO-DAY THE BASIS OF SUCCESS

Begin now; take our course of study and learn to advertise your store. We look after your advs. while you take your course. Send for our booklet.

CANADIAN CORRESPONDENCE COLLEGE, Limited
Phone Main 4302 161 Bay St., TORONTO

Western Business College

Cor. College and Spadina avenue, TORONTO.

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON Lady Principal.

The old established Metropolitan Business College, Ottawa, Ont., desires to put a list of its successful students into the hands of every young Canadian needing a business, shorthand, telegraph, or English training.

Name the course needed and address:

R. A. FARQUHARSON, B.A. Principal,
Wellington and Bank Streets, - Ottawa.

1889.

The Belleville Business College, Limited,

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO. { J. Frith Jeffers, M.A., President.

This Space $45 per Year.

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E.W., Co., Toronto.
Maiden, J. H., Montreal.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto and Oakville.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.
Taylor & Mulvaney, Hamilton.

Dairy Produce and Provisions
Canadian Swiss Trading Co., Montreal.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Educational.
Belleville Business College, Belleville.
Canadian Corr. College, Toronto.
Metropolitan Business College, Ottawa.
St. Margaret's College, Toronto.
Western Business College, Toronto.

Engravers and Printers.
Smith, Geo. J., Bureau, New York.
Weese, G. A., & Son, Toronto.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Todd, J. H., & Son, Victoria, B.C.
Stavenger Preserving Co., Toronto and Vancouver.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Stringer, W. B., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Castle, F. J., Co., Ottawa.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Lubricant.
Cole, G. W. Co., New York.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Office Systems, Supplies, etc
Briggs Ledger System Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.
Verret, Stewart Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Rattray, D., & Sons, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Toronto Club Coffee Co., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

Typewriters.
Canadian Oliver Typewriter Co., Montreal

Vinegars.
Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Purnell, Webb & Co., Bristol, Eng.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Accountants & Auditors 30
Adamson, J. T., & Co..... 75
Allison Coupon Co... 7
American Chicle Co..... 8
American Coffee & Spice Co..... 85
American Tobacco Co. 83
Auer Light Co 3

Balfour & Co..... 13
Bates, Peacock Co 24
Batty & Co 85
Bell Telephone Co.. 28
Belleville Business College 30
Bennett Mfg. Co..... 7
Black Bros. & Co..... 17
Bloomfield Packing Co... 76
Blue Ribbon Tea..... 63
Bickle, John W., & Greening..... 19
Bradstreet's .....inside front cover
Brantford Starch Works..... 52
Briggs Ledger System Co..... 28
Burlington Canning Co..... 7

Calvert, F. C., & Co...inside front cover
Canada Brokerage Co 26
Canada Maple Exchange..... 59
Canada Paper Co. 65
Canadian Corr. College..... 30
Canadian Oliver Typewriter Co 28
Canadian Press Clipping Bureau.....
inside back cover
Canadian Salt Co 32
Canadian Swiss Trading Co..... 73
Canadian Vinegar Co..... 23
Capstan Manufacturing Co 3
Castle, F. J., Co 64
Ceylon Tea 6
Chase & Sanborn..... 63
Christie, Brown & Co..outside front cover
Clark, W... 65
Cole G. W. & Co..... 28
Coles Manufacturing Co 52
Colson, C. E., & Son ....outside back cover
"Commissioner" Tea 7
Common Sense Mfg. Co 24
Cowan Co.... 73
Cox's Gelatine..... 7
Cullen, Orlan Clyde..... 68

Davidson & Hay..... 15
Dawson Commission Co. 74
Dingle & Stewart..... 2
Dominion Molasses Co..inside back cover
Dominion Packing Co 21
Downey, W. P 69
Duncan Company 7
Dunn, Wm. H 67
Dutch Chemical Works..inside back cover

Eby, Blain Co 25
Eckardt, H. P., & Co..... 57
Edwardsburg Starch Co 87
Empire Tobacco Co.. 80
Epps's Cocoa..... 65
Eureka Refrigerator Co 7
Ewing, S H & A. S. 88
Ewing, S. H., & Sons..... 5

Fabien, C. P..... 54
Fearman, F. W., Co 21
Finkle & Ackerman..... 23, 75
Force Food Co..... 79
Fortier, J. M 82
Foster Pottery Co 2
Frontenac Cereal Co..... 78

Gibb, W. A., Co. 74
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd..... 22
Gorman, Eckert & Co..... 69
Gowans, Kent & Co...outside back cover
Greig, Robt., Co..... 67

Heinz, H. J. Co..... 32
Hill, Evans & Co 3
Husband Bros. & Co. 74

James, Eben..... 75
Japan Teas..... 4

Keen, Robinson & Co.outside front cover
Kingston "Gleaner"....inside back cover
Kinnear, Thos., & Co..... 14
Klotz, E. W.... 67

Lake Huron & Manitoba Milling Co... 73
Lambe, W. G. A..... 2
Lamont, Corliss & Co..... 73
Legal cards..... 30
Lucas, Steele & Bristol..... 13
Lytle, T. A., Co... 8

Maiden, J. H..... 32
Matthews, Geo. Co 22
Metallic Roofing Co. 68
Metropolitan Business College..... 30
Millman, W. H., & Sons 2
Mooney Biscuit and Candy Co..... 72
Morse Bros..... 12
Mott, John P., & Co 71

MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 82
McCann Wm., Milling Co 72
McDougal & Lemon..... 75
McDougall, D., & Co..... 83
McGregor-Harris Co. 54
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co.. 22
McWilliam & Everist 74

National Licorice Co ...inside front cover
Napoli Macaroni Co 24
Nicholson, Bain & Johnston..... 2
Nicholson & Bain 2
Nicholson & Brock 68

Oakey, John, & Sons ...inside front cover
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 9
"Ozo" Co..... 27

Pacific Selling Co..... 18
Page, C. S.... 68
Park, Blackwell Co..... 21
Payne, J. Bruce 81
Provost & Allard..... 62
Purnell, Webb & Co. 3

Rattray, D., & Sons 86
Reckitt's Blue and Black Lead 86
Rose & Laflamme..... .. .. 5, 27
Row & Co..... 2
Rutherford, Marshall & Co 54
Ryan, Wm., Co.... 54

"Salada" Tea Co 52
Sells' Commercial..... 28
Smith, Geo. J 28
Snowdon, Forbes & Co..... 60
"Sovereign" and "Lynx" Salmon.. 19
St. Charles Condensing Co 71
St. Margaret's College..... 30
Stavanger Preserving Co..... 65
Stewart, A. J..... 71
Stringer, W. B., & Co..... 75

Taylor & Mulveney..... 66
Taylor & Pringle Co..... 2
Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todd, J. H., & Sons 19
Toronto Club Coffee Co 24
Toronto Salt Works..inside back cover
Tuckett, Geo. E., & Son Co..... 81
Turner, James, & Co..... 13

United Factories 10
Upton, Thos.. & Co..... 15

Verret, Stewart & Co..... 7

Walker, Hugh, & Son 75
Walkerville Match Co. 5
Waterloo Broom and Brush Co 7
Watt, J. L., & Scott 71
Weese, G. A., & Son..... 28
Western Business College..... 30
Wethey, J. H.....outside back cover
White & Co. 75
Wilson, Archdale..... 23
Wilson, C., & Son 8
Wilson Commission Co..... 2
Wilson, W. H., Co. ....inside front cover
Wood, Thomas, & Co 10
Woods, Walter & Co. 23

Years and Years!

For years and years the most persistent buyers of Windsor Salt have been the most successful cooks. One woman has told another about the salt that doesn't cake, the salt of unequalled purity, whiteness, dryness, and each woman is a link in the chain that has been forged from one little word, "confidence."

A woman can make or mar your success in business. She can influence trade—above all, ***she does like to talk.*** Think of the cumulative effect of years and years of constant talking—***constant praise for Windsor Salt.***

Windsor Salt

The Canadian Salt Co., Limited,
Windsor, Ont.

EAGLE BAKING POWDER

Two lines that always please your customers and pay you a good profit.

(See prices in current market quotations.)

SAN-TOY STARCH

HEINZ

57 VARIETIES

You will find them in complete array at the Toronto Exhibition.

Your customers will sample them and will want more.

If you have them in stock you will get the orders.

We would be very glad to see *you* at our Exhibit.

H. J. HEINZ CO., = Pittsburgh, U.S.A.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846.
L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

A DANGEROUS PRECEDENT.

LAST Saturday several Canadian newspapers contained the display advertisement of the Alberta Central Land Corporation, Limited, offering for sale 120,000 acres of farm lands in Alberta. This company has recently been incorporated with a board of directors including among the rest George H. Gooderham, E. F. B. Johnston and Mr. Justice Britton, of Toronto.

It is much to be regretted that the last-named gentleman has seen fit to become a director of such a purely speculative concern as the Alberta Central Land Corporation, Limited. The dignity of the bench and the nature of the oath of office should have been of sufficient weight to have deterred him from taking such a step.

The Canadian judiciary is by no means so perfect but that it might be improved upon and the alliance of Mr. Justice Britton with a speculative land company is a retrograde movement which, harmless as it may appear on the surface, yet establishes a dangerous precedent. It must be understood once for all that no judge can with impunity accept a position on the directorate of a speculative company. The risk is too great.

It becomes the duty of Mr. Justice Britton to withdraw himself from an equivocal position and take up his stand for the dignity of the bench. As it is, he can do so without loss of prestige. Later on it may become more difficult.

There lies in this incident a lesson, which the whole Canadian people would do well to take to heart. There is every reason to believe that the temptation placed before our judges to participate in speculative enterprises is greatly increased by the difficulty which the judges experience in living, in conformity with the dignity of their positions, on the meagre salaries paid them. So inadequate are these salaries that they almost afford a justification for the judges embarking on enterprises which would augment their incomes.

For some months now The Grocer has been campaigning in favor of increasing the salaries of Canadian judges and one of the strongest arguments which was brought forward, was the very one relating to the danger of the judges compromising their independence. The proximity of such a danger was scarcely dreamed of, yet it was right at hand. The sooner that the judges receive a competent salary, the better will it be for all concerned. Then there can be no excuse for a judge debasing the dignity of the bench in order to augment his income and there need be no fear that justice will be perverted.

SCARE IN MANITOBA WHEAT.

WITHIN the past two weeks a discovery has been made which has temporarily upset the market for wheat graded as Manitoba No. 3.

It will be remembered that large quantities of grain were destroyed last Winter by the burning of one of the large elevators at Fort William. By some inexplicable means considerable quantities of damaged and partially burned grain have got mixed with regular No. 3 Manitoba and been shipped to eastern millers to pass as No. 3 Manitoba. The result is that the high reputation of Manitoba wheat has been brought into question and buyers who usually bank upon the sterling quality of this article are so dubious that the market is practically at a standstill. A representative of The Grocer overheard a prominent Ontario grain and flour exporter the other day advising a client to fight shy of No. 3 until some adjustment had been made.

In all probability the mixing has been unintentional. At the same time those who are responsible ought to have impressed upon them the far-reaching evil effect such mixing may have upon the Manitoba wheat, especially in foreign markets. It may yet be necessary for the Dominion Government to take the matter in hand, and such is being hinted at now in certain quarters. The utmost astonishment is expressed that any Government inspector could have allowed such a sample of grain to pass through his hands undetected.

A CASE OF INADEQUATE PROTECTION.

A GENTLEMAN who until recently was carrying on business in Western Ontario is looking for a situation. A short time ago he was burned out, and as he had not taken proper precautions in regard to insurance he is now in his present predicament.

This is not a new experience. Those who watch the fire losses closely will have, no doubt, noticed the frequency with which little or no insurance is carried by business men who are unfortunate enough to be burned out.

Insurance against fire is as much a part of a man's business as window dressing, bookkeeping, advertising, etc. When merchants are negligent in this respect, and either do not carry sufficient insurance, or as in some instances, none at all, they are following a practice which is as unbusinesslike as it is unwise.

BUSINESS MEN AND ELECTIONS.

A GENERAL election is evidently not very far away. The political organs are already beginning to play afresh the tunes that did service in the past, and the politicians are busy getting into condition for the fray.

As far as the business interests of the country are concerned it matters little which of the two parties are in power. The only difference between them is in name, and that is not vital.

But while it does not matter to the commercial interests of the country which party is in power, it does matter a great deal what manner of men compose the respective parties.

Worth, unfortunately, is not always the determining factor in the selection of representatives, either at the party nominations or at the polling booth. Those who have ever had a glance at the inside working of the party machine scarcely need to be reminded of this. But business men need to be put on their guard against it. And if they want good government they must be on their guard against it.

A well-known politician told the truth when he declared that elections are not won by prayer. They are, however, often won by preying upon the susceptibilities of the passive electorate. Obviously the results which are obtained from such election methods are not conducive to the commercial welfare of the country. It is within the power of business men to minimize this evil. And the first step is to refuse to support the incapable men that the political heeler has set up. Get business men into line and support them.

WAR AND THE TEA TRADE.

MORE than once since the outbreak of the war between Russia and Japan have wholesale and retail grocers been asking themselves what would be the effect on tea prices generally.

Prior to April 1, when conditions were more uncertain than at the present, there was a good deal of speculative buying from the retailer to the importer. Bulls were the feature of the tea market, and for a time it looked as if their anticipations would shortly be realized. Had the Russians been able to attack ports from which tea shipments are made the result to the tea trade would probably have been far reaching. The Japanese by their rapid and agressive campaign and early naval victories removed this danger. Again it was feared that Japan would have to enlist the services of her farm laborers at the front. The resources of this newly discovered eastern power, however, have been an eye-opener to western civilization, and instead of the tea plantation of Japan being depopulated the first crop has already been picked and placed on the market at prices more favorable than have ruled for two or three years.

The Ceylon, Indian and China tea markets have remained practically undisturbed, and at the present time the only appreciable effect of the war on the tea trade of the east has been a trifling increase in marine insurance on account of the war risk.

The following is a sample of many letters received by us daily from Great Britain inquiring about our trade newspapers and frequently enclosing subscriptions. Our circulation in Great Britain, Ireland and the colonies is steadily increasing, principally because they want a good trade paper over there, and also because they are becoming more and more interested in Canadian affairs.

EDITOR CANADIAN GROCER:—
Will you kindly let me know if your paper can be had in Great Britain or Ireland. I got a few copies of it some years ago and found it so original and advanced that it has since been my intention to take it regularly, but it is only just now that I got your address.

(Signed) HUGH EVANS.

HOW TO INCREASE CANADIAN TRADE.

THE Department of Trade and Commerce, Ottawa, has undertaken an important campaign in the interests of Canadian trade and is including in its weekly report special hints to Canadian manufacturers desirous of building up an export trade in the various foreign countries covered by the commercial agents of the Dominion Government. Within the last few years Canada has awakened to a realization of the splendid opportunities for trade in certain foreign markets, especially the various sea-girt colonies of the British Empire, and while in some instances Canadian trade has already become firmly established, the Government has shown admirable foresight in distributing capable commercial agents wherever there is a possible trade opening. There is more truth than poetry in the statement that if Canada wants trade she must go out after it, she has now taken the all-important step, and it rests entirely with herself to pave the way to successful competition for a fair share of trade in the newly discovered markets.

As an instance of the valuable prospective work already accomplished along these lines the latest report of Mr. Alex. MacLean, newly appointed agent to Japan, is interesting. Foreigners have long been casting envious glances at the Japanese market as offering an excellent opening for foodstuffs. United States exporters were early in the field and the result is they have had a lion's share of the spoils. Canadian millers have come to the conclusion that they can cater to the Japanese trade quite as well as their American cousins and are now making an ambitious bid for that market. Mr. MacLean's report is especially valuable as showing the requirements of Japanese trade as well as the trade conditions prevailing in sunny Japan.

The commercial agents in Australasia J. S. Larke and D. H. Ross, have done particularly effective work not only in giving hints to Canadian exporters as to the commodities most in demand in Australian markets, but in correcting false impressions concerning freight regulations and offering timely suggestions towards an improvement in the present methods of carrying on the export trade.

The same remarks apply to the agents scattered all over the United Kingdom and Europe.

DEATH OF MR. T. G. WILLIAMSON.

The Grocer regrets to announce the death of Mr. T. G. Williamson, which occurred in Toronto on September 6. Mr. Williamson was well known in Toronto business circles as a chartered accountant. Some years ago he was engaged in the grocery brokerage business

and later he became a mining broker.

Mr. Williamson had also won considerable fame as a curler, having on more than one occasion skipped Toronto Granite Club to victory in the competition for the Ontario Tankard.

MR. A. T. MELDAN.

THE GROCER has pleasure in presenting to its readers in this week's issue a portrait of Mr. A. T. Weldon, recently appointed to the position of secretary of the Halifax Board of Trade.

Mr. Weldon has spent practically his whole life in the Maritime Provinces, and his business training has been along such lines as fit him peculiarly for the important post he has been appointed to fill. He was born at Dorchester, N. B., on March 6, 1876. Entering the employ

Mr. A. T. Weldon, Secretary Halifax Board of Trade.

of the Intercolonial Railway at the age of 14, he continued to serve this organization up to the time of his resignation to accept the secretaryship of the Halifax Board of Trade. All the way through Mr. Weldon's experience has been principally along the line of transportation. He spent some years in the local freight office at Moncton, N. B., after which he was transferred to the claim department, where he remained for one year. In December, 1901, the company moved him from Moncton to Halifax, where his position has been that of chief clerk to division freight agent, Mr. D. A. Story, up to the present time.

NEW CANADIAN CLUB.

The Grocer is in receipt of an interesting communication from J. H. McLeod and A. W. Donly, both of the City of Mexico, relative to a Canadian Commercial Club which has recently been organized there for the purpose of promoting closer trade relations between Canada and Mexico.

The membership is already in the neighborhood of fifty, of whom the majority are residents of Mexico of some years standing, and whose business experience should prove of great value to Canadian exporters desirous of extending their field of operations. The club is not a commercial enterprise, but an organization of Canadians most of whom are in active business, and all of whom are desirous of seeing a healthy growth of trade between the two countries. The president, J. H. McLeod, has been identified with the grocery trade for a number of years, and is one of the most successful foreign merchants in the City of Mexico.

The officers of the club are as follows: James H. McLeod, president; E. A. E. Halliwell, vice-president; A. W. Donly, secretary-treasurer; directors, A. R. Dobson, N. P. Dewar, G. W. Saunders, E. T. Bailey, W. K. Macdougald, C. T. Ambridge, George F. Ross.

RETURNED SEP 9 1904 Cat Box 23 Page 10 Class

The Mexican Herald of July 23 is of the opinion that the Canadian Commercial Club will have a large and fertile field for its operations. It says that "owing to lack of transportation facilities it has been impossible, up to the present time, for Canada and Mexico to make an exchange of their products except by the indirect route through the United States, which has been the equivalent of saying that there has been no trade between them. With the establishing of the proposed steamer lines on both the Atlantic and Pacific sides there is no doubt that a mutually profitable business would soon result. The Canadians are an enterprising, energetic people and probably will be able to convince the Mexican people that it will be to their advantage to give them a share of their patronage. The Canadians are also large buyers, especially of the products that tropical and mineral Mexico have to offer for export."

The executive of the club will be glad to supply manufacturers and others interested in the field with information on trade conditions existing in Mexico, and all inquiries addressed to the secretary, A. W. Donly, Apartado 2029, Mexico City, will receive prompt attention. The secretary will also be glad to receive catalogues and other information as to lines of goods carried by Canadian manufacturers, and to put importers of commodities which Mexico has to export in direct communication with Mexican exporters. The external trade of Mexico, both in imports and exports, is increasing by leaps and bounds, and it is high time Canada was reaching out for a share of it.

THE LATE MR. W. F. MOUNTAIN.

THE GROCER chronicles with regret the death of Mr. W. F. Mountain, who was killed in the fatal railway accident at Richmond, Quebec, on August 31. Mr. Mountain was traveler for Carter, Galbraith & Co., wholesale grocers, Montreal, and was one of the most popular and best known grocery travelers in the Eastern Townships. Before going on the road for Carter, Galbraith & Co., Mr. Mountain was in the employ of Mr. A. Trudeau, of Windsor Mills. About seven years ago he entered the employ of Carter, Galbraith & Co., and in the words of Mr. Galbraith, of this firm: "Mr. Mountain proved himself to be one of the most energetic and trustworthy representatives that it has ever been our privilege to have associated with us. In

The late Mr. W. F. Mountain.

fact we cannot say too much, or speak too highly of his good qualities. He was very popular with his customers and at the same time friendly and obliging to his competitors. He had hosts of friends and leaves no enemies. He had worked up a most extensive trade, and it is safe to say that no man did a better business for any house in this city. It will be some consolation for his friends to know that although a young man he leaves his widow and three children fairly well provided for. Had Mr. Mountain lived it was the intention of our firm to have given him an interest in our business at the end of the present year."

The Grocer had the pleasure of being personally acquainted with Mr. Mountain and knew him to be a most popular traveler, and one whose pleasant ways and manners will be missed by the boys.

CANADIAN NATIONAL EXHIBITION, TORONTO

AUGUST 29 TO SEPTEMBER 10, 1904.

HIS Honor the Lieutenant-Governor struck the right note in his address at the official opening of the Canadian National Exhibition on Monday, August 29, when he remarked "This Exhibition is the greatest Exhibition of the kind which has ever been held in Canada. It is a subject of general remark that the Exhibition of Toronto is the best thing of the kind on the North American continent.

This year's Exhibition is no exception to the rule and reflects the greatest possible credit upon the directors and all who have taken an active part in its management. What strikes one most is the enormous strides the Exhibition has made during the past year. New buildings have been added, and the grounds improved generally until the prospects resemble a miniature city of palace structures.

Improvements.

The most important addition is the new Administration Building, a fine buff brick structure two stories high, built in colonial style. The directors and business managers occupy handsomely appointed quarters here and make the Administration Building their centre of official operations. It is to be hoped this is only another addition to the already large number of handsome substantial structures which now adorn Exhibition Park. The Toronto Exhibition is now assuming such large proportions that increasing accommodation of the best possible sort has become a necessity and it is hoped that the time is not far distant when the Horticultural, Machinery and various other exhibits will be housed in buildings approximating the palatial Manufacturers' and Liberal Arts Building, which compares favorable with anything of the sort not only only in this country but abroad.

Another noticeable improvement is the out-door appearance of the grounds. Now that the Exhibition has been placed on a satisfactory financial footing there is no doubt but that the "powers that be" will pay more attention to landscape gardening. The natural beauty of Exhibition Park is hardly to be excelled in Canada or the United States. There is, however, much room for further improvement and it must be confessed that one is inclined to heave a sigh when he remembers the magnificent effects in landscape gardening produced at the St. Louis Exposition this year. There is reason to believe the Toronto authorities are thoroughly imbued with the idea that the reputation of "Toronto the beautiful" must be upheld, and that "The Canadian National Exhibition" must be second to none. Accordingly visitors to the Exhibition next year may look forward to seeing a wonderful transformation in the park.

A Golden Harvest for Toronto.

The Exhibition season has come to be a golden harvest for Toronto. Merchants report a big increase in the volume of business; the manufacturers are jubilant over having placed their products in the most favorable light before the largest number of actual and prospective consumers that have ever visited the Toronto Exhibition; the factories are busier than ever owing to their output having to be materially increased; proper food has been provided for nursing the national commercial and industrial spirit among Canadian citizens, and lastly a means of annual education has been provided visitors to the Exhibition which it is difficult to overestimate.

The Exhibits.

What appeals most to The Grocer is the splendid display in the Manufacturers' Building. Over 150 manufacturers have exhibits, the majority of them being works of art which have cost the proprietors in many cases thousands of dollars. Canadian manufacturers have evidently come to realize the value of representative displays of their respective products, and have vied with one another in their efforts to do things up to "the King's taste."

The Dairy and Process Buildings are of especial interest. In the former the latest dairy apparatus is shown in almost endless variety, while lectures on agricultural and kindred subjects are delivered daily in the adjoining amphitheatre by leading authorities. The Process Building is a feature of the Exhibition that is attracting much attention, the majority of Exhibition visitors having never seen such commodities as carpets and boots and shoes in process of manufacture.

From an Educational Point of View.

From an educational point of view the Exhibition this year is far ahead of any of its predecessors. The Grand Trunk, the Intercolonial and the Canadian Pacific railways have each creditable exhibits, the first consisting of a large series of scenic views taken at various points on the system; the second in charge of Mr. A. E. Barton, is similar in nature, and is winning the approval of all who visit the Transportation Building. The C.P.R. authorities have a building all to themselves, in which moose heads, buffalo horns, samples of grain and views of mountain scenery figure prominently. Thanks to them also, several pack horses with regular mountain outfits and riders make the rounds of the Exhibition daily, while Ojibway Indians ply their birch-bark canoes along the waterfront for the entertainment of pleasure seekers. The Gravenhurst Sanitarium authorities, moreover, are to be highly commended for having placed their institution before the public eye in such an attractive way.

Under the grand stand are a number of perfect models of British and Japanese battleships and cruisers as well as an extensive display of Canadian wild flowers. The growing west is written large in the Edmonton exhibit, which gives an easterner a fair idea of the vast agricultural resources of the district of Alberta.

The aesthetic tastes of Exhibition visitors have not been forgotten this year. In the Art Building is perhaps the most interesting collection of valuable paintings ever seen on public exhibition in Canada, His Majesty King Edward VII. having loaned for the occasion "The Death of Wolfe," while the public is indebted to Sir Henry

Drummond, of Montreal, for a series of three large canvasses, all by leading European artists.

In the way of amusement this year's Exhibition is quite up to the high standard of former years. The Black Watch band is of course the principal attraction. The performance before the grand stand has never been better, while "Vanity Fair" has honestly earned its reputation of being the place where one goes to laugh and grow fat.

RETU
SFP 30 1904
Cut Booth

Canadian National Exhibition—Exhibit of The A. F. MacLaren Imperial Cheese Co.

MacLaren's Imperial Cheese.

The representative and imposing exhibit by the A. F. MacLaren Imperial Cheese Co., Toronto, is a veritable Mecca for the thousands of visitors passing through the Manufacturers' Building daily. The plan has been to model the exhibit as a whole after the contour of a jar of MacLaren's Imperial Cheese, three of which of mammoth size form a graduated tower for the castle-like structure of the booth. Green, white and gold are the colors used in decorating the walls and pillars. Union Jacks are effectively used as hangings, while lithographs of pyramids of MacLaren's cheese packages, stocks of the real article and huge pots of maiden hair fern fill in the background.

Numerous attendants at the counter are engaged in serving biscuits and MacLaren's Imperial cheese to any who care to partake—which means everyone. An exact reproduction of Jersey cow and calf stand on guard over the main entrance to the exhibit.

The McGregor, Harris Co.

The McGregor, Harris Co. has a booth decorated in tasteful style. The leading feature of the exterior is the "McGregor" tartan colors, which covers the whole of the upper part of the booth, while cords and tassels of the same pattern hang from the framework above the counter. Inside the exhibit are a series of shelves in the shape of half cones, broad at the base and gradually receding towards the apex, on which are displayed a large variety of the company's excellent candies. Those in charge appear to be having a brisk time supplying the public with butter scotch and other varieties of sweetmeats.

The Grimm Mfg. Co.

The Grimm Mfg. Co., of Montreal, evidently believes in the value of a suitable environment for their pure maple sugar and syrup products and sugarmakers' supplies, and as a background to their exhibit have reproduced in miniature a French-Canadian farm scene in the height of the sugar making season. The front of the booth is draped with purple and white hangings, the whole exhibit being one of the most representative and interesting in the Manufacturers' Building.

Bates, Peacock Co.

This Hamilton firm has an effective booth in red, white and blue, with additional decoration of flags. In the background stands a magnificent stuffed peacock, which is by the way, the trade mark of this firm's brand of mincemeat. About the haughty fowl are grouped stocks of cream cheese packages and of peacock mincemeat. Mr. Bates is in charge of the exhibit, and has employed an efficient staff of demonstrators who are kept busy satisfying the wants of both the curious and those who are really interested.

Armour & Co.

This is undoubtedly one of the most imposing booths in the Manufacturers' Building. In style of architecture it is Oriental, being in the form of an Eastern mosque. The color scheme is white and yellow, while the interior is hung with striped Oriental curtains. From each of the open arches hangs a Moorish lamp of dark metal with red lights. The adjacent pillars are decorated with crossed swords, shields and coats of mail; while the whole structure is crowned with a large banner in green and white with gold fringe and supports.

In one corner of the booth a huge horn of plenty extends from the ceiling, filled to overflowing with sample packages of Armour & Co.'s various preparations such as "Vigoral," "Extract of Beef," "Asparax," "Tomato Buouil-

RETURNED
OCT 22 1904
Cut Book 25
Page 19

Canadian National Exhibition--Exhibit of The Kurtze Acetylene Gas Ce.

lon," and "Beef Cordial." In the rear are stacks of Armour & Co.'s packages, pleasantly relieved by banks of ferns and palms.

The demonstrations are in charge of Miss Dunbar, who, with her staff of waitresses is kept busy supplying visitors with samples of "Beef Cordial," etc.

The Kurtze Acetylene Gas Co.

The Kurtze Acetylene Gas Co., of St. Williams, Ont., in many ways is one of the most interesting on the grounds. It is unnecessary to dwell upon the nature of the acetylene gas generator; suffice it to say Mr. Kurtze claims for his machine that it is the most advanced and the safest made to-day. An attractive showing is made of 60, 40, 20 and 10 light generators, with stove and table attachments and all commodities derived from gas, in actual operation. "The Krutze" generator was exhibited last year and was awarded a bronze medal.

Mr. Kurtze may be considered a mechanical genius. He has already built a large number of engines and is at present engaged in the construction of an automobile after an original pattern. Although a German by birth Mr. Kurtze has settled in Canada and will in all probability allow the land of the maple leaf its share of credit for the creations of his inventive brain.

The Natural Food Co.

The Natural Food Co., of Niagara Falls, N.Y., is treating exhibition visitors to an especially attractive exhibit in the Manufacturers' Building, of conventional design in white and gold, with massive, colonial pillars and rich decorations carried out in sheaves of wheat. The interior is given a touch of color by way of yellow hangings and numerous colored pictures representing shredded wheat biscuit and triscuit in the various stages of manufacture. Among other things especially worthy of note is a handsome painting of the home of "Shredded Wheat," and one of the Spirit of Niagara. The booth has also an attractive arrangement of incandescent lights which have a brilliant effect at night.

Mr. Hewitt, the Toronto agent of "Shredded Wheat," is in charge of the exhibit, and kind and considerate in answering numerous questions asked by visitors to the Natural Food Company's booth. He is assisted by a capable staff of waitresses who serve triscuits and Shredded Wheat in numerous tempting ways for the benefit of the uninitiated.

RETURNED
OCT 20 1904
Cut Book 25
Page 65

Canadian National Exhibion—Exhibit of The Natural Food Co.

Edwardsburg Starch Co.

The fine display of the Edwardsburg Starch Co is divided into two portions. On the one side in a handsome glass case is shown a full line of the company's well-known starch products, particularly the "Silver Gloss," made up in handsome 6-lb. family tins and 1-lb. packages, "Benson's" prepared corn starch for culinary purposes and "Benson's" enamel starch for cold water use. The other portion of the exhibit is devoted to the company's well-known and popular "Crown" brand of corn syrup. Inside the oak rail are massed from the floor to the roof three well arranged piles of this syrup in tins ranging from 20 lbs in weight down to the 2-lb. size. In the centre of the booth on a small table is placed a tall show bottle filled with the clear syrup.

The exhibit is attracting much attention and the attendant in charge is kept busy distributing small sample pails of "Crown" syrup. The company will be pleased to mail a sample pail free of charge to any readers of The Canadian Grocer who may desire them.

Canadian National Exhibition—Exhibit of Edwardsburg Starch Co.

National Cash Register Co.

A centre of attraction is the commodious booth of the National Cash Register Co. It is square in formation with blue velvet hangings, a color which harmonizes beautifully with the metal exhibits. A fringe of the velvet edged with gold also hangs gracefully from the roof. On the floor space stands a number of square antique cabinets, the four sides of which display beautifully illuminated pictures of the company's factories and of various institutions established for the benefit of their employes. On each of these cabinets are displayed different styles of National cash registers. The firm's chef d'oeuvre is the National Multiple Register which is really six registers in one. It is built to be operated by six different clerks, each of whose transactions is separately recorded and affords a positive and complete check on every transaction of the day.

At the back of the booth against the velvet background are displayed individual component parts of a cash register, the number of which would probably surprise most people. In the National Multiple Register there are in the neighborhood of 3,000 separate and distinct parts, which explains, as the firm's notice says, "why good cash registers cost something."

Canadian National Exhibition—Exhibit of The National Cash Register Co.

Canadian Gelatine Co.

The Canadian Gelatine Co., Toronto, has a neat and fresh looking booth in one of the main aisles of the Manufacturers' Building. The main color scheme is lemon yellow, to which touches of color are added by various colored moulds of flavored jelly or to be more explicit "Gel-O." In the background are banked masses of ferns and palms. At the counter maidens dispense samples of "Gel-O" to hungry Exhibition visitors.

John Taylor & Co.

Have an exhibit of perfumes which for artistic excellence is hardly to be excelled by any at the Exhibition this year. Under a tall canopy of green is situated a large upright cabinet of antique oak and plate glass containing an artistic assortment of Taylor's "Valley Violet" perfumes. From the canopy festoons of green and flowers extend to the four corners which are flanked with high growing plants of purple iris. Hangings and carpets of purple velvet give a luxurious finish to the display.

Canadian National Exhibition—Exhibit of "Bovril."

Bovril Limited.

No expense or pains have been spared by a number of the largest manufacturers this year in making their exhibits works of art that will not only take the fancy of the sightseers at the Fair, but remain as attractive pictures in their memory long after the Exhibition is a thing of the past. This is notably true of the proprietors of "Bovril" who are to be congratulated upon having one of the most beautiful exhibits in the Manufacturers' Building.

It takes the form of an Oriental shrine, with cupola and supporting pillars of palest ivory with delicate tracing in gold. Color and life is lent to the interior by hangings of pale green silk, palms artistically arranged, and here and there a Union Jack or ensign. The monarch of the forest occupies a commanding position and rears his majestic antlers as if in defiance of all competitors of "Bovril." In the background is a fine bit of bronze—the traditional bison with the motto underneath—"Alas my poor brother." Pyramids or "Bovril" artistically piled complete the interior decoration.

The work of demonstration is in charge of Mrs. J. H. Small, of Montreal, who, with her assistants has won the approbation of thousands of visitors. No one can say he has not met with the utmost consideration and courtesy when incidentally he dropped in to have a cup of "Bovril."

"Bovril" came into existence shortly after the Franco-German war. The French Government was much concerned at the hardships many of the French garrisons had been compelled to pass through and sent a commissioner to Canada to investigate the question of concentrated provisions. The actual investigation came to little at the time, but lead to the discovery of the ideal form of nourishment known first as "Johnston's Fluid Beef," and later in an improved form as "Bovril."

Frontenac Cereal Co.

Another very effective display is that of "Orange Meat." Round the top of the roof is built a superstructure about four feet high consisting of cardboard divided into shapes resembling the well-known "Orange Meat" packet. Inside against the back wall are built up artistic piles of this popular breakfast food. Orange colored bunting in graceful festoons gives an artistic touch to the whole. Several lady attendants dispense packets to interested visitors.

Canadian National Exhibition—Exhibit of The Frontenac Cereal Co.

The Frontenac Cereal Co started in business just about a year ago and some idea of their progress may be gathered from the fact that now their product is to be found in every colony of the British Empire. The company make the claim that theirs is the only breakfast food that is put up in hermetically sealed packages lined with mercerised paper thus making the food absolutely moisture and vermin proof. No human hands touch this food from the time it leaves the car till it is put on the table.

Cerebos.

Numerous as the exhibits are in the Manufacturers' Building none is more characteristic and neat than that of "Cerebos" salt, made by W. G. Patrick & Co., agents and importers, Toronto.

The exhibit is compact with the predominating color effect bright red. Large palms scattered artistically about serve to relieve the severity of the excellent display of tin packages of "Cerebos" table salt which takes the form of a graduated pyramid. "Cerebos" salt is manufactured at Newcastle-on-Tyne, England. It is claimed for this commodity that it contains a requisite proportion of phosphate of bran, which renders the salt fine, dry and free from caking.

Canadian National Exhibition—Exhibit of The E. W. Gillett Co.

Canadian National Exhibition—Exhibit of Cerebos Salt.

E. W. Gillett Co.

This exhibit deviates from the massive, substantial style characteristic of most of the larger booths, this year, in being open without canopy or roof. It is screened off merely by a low white balustrade on an olive green foundation, with large palms at regular intervals. The floor space is spread with rich Oriental rugs and fitted with antique ebony chairs and divans. The rear is hung with green curtains and between the white supporting pillars are stacks of Imperial and Magic Baking Powders and Gillett's Perfumed Lye. In the foreground rise imposing pyramids of Gillett's well-known products—capped with chandeliers bearing four immense electric lights. The exhibit as a whole has a luxurious, airy appearance which is enhanced at night by a great number of incandescent lights.

The Nasmith Co.

The Nasmith Co., Toronto, has adopted the prevailing mode and has erected a structure in white and gold with low railings and counters surmounted by colonial pillars. Over the structure is a huge canopy of red with yellow lining. The prevailing color in the interior is rich blue which serves as an effective background for numerous ornamental glass jars filled with Nasmith's brand of chocolates, bon-bons, etc. Mirrors and plate glass show cases also help

RETURNED

Canadian National Exhibition—Exhibit of The Nasmith Co.

to lend an air of elegance to Nasmith's artistic exhibit in the Manufacturers' Building.

The Pure Gold Co.

The Pure Gold Co.'s exhibit seems to be attracting great attention from the ladies' contingent at the Exhibition, the booth usually being surrounded by a throng of animated visitors. The exhibit, moreover, is well deserving of their attention, as the company's popular goods are displayed to excellent advantage. A handsome glass case at one end contains a full line of the company's flavoring extracts so well known to the trade, while another case at the corner of the counter is filled with dainty samples of jellies. At the back are built up artistic mounds consisting of cases of coffee, baking powder, salad dressing quick pudding in various flavors, jelly, etc., all of course "Pure Gold." The lady attendants are exceedingly courteous and anxious to explain and please.

Black Bros & Co.

Black Bros. & Co., of Halifax, have seized upon a happy thought in bringing up from the Maritime Provinces a taste of the sea by way of a real lighthouse. This makes a very effective centrepiece for Black Bros. & Co.'s excellent exhibit of "Halifax" and "Acadia" brands of prepared codfish in the Manufacturers' Building. The lighthouse is illuminated in the evenings and presents a very attractive and beautiful spectacle.

For about a century have Black Bros. & Co. been in the fishing and outfitting business. Indeed you may say that the history of this firm is part and parcel of the history of the great fishing industry of Nova Scotia. But until lately their trade in fish was entirely foreign and the fish they sold were cured especially to suit foreign tastes. Quite recently their thought was directed to preparing it in a manner that would suit the taste of the consumers of Canada, and thus was inspired the idea of making and putting up in packages the different brands of prepared codfish knowns as "Halifax" and "Acadia." These brands were devised after a course of experiment and study, and commanded a ready sale as soon as put on the market, even in Nova Scotia, where the people had been accustomed to the very finest quality of codfish.

These fish are put up in neat boxes of two and three pounds. In Halifax

SEP 30 1904

Canadian National Exhibition—Exhibit of The Pure Gold Mfg. Co.

"Lighthouse" brand—more commonly known as just "Halifax"—nothing but the very best quality of fish is used. The product has that pure, white look that renders it so attractive to the housewife, and it makes up into particularly tempting-looking dishes. What is quite as much to the point, it makes up into the very tastiest of dishes. The fish is just salty enough to be nice, and has a flavor when cooked that one does not grow tired of. The same may also be said of the taste of "Acadia" brand, prepared codfish.

Black Bros. & Co's brands of prepared codfish are absolutely boneless and can safely be recommended as a most nutritious food.

Few grocers have realized hitherto the magnitude of the codfish industry which, as a matter of fact, is practically equal in importance to the salmon industry. The catch of 1903 amounted in value to over $4,000,000. The grocery trade would find it much in their interest to give greater prominence to this line of goods, as there is no doubt that once "Halifax" and "Acadia" brands of prepared codfish are thoroughly known to the public they will become a staple article of diet.

Canadian National Exhibition—Exhibit of The Walter Baker & Co.

Canadian National Exhibition—Exhibit of Black Bros. & Co.

Walter Baker & Co.

The booth of Walter Baker & Co. is especially prominent for its tasteful simplicity. The counter forms a semi-circle, the roof being supported by two pairs of pillars. The predominant color is of course chocolate brown, while from the ceiling hangs yellow drapings in graceful festoons. On the counter are displayed various specimens of the company's well-known chocolates, with an assortment of cocoa beans, cocoa pods, etc. On stands at the back of the booth are built up an artistic pile of "Breakfast Cocoa" in 14, 1-2, 1 lb. and 5 lb. tins, interspersed with pictures of "La Belle Chocolatiere," the company's well-known trade mark. Two of the young ladies in charge are dressed in the costume of "La Belle Chocolatiere" and perform their functions with much grace.

This firm's goods have now been on the market for a period of over 120 years. Their name is a household word. The present factory occupies the site on the Neponset River, Dorchester, Mass., on which the original factory was built in 1780, a record the firm is justly proud of.

Canadian National Exhibition—Exhibit of Gowans, Kent & Co.

RETURNED OCT 3 1904

Gowans, Kent & Co.

An imposing display of glassware is being shown at the handsome booth of Gowans, Kent & Co. The booth itself is built of solid oak with an attractive sign bearing the firm's name in gilt lettering. Inside the brass rail surrounding the exhibit are two handsome glass cases filled with beautiful specimens of cut glass articles. In the rear against large mirrors are displayed three more elegant cases on a purple velvet covered stand containing a wide assortment of that elegant glassware so well known to the trade. On the top of these cases are ranged a number of handsome lamps, vases, etc., all in cut glass. The whole forms a most striking and creditable display and in every way deserves the universal attention that is bestowed on it.

Canada Cream Cheese.

The superstructure of this handsome exhibit is gothic in style with pillars at the sides, all done in pure white with enamel finish. The interior decorations are grouped around a mammoth box of Canada Cream Cheese covered with silver foil. The Canada Cream Cheese trade mark—an Indian in war paint and feathers paddling a birch-bark canoe—makes a prominent scenic background, while tier after tier of boxes of Canada Cream Cheese fill up the intervening space. Young ladies at the counter spare no pains in giving visitors to the Exhibition a practical demonstration of the many excellent qualities of Canada Cream Cheese.

J. J. McLaughlin.

The framework of this exhibit is happily wrought out in polished oak, and in appearance resembles an open Summer arbor. The roof is in the shape of a canopy, crowned by a decorative jar of Hygenia Fruit Juices, and at the four corners by similar jars of smaller size. Branches of grape vines, containing clusters of purple grapes hang from the four sides of the booth, being caught up in the centre by a mammoth bunch of red, white and green grapes, each a miniature incandescent lamp. On two sides of the exhibit are shelves stacked with different varieties of Hygenia fruit juices.

Sovereign Mfg. Co.

"This exhibit looks as if it had been transported straight from a Parisian art salon," remarked a visitor in passing the Sovereign Mfg. Co.'s exceedingly pretty exhibit. The plain pine woodwork loge, stained green after the fashion of to-day, requires no other decoration than some artistic gold lettering and festoons of American beauty roses. The striking feature of this exhibit is

RETURNED OCT

Canadian National Exhibition—Exhibit of Canada Cream Cheese.

the electric lighting scheme which is carried out in beautifully shaded effects. A Grecian fountain illuminated and hung with garlands of flowers is also a great attraction. Elaborate show cases at the rear are filled with this firm's specialty "June Clover" perfume.

The Eby-Blain Co.

An exhibit which cannot fail to attract attention is that of the Eby-Blain Co. The booth is not large but contains a well arranged assortment of Eby-Blain goods, comprising "Kolona" tea, "Gold Medal" coffee, and others of their well-known lines. The predominant feature of the exhibit is a huge coffee pot which towers above the booth and can be seen from one end of building to the other.

It was intended as a model on a colossal scale of the "Kin Hee Quick Pot" for coffee of tea which the firm claim effects a saving of 25 per cent.

Quaker Oats.

The American Cereal Co. has a display which is excelled by none in their own line. Their booth is large and the double pillars supporting it at each corner and the centre give it a very substantial appearance. A sheaf of oats

Canadian National Exhibition—The Eby, Blain Co.'s Exhibit.

Canadian National Exhibition—Display of American Cereal Co.

together with a group of flags ornament the corners of the roof while the words "Quaker Oats" are ingeniously wrought in the natural oats serve as an artistic decoration for the walls.

An imposing display of Quaker Oats is made inside the booth, while two large mirrors placed at angles to each other enable visitors to see themselves smiling while they are partaking of this excellent food. Many a face displays "the smile that won't come off." The decorations are in red and green and are extremely effective. The lady attendants are most assiduous in their attentions to the interested crowds which hover around the booth.

Eze Mfg. Co.

The Eze Mfg. Co., Toronto, has a neat little booth looking out over the south entrance to the Manufacturers' Building. The booth itself is covered with red, white and blue bunting, and the interior is stacked with pyramids of Star Ammonia, Washing Powder in red wrappers with gold lettering.

Blue Ribbon Tea.

The Blue Ribbon Tea Co., Toronto, are housed this year in a spacious white structure with long, low overhanging roof in bungalow style and side arches

Canadian National Exhibition—Exhibit of The Blue Ribbon Tea Co.

curtained with rich blue hangings. In one corner of the bungalow is an inner recess, also curtained off and serving admirably for a tete-a-tete. Large and small boxes of Blue Ribbon Tea are in evidence everywhere. A staff of pretty waitresses graciously serve visitors with the cup that cheers but inebriates not.

H. J. Heinz Co.

Unquestionably one of the finest exhibits in the Manufacturers' building is that of H. J. Heinz Co. It takes the form of a huge pyramid, on the sides of which rise tier above tier the company's different pickles and other products. The apex of the pyramid consists of a long bottle of pickles which in its turn supports a huge girkin bearing the Heinz trade mark in electric lights.

Three arms connect the pyramid with the pillars at each corner of the counter, on which are placed handsome bottles containing a tempting display of different pickles all arranged in artistic color formations. The Heinz exhibit is in every way worthy of the enterprising firm whose name is now a household word in Canada.

Canadian National Exhibition—Exhibit of The H. J. Heinz Co.

Harry Webb Co.

This well-known firm of confection has a handsome exhibit near the main entrance to the Manufacturers' Building. A long low counter in white enamel serves as a foundation for a number of white pillars which in turn support a canopy. The hangings which are in rich blue serve as an effective background for the brilliant display of chocolate in boxes, bon-bons, dainty sweets, candies and novelty boxes bearing the "Harry Webb" trade-mark.

Maclure & Langley.

The exhibit of Tobler's Swiss Milk Chocolate, made by Maclure & Langeley, importers, Toronto, is deservedly attracting a great deal of attention, the skilful blending of the delicate light blue and pink shades used in the decorations being very pleasing to the eye. The popularity of Tobler's Swiss Milk Chocolate is amply proved by the crowds that visit the exhibit daily. The lady attendants wear an exact reproduction of the Swiss costume and very pleasingly explain the process of manufacture of this celebrated chocolate. Tobler's is one of the oldest manufacturers of Swiss chocolate, and its products have been awarded gold medals at

many European exhibitions. One important feature in the manufacture of Tobler's chocolate is the fact that it is ground for five days by electric machinery run by water power. This adds greatly to its digestive qualities. It is put up in the form of croquettes, tablets, fancy boxes, etc., all of various sizes.

The shipments received by Maclure & Langley are large and are steadily increasing with the growing demand, never less than a carload being received at one time.

Lever Bros.

The proprietors of "Sunlight Soap" may justly lay claim to having one of the miniature palace exhibits in "Royal Row" in the Manufacturers' Building. It takes the form of a colonnade with three wings, having massive pillars in white and yellow embossed in gold, and surmounted by an ornamental balustrade. Over the centre wing are displayed the lion and the unicorn with flags and pennons artistically crossed. Some feet within the front railing rise a number of plate glass cabinets filled with Lever Bros'. newest brands of soaps including among others the "Monkey Brand," "Crest," "Lifebuoy" and "Cheerful." Above the cabinets, filling in the upper space to the roof, are a number of framed pictures illustrating Lever Bros.' factories in various parts

Canadian National Exhibition—Exhibit of Maclure & Langley.

Canadian National Exhibition—Exhibit of Lever Bros.

of the world. Within the floor space palms are grouped here and there among glass show cases on pedestals containing several lines of toilet soaps put upon the market at the beginning of the present year, namely the "Coral" and "Silkskin" brands. These soaps are put up in 5 and 10c lines and are rapidly achieving an enviable reputation.

Peter's Chocolate

This exhibit is undoubtedly one of the centres of attraction in the Manufacturers' Building. It possesses all the advantages of a corner situation and is artistically draped in white and green. Two attractive young ladies gowned in the national Swiss costume with laced bodices of black velvet and soft muslin fichus have the work of demonstration in hand. W. G. Patrick & Co., Toronto, who are the agents for "Peter's" chocolate, are to be congratulated on having secured the services of such efficient demonstrators. They are not only pretty but have a way of imparting to all who pass the booth "the smile that won't come off." He is an unhuman wretch who does not become per-

suaded straightway that everyone eats "Peter's."

The firm manufacturing Peter's Swiss milk chocolate, which is capitalized now at $5,000,000 has its headquarters in Vevey, Switzerland. Mr. D. Peter experimented nearly ten years before producing the commodity which is now almost a household word in America and Europe owing to its many excellent features. It is used extensively by Swiss mountain climbers as well as a number of large European hospitals on account of its sustaining properties.

Canadian National Exhibition—Exhibit of Peter's Chocolate.

Packard & Co.

Jockey colors, horse shoes, etc., are quite in keeping with the spirit of Packard's shoe dressing for various colors and qualities of leather and combinations of liquid and paste, so familar to all. Packard & Co. have a compact, but artistic exhibit with color effect in black and yellow—a sort of open lattice at the sides being formed of satiny black oblong horseshoes. The walls are suitably decorated with pictorial testimonials and piles of Packard's shoe dressings.

Metallic Roofing Co.

The exhibit of the Metallic Roofing Co. is by universal consent one of the finest at the Exhibition and reflects the greatest credit on that enterprising firm. The structure in which the exhibits are displayed is in itself a source of much admiration. It is a building of striking proportions in the Eastern style of architecture. Everything is constructed of metal, but it has the appearance of a stone structure, supported by marble pillars. The metallic roofing of the interior has evoked much admiration and is really a beautiful specimen of artistic workmanship. Inside on stands are displayed a circular group of samples of exterior and interior decoration in different styles and colorings. Another line that is displayed is the company's fireproof window. The distinguishing feature of this window is the way in which the wire netting is made inside the glass. The advantage of this is that in case of fire, while the glass may crack it will never fall out and thus allow a draught of air to fan the flames. At the back of the booth against a rich velvet hanging is displayed an attractive line of zinc and copper ornaments eminently suitable for decorative cornice work.

The Eureka Refrigerator Co.

The exhibit of the Eureka Refrigerator Co., Toronto, is proving a big attraction to all up-to-date butchers and grocers, who visit the annex at the entrance to the Exhibition grounds. Mr. F. W. Reed is in charge of the exhibit and takes particular pleasure in pointing out the many excellent features of Eureka butcher, grocer and domestic refrigerators respectively, the latter of which are made to order by the company. It is claimed for the "Eureka" that its air chambers are entirely free from that humidity which is the weak point in many refrigerators to-day.

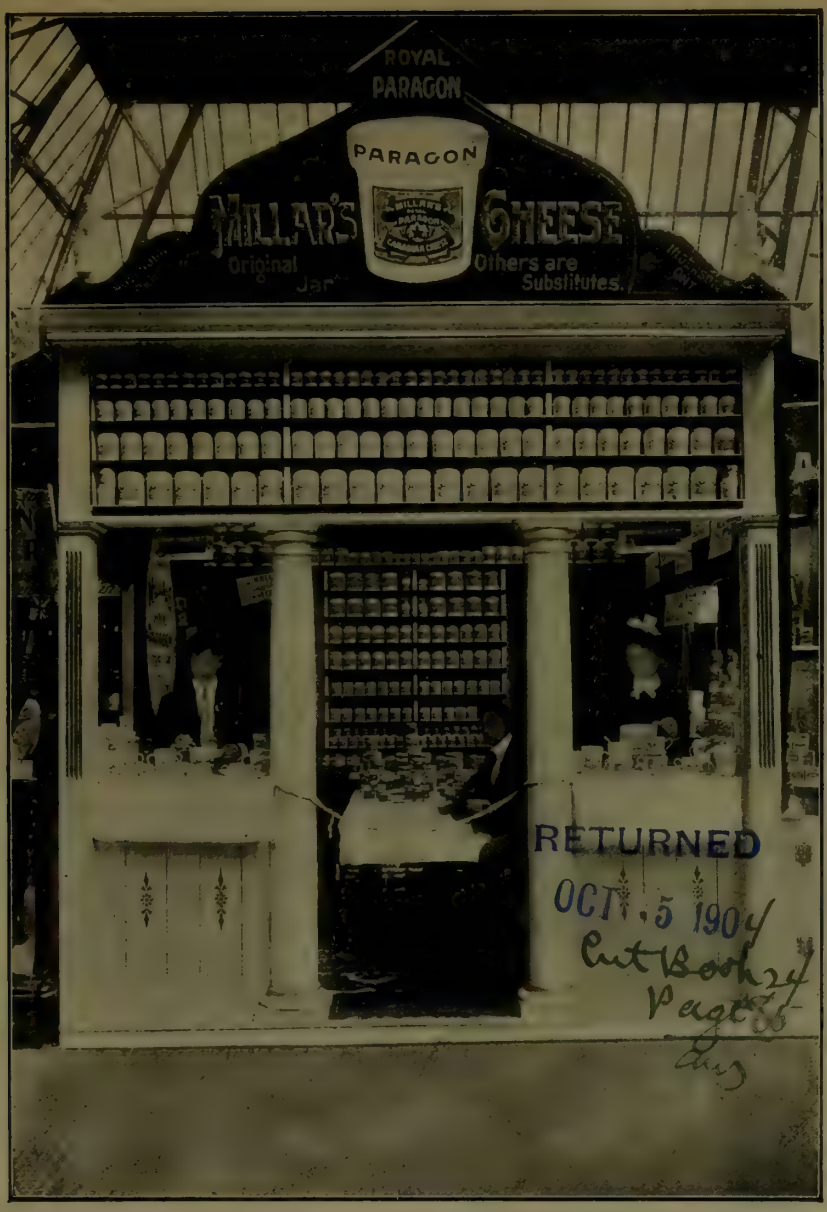
The "Eureka" company are feeling the results of the growing time and are now erecting a manufacturing plant in Toronto, to be completed by December next, which will be three or four times the capacity of the present one.

The Imperial Starch Co.

This firm from Prescott, Ont., has worked out a decidedly original and effective scheme in its exhibit in the main aisle of the Manufacturers' Building. The predominating colors are blue and white, the most striking feature of the exhibit being a huge pyramid of packages of "Royal Gloss Laundry Starch," "Imperial Crystal Gloss Starch" and "Imperial Corn Starch," the whole topped by shields and flags and a huge rock of starch. On the double counter are exhibited tall glass vials containing samples of the Imperial Starch Co.'s products including raw and refined "Banner Golden Syrup."

The Ingersoll Packing Co.

The exhibit of Millar's Paragon Cheese, while following the colonial style so popular this year, is handsome and spacious. The dead white of the



Canadian National Exhibition—Exhibit of Millar's Paragon Cheese.

pillars and roof are relieved by red and striped Oriental draperies. The background is in quiet and subdued colors, and serves admirably to display shelves and conventional stacks of Millar's Paragon Cheese packages. The Toronto agents for the Ingersoll Packing Co., is W. H. Millman & Sons.

C. Wilson & Son.

The feature of the exhibit of C. Wilson & Son of chief interest to the grocer is their fine display of scales in Machinery Hall, which is certainly second to no scale exhibit ever shown in Canada. They have a most complete line of their well-known scales on view, ranging from the chemist's scale, which registers the weight of a grain, to the hugh railway weigher, capable of registering 100 tons. All their scales are made with a fine finish and their accuracy and durability are well known to the trade. Ball bearings and agates are used wherever practicable. This firm has been building scales in Toronto for the last 53 years and has achieved a reputation of which they may be justly proud.

The Globe Metal Polish Co.

Have a neat and artistic booth in the annex, in a white and yellow color effect, with rich green drapery, and a black background which serves particularly well to show off the graduated stocks of Globe Metal Polish packages. The commodity itself is used for polishing gold, brass, silver and copper, and the loquacious miss in charge of the exhibit in her own inimitable way seeks to impress upon all visitors that Globe Metal Polish is "non-inflammable, non-poisonous, non-injurious" and goes so far as to say "it is used by the coachman of King Edward's household."

PERSONAL MENTION.

Mr. J. A. McFarlane, grocer, Shakespeare, Ont., called at the Toronto offices of The Grocer this week.

Mr. J. A. McGuane, manager of New York branch Salada Ceylon Tea Co., spent a few days in Toronto this week.

Mr. P. C. Larkin, of the Salada Tea Co., accompanied by Mrs. and Miss Larkin, is spending the week in New York.

Mr. White, of Polley & White, Trenton, and Mr. Matthews, Jr., Trenton, the well-known evaporated apple men of the east, were visitors to the Montreal trade this week.

Mr. Issa Tanimura, Minister of Commerce and Finance for the Japanese Gov-

Canadian National Exhibition—Exhibit of C. Wilson & Son.

ernment, was introduced on 'Change at Montreal this week by the secretary of the Board of Trade.

Mr. Maurice Du Pare, representing the "Cognac Distilleries" of France, was a guest at the Corona Hotel, Montreal this week. The Lawrence A. Wilson Wine Co. are agents in Canada for Mr. Du Pare's celebrated house.

Mr. O. Lefebvre, proprietor Ocean Mills, Montreal, is taking a few weeks' vacation. The St. Louis Exposition is

& Co., Halifax, has returned from a few days' trip to the Canadian National Exhibition at Toronto, where his firm has an exhibit. Mr. Brittain speaks enthusiastically of the Exhibition and the work that is being done in educating the public to the use of prepared fish

Mr. Chas Gyde, Montreal, who has been making a trip through Manitoba, the Northwest Territories and British Columbia during the past two months,

Canadian National Exhibition—Exhibit of The Metallic Roofing Co.

the principal point on his list and no doubt most of his time will be spent among the wonders of the Ivory City.

Mr. W. P. Innes, late of the Simcoe Canning Co., and now of the Canadian Canners, was in Montreal this week on a pleasure trip, and called on some of the leading wholesale houses. Mr. Innes was looking well, and is head of a most successful and interesting business.

Mr. A. H. Brittain, Montreal and Quebec representative of Black Bros.

has returned to Montreal. Mr. Gyde speaks glowingly of the prospects of the Great West. He was particularly impressed with the growth of Winnipeg as a business and distributing centre. What was very satsfactory to Mr. Gyde, however, was a plentitude of orders.

The Dominion Government has established a close season in connection with the sockeye fisheries of British Columbia extending annually from August 25 to September 15, both dates inclusive.

NEW CUSTOMS REGULATIONS.

COPIES of the memorandum issued to collectors of customs by the Commissioner of Customs, on August 20, have come to hand. The memorandum reads :

To Collectors of Customs :

Instructions regarding Duplicate Invoices, Invoice Forms and New Certificates and Declarations on Invoices; and also regarding Revised Oaths on Bills of Entry (in force October 1st, 1904).

(1.) Copies of the Orders in Council of this date in relation to duplicate invoices, new certificates and declarations on invoices, and in regard to changes in the oaths on custom bills of entry are appended hereto with instructions for the guidance of customs officers and others concerned.

(2.) Take notice that the new forms come into effect on October 1st, 1904.

Collectors may, however, for a temporary period (not later than December 31, 1904) accept entries on invoices bearing certificate "J" or declaration form "6," in cases where it appears impracticable for the importer to furnish an invoice as prescribed with certificate form "M" or declaration form "N;" but in such cases collectors will require that invoices of goods subject to specific duty shall also bear certificate form "J" when not certified on the new form "M."

(3.) Duplicate invoices are required to be delivered with bills of entry from 1st October, 1904. Provided, however, that a copy of the original certified invoice, if compared and initialed "true copy" by the customs officer, may be accepted as the duplicate invoice.

The duplicate invoice shall in all cases be annexed to the bill of entry and the rate of duty as on the entry shall be noted on both invoices beside the figures for the totals entered.

The customs officer at the port of entry who checks the entry with the invoice, shall initial the ratings on both invoices.

Both invoices shall also bear the entry number.

One copy of the bill of entry with the invoice (or copy) annexed thereto shall be forwarded by the collector to the commissioner of customs, Ottawa, in envelope A.

(4.) In respect of postal or express parcels containing donations or goods not being merchandise for sale, valued at not more than $25, the collector may dispense with the requirements for an invoice when it is impracticable to produce such invoice. The goods to be appraised by the customs officer in such cases.

(5.) Collectors may accept invoices for the entry of free goods (except wire

rods) without certificate form "M" thereon.

(6.) The forms of invoices in the appendix hereto marked (1—M) and (2—N) are approved.

(7.) The oath, form 2 as revised, only applies to the entry of goods exported to Canada on consignment without sale by the exporter prior to shipment.

Collectors may permit oath form 1 (revised) to be taken by the consignee as agent for the owner if the purchaser's true invoice be delivered with the bill of entry, in cases where goods sold by the exporter prior to shipment are consigned to a person other than the owner in Canada.

Such consignee may also be permitted to include on the same entry in consecutive order, goods described in several invoices for different owners, when arriving in one combined package.

(8.) Collectors may permit old entry forms to be used temporarily in necessary cases for a short period after 1st October, 1904, but not later than December 31, 1904, provided that paragraph 12 of the revised oath No. 1 be written and attested to on the entry when the old form oath No. 1 is used, and that paragraph 12 of the revised oath No. 2 be written and attested to on the entry when the old form of oath No. 2 is used.

(9.) Note particularly that the certificate form "M" takes the place of the old certificate form "J" on all goods sold prior to shipment to Canada (from 1st October, 1904);

Also that declaration form "N" takes the place of the old declaration form "6" (which is repealed from 1st October, 1904) on invoices of goods shipped on consignment.

A new circular for information of exporters, together with specimen of invoice (1—M), is being issued by the department.

It is desired that the new invoice forms be furnished by exporters for customs entries after 1st October, 1904, unless temporarily dispensed with by collectors, in exceptional instances, up to 31st December, 1904.

JOHN McDOUGALD,
Commissioner of Customs.

HINTS TO BUYERS.

H. P. Eckardt & Co., Toronto, have been so rushed with orders of Ludella Ceylon Tea that their shipments have been delayed a few days. They hope to be able to catch up again shortly, when all orders will be shipped promptly.

Buyers of Demerara crystals, and Trinidad and Barbadoes grocery sugar, will find a good assortment with H. P. Eckardt & Co., Toronto.

The Heinz exhibit at the Exhibition has been the centre of great interest. Their booth has been crowded almost continuously since the show opened. Probably 100,000 people will have tasted their products by the time the fair closes. Some large orders have been placed with H. P. Eckardt & Co., Toronto, for the "57 Varieties" during the past few days.

A REMARKABLE DISTRIBUTION.

The vendors of Orange Meat breakfast cereal have been including in every package of their goods a premium coupon. When the consumer has accumulated a certain number of these coupons she can exchange them for silverware—tea, dessert and table spoons, sugar shells or butter knives. Between January 1 and August 1 of the current year over 110,000 tea spoons, 3,000 table spoons, 1,000 butter knives and 1,000 sugar shells have been sent out from the Toronto office of the company. This is a surprising statement, and a significent one.

Mr. Pryor, sales agent for Orange Meat, is delighted with the progress of the article to which he has pinned his faith. He has recently opened up an Australian connection and 5 carloads have been sent to the company's agent there.

Free samples, coupons, general newspaper advertising, and last but not least, the advertising done in The Canadian Grocer, are given credit for the rapid sale of Orange Meat.

GERMAN FACTORY BURNED.

The largest sugar factory, named Kulmee, near Thorn, West Prussia, has been burned, involving a loss of $1,250,000. The fire caused a rise in the sugar market at Hamburg of 3c a hundredweight.

Canadian National Exhibition—Exhibit of Imperial Starch Co.

NEWS WANTED.

Smith: News wanted of Henry Smith; last letter from Jermyn street, London, April, 1897. Last heard of at Cumbernauld, Scotland, in March, 1901. Then leaving for Canada to engage in the grocery business.

Any information will be thankfully received by his son,

WILLIAM SMITH,
53 Aspen Grove,
Liverpool, England.

REPEATS ROLL IN

By Mail, Telegraph, and Telephone

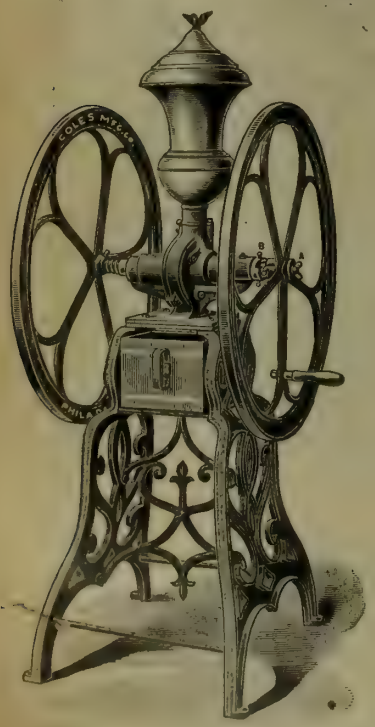
This proves all that you are interested in knowing, viz.—that "Salada" Ceylon Tea is a seller—and this of no ordinary nature.

Black, Mixed or Natural Green

Sealed Packets Only.

Retailing 25c., 30c., 40c, 50c., 60c. per pound

Wholesale Terms from "SALADA" Toronto and Montreal



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

Brantford Prepared Corn Starch.

makes many delightful, wholesome dishes, that are greatly appreciated by the little folks as well as the grown-ups.

Most of your customers know Brantford Corn Starch and want it often—let the rest of your customers try it and they will want it too.

All this means more business for you.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, Sept. 8, 1904.

THE week of Exhibition has brought about a considerable increase in the volume of business actually done in wholesale circles. More than the usual number of retailers have been in town, and almost without exception have found it convenient to visit their favorite wholesale grocer, placing orders incidentally which had been overlooked when the traveler was last on his rounds. The wholesale trade is gratified not only because of these direct good results, but because it is a great boon to business to have customers come into direct touch with the heads of such firms.

The regular Fall trade can hardly be said to be well under way as yet. Prospects, however, point to a splendid Fall season, additional leaven having been added by the improvement in western grain crop conditions.

Sugar remains very firm, an advance in Canadian refined having come into effect on September 1 following a similar advance in New York. Canned goods are firm, particularly 1904 pack sockeye salmon, which has been withdrawn from the market. Syrups and molasses, tea and coffee, spices and rice and tapioca are without special feature for the week under review. Additional firmness rules in the foreign dried fruit and nut markets respectively.

CANNED GOODS.

The principal item in canned goods this week is the continued firmness of the sockeye salmon market. It is believed that packers at the Pacific coast are general in their withdrawal of quotations. Unquestionably they must have a market in view, presumably the English market, for what has not been already sold, which will pay higher prices rather than do without British Columbia Sockeye salmon. In view of the firmness of the situation, lower prices in salmon can hardly be expected this year. It is known definitely that Australia is bidding for sockeye and that considerable quantities will be forwarded there.

The usual volume of trade in canned vegetables and fruits continues. Neither corn nor tomatoes, new pack, are on the market yet, nor is any reliable information available regarding the extent of the pack.

Some new pack kippered herring have arrived on this market, and higher prices are reported on account of the relative smallness of the catch this season. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus, American	....	4 00
" tips, 2's	....	2 65
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 80	0 92½
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 82½	1 30
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 75
" 3's	....	2 50
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 90
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 75
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00½
Haddies	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, 1s, "	....	0 50
" ½s, "	....	1 00

For further prices on new pack vegetables and fruits see Quebec markets.

SUGAR.

Just as we went to press last week there was an advance of 5c per cwt. all round in local refined, following similar advances in New York. There were large sales of raws to New York refiners at 1-16c advance, embracing 65,000 bags Cuban centrifugals for September shipment at 2.94c c. and f. New York for basis 95 test, which is equal to 4 5-16 duty paid, thus confirming the prediction made in our last report. Since then the tone of the market has, if anything, been firmer, although no further changes in quotations are recorded. Beet sugars after declining to 10s 7 1-2d for September shipment recovered 3d per cwt. and are now quoted firm at 10s 10 1-2d for September and 11s 1 1-2d for October shipment, the former being equivalent to full current parity of centrifugals in New York markets. Recent cable advices from Europe indicate more favorable weather for the growing crop of beets; a few days of rain can make but little improvement now, however, in crop conditions, a large proportion of the damage being irreparable. Holders are still firm in their pretensions and some sugar afloat in American waters will be stored rather than to accept current quotations.

Receipts at U. S. Atlantic ports for the week ending August 31 were 39,656 tons, meltings 44,000 tons, leaving total stocks in all hands of 124,168 tons, of which over 10,000 tons were in refiners' hands. There were no receipts at Cuban shipping ports for the week while exports reduced stocks 12,000 tons, leaving total stocks in the island of 42,000 tons, against 200,500 tons last year. Combined stocks of Europe and America at latest uneven dates were 1,622,168 tons, against 2,167,073 tons last year, a decrease of 544,905 tons.

The month of August just closed has been eventful in trade as having marked a steady advance in raws of 5 1-6c per lb. quotations of centrifugals at the opening of the month being 4c duty paid, New York for 96 test. The end of the month also marked the close of the first campaign year since the European bounty was abolished, beet sugars having advanced during that period 2s 4 1-2d per cwt. and cone centrifugals in New York 7-16c per lb.

Present indications are that the requirements of the next two months will be very heavy and in view of the general strength of the market it is expected that the present high level of values will be maintained. This is of course contingent on the eagerness or indifference of planters to the sale of their sugars.

Something New

Pineapple in glass is unquestionably more to be desired than Pineapple in tin.

McGregor's Preserved Pineapple

is in glass jars of very attractive shape. The quality is

McGregor Standard

—that means perfection.

1 lb. glass jars, per dozen, $1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

Haven't you an order?

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
167 to 171 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA** and **LOWER PROVINCES.**

Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

The demand for refined locally continues good and we advise quotations as follows:

Paris lumps, in 50-lb. boxes	5 38
" in 100-lb. "	5 28
St. Lawrence granulated	4 73
Redpath's granulated	4 73
Acadia granulated	4 63
Berlin granulated	4 63
Domestic beet, granulated, 1902 (off grade)	4 43
Phoenix	4 63
Bright coffee	4 53
Bright yellow	4 48
No. 3 yellow	4 43
No. 2 "	4 23
No. 1 "	4 13

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The wholesale grocery trade report having booked a large number of orders for syrup at quotation prices. The general feeling is that prices may go unchanged. The molasses situation is without special feature. We quote the following prices :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

Locally the tea market continues much the same as last week. The only feature worthy of special mention is the exceptionally good values offering in the Indian and Ceylon markets, especially Pekoes. Quotations continue unchanged as follows :

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market continues firm locally, with buying only in small quantities.

New York markets have eased from five to ten points, the weakness of the market being due largely to Krische & Co.'s estimate of the receipts of coffee at Rio and Santos for September at 1,650,000 bags. This is practically the same amount of coffee that arrived at these two ports in September last year, and was a larger estimate than expected, many believing that the estimate would be below 1,500,000 bags. Another development that attracted general attention and had considerable influence during the damp upon the market was the indicated large increase in the world's visible supply during August. With only London, Antwerp, Bordeaux and Marseilles to hear from, the increase amounts to 981,000 bags. London stocks, according to private advices, have decreased 35,000 bags. Only slight changes are expected to be shown by the other ports, so that an increase for August of about 925,000 bags is indicated. Inasmuch as the deliveries of coffee in the United States and Europe for August were about 125,000 bags larger than the same month last year, and the receipts of coffee at Rio and Santos were about the same, the indications are that the mild movement of coffee to Europe was again heavy. The approximate total arrivals of mild coffee in the United States and Europe during August were 550,000 bags, comparing with 250,000 bags in August, 1903. Influenced by the unfavorable statistical developments there developed moderate selling to liquidate long accounts and there was practically only one buyer to absorb these offerings.

We quote the following prices :

	Per lb.
Green Rios, No. 7	0 10¼
" " No. 6	0 10½
" " No. 5	0 11
" " No. 4	0 11½
" " No. 3	0 11
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

Locally there is a good demand for rice and tapioca at quotation prices. Cables from Japan advise that the unusually hot Summer has produced the finest rice crop of recent years. It is estimated to be 20 per cent. above the average. We quote the following prices :

	Per lb.		Per lb.
Rice, stand. B	0 03½	Tapioca, staple	0 03½ 0 03½
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 08
Sago	0 03½ 0 04		

SPICES.

There is nothing of special interest to report in the spice market for the week. The market is steady and prices are unchanged. Our quotations are as follows :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits

Trade continues seasonable in all lines of foreign dried fruits ; it is not

expected, however, that the volume will be large until later in the Fall. Cable advices report a sharp advance in Valencia raisins. California fruits continue very low. The first direct boat loaded with currants left Patras early this week. After loading raisins at Denia this currant steamer will proceed to Montreal direct. Our quotations are as follows :

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05½	40-50s	0 07½	0 08
70-80s	0 06	0 06½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES

	Per lb.	
Californian evaporated	08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected	0 07	0 07½
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 09	0 10
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

Filberts have taken a sharp advance, those bringing 6¼c in the Spring having jumped to 9¾c. Almonds are also advancing. A good crop is expected of both Grenoble and Bordeaux walnuts. During the week shelled Grenoble walnuts and filberts to arrive have each advanced 2c per pound. Our quotations are as follows :

Peanuts, green, per lb	0 08	0 10
" roasted "	0 10	0 12
" Spanish, green, per lb.		0 09
" " roasted. "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb		0 12
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 10
Filberts, per lb		0 12
Pecans, per lb	0 14	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 00

BIRD SEED.

A seasonable demand for bird seed is reported. Cables advise that the market for canary seed is advancing. Our quotations are as follows :

Canary seed, per lb	0 06½	0 07
Hemp "		0 04½

Country Produce.

EGGS.

There has been very little change in conditions prevailing in the egg market during the past three weeks. The supply continues fair with no appreciable increase or decrease to affect prices. Quotations are strong in every branch of the provision and egg markets. Prices remain the same as last week—17 to 18c.

HONEY

An authority on honey says that the past severe Winter and cold Spring killed 70 per cent. of the bees in Ontario, the same being true of Quebec and the Maritime Provinces. Entire apiaries have been wiped out. Even with a full yield per colony this would reduce the honey crop to one-third. Clover was also Winter-killed, and during its bloom the weather has been abnormally cool. Linden, the next great source for white honey, requires cool weather, and as it opened about July 15, during very hot weather, the honey crop has been decidedly light. Speculators are reported to be getting hold of honey and prices have already advanced, with the prospect of advancing still more. The scarcity of small fruit will tend to further strengthen the honey situation. Our quotations are as follows :

Honey, extracted clover, per lb	0 07	0 07½
" sections, No 1, per doz	1 65	1 75
" " No. 2, "	1 30	1 40

BEANS.

Some growers report rust, which may have a tendency to stiffen prices. The demand is fair and prices continue unchanged. Following are the prices we quote :

Beans, mixed, per bush		1 25
" prime, "		1 35
" handpicked, per bush	1 50	1 60
" Lima, per lb	0 05½	0 06½

Green Fruits.

Prices brought by domestic fruit during the week under review have been higher than was anticipated. The result is probably caused by the large number of purchasers on the local market during the Exhibition. Arrivals of Canadian fruits from Niagara district, according to reports, are fair, with the exception of Canadian plums and peaches, which are below their respective averages of last year. Fruit merchants report a large consumption of fruit at the Exhibition.

Only two cars of California fruit have made an appearance on the local market during the last week. Prices of domestic fruits are too low for California goods to compete. The season for Valencia oranges is practically over. Jamaicas are expected to take their place in a week or ten days. Florida pineapples are more plentiful, and as a result, prices are easier. The condition of the banana market is better than it has been for some time. In all probability apples will be a drag on the market this season, although reports show that the exports this year are below the average. This is due to the lateness of the season. The season for imported cantaloupes is over and Canadian fruit has taken their place. Crawford peaches have arrived and are selling at $1 per basket. In addition to the regular list the following quotations on Canadian grapes have been added : "Champions," in small and large baskets ; "Moore Early's," also in small and large baskets, and Delawares in small baskets.

Following are the prices we quote for this week :

California late valencias, per box	4 50	5 00
Verdelli lemons, 300's, per box	3 50	4 00
" 360's, per box		3 25
Florida pineapples, per crate	3 75	4 00
Bananas, large bunches	1 25	1 75
Banana's, 8's, per bunch	1 00	1 15
Apples, Canadian, baskets	0 15	0 25
Limes, per box		1 00
Tomatoes, per basket	0 20	0 30
Watermelons	0 25	0 35
Cantaloupes, Can., per basket	0 15	0 25
Cantaloupes, Can., per crate	0 35	0 50
California peaches, per crate	1 25	1 75
" plums	1 25	1 50
California Bartlett pears, per box	2 50	3 00
Blueberries, per basket	1 00	1 25
Peaches, Canadian, St. Johns, per basket	0 75	1 25
" common, per basket	0 50	0 75
" Crawford's "		1 00
Lawton berries, per box	0 08	0 10
Sweet potatoes, double heads, per bbl		4 00
" cloth covers "	3 00	3 25
Plums, Canadian, large	0 60	0 75
" Lombard's	0 40	0 75
Pears, Canadian, Bartletts, per barket	0 30	0 50
" " Clapps Favorite, per basket	0 25	0 40
Grapes, Canadian, Champions, small basket	0 20	0 25
" " " large "	0 40	0 50
" " Moore Early's, small basket	0 25	0 30
" " " large "	0 60	0 75
" Delawrre's, small basket	0 35	0 45

Vegetables.

The supply of cauliflowers during the week under review has been better than during the previous week. The quality is reported as good. Dry onions are selling at 40c per basket, Silver Skin pickling onions at 13c per quart or $1 to $1.25 per basket, pickling cucumbers at 25c per 100 or 50 to 90c per basket, and cabbage at 5c a head or from 25 to 50c per dozen. We quote the following prices :

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 15
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz		0 20
Beets, new, per doz		0 20
Rhubarb, per doz	0 20	0 25
Dry onions, per basket		0 40
Silverskin pickling onions, per basket	1 00	1 25
Green onions, per doz	0 15	0 40
Green house water cress, per doz		0 25
Green cucumbers, per basket		0 20
Pickling cucumbers, per basket	0 50	0 90
Waxed beans, per bush	0 75	1 00
Cauliflowers, per doz	0 60	1 50
Green peppers, per basket	0 30	0 40
Red peppers, per basket	0 75	1 00
Michigan celery, per doz		0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Green corn, per doz		0 10
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 85
Butter squash, per doz	1 00	1 25
Parsnips, per doz		0 30
Cabbage, per head		0 05
" per doz	0 25	0 50

Fish.

As a result of the cool weather the demand for fish continues good. Prices remain unchanged. With the first of the month the oyster season began. A fair-sized quantity has arrived for so early in the season, and the cool weather has created a seasonable demand. "Long Island Natives" are selling at $1.70 per imperial gallon and "Baltimores" at $1.50 per wine gallon. Our quotations are as follows :

Halibut, "		0 12
Sea salmon, "		0 18
Whitefish, fresh caught, per lb		0 09
Haddock " per lb		0 06
Cod, steak " "		0 08
Perch " "		0 06
Trout, lake, per lb		0 09
Herring, lake, per lb	0 05	0 07
Pike, per lb		0 07
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 50

Grain, Flour and Breakfast Foods.

GRAIN.

Prices continue to sag. During the week Manitoba Northern Nos. 1 and 3 have each dropped 1½c per bushel, while No. 2 has dropped 1c per bushel. Red is 2c easier and white is ½c. Rye has taken a sharp advance. Our quotations are as follows :

Manitoba wheat, Northern No. 1 "	1 09	1 03½
" " " No. 2 "	1 06½	1 07
" " " No. 3 "	1 03½	1 04
Red, per bushel, on track Toronto new	1 06	1 06½
White " " "	1 06	1 06½
Barley " " "	0 46	0 49
Oats " " "	0 38½	0 39
Peas " " "	0 69	0 70
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " "	0 65	0 66

FLOUR.

This market has been very slow in responding to the excitable wheat market, and the result is a firmer market. Manitoba wheat patents and strong bakers have advanced 10c and 5c per barrel respectively. We quote the following prices :

Manitoba wheat patents, per bbl		5 40
Strong bakers "		5 10
Ontario wheat patents "	5 10	5 20
Straight roller "	4 80	5 00

BREAKFAST FOODS.

The demand for breakfast foods on this market continues seasonable. The market is firm without change in prices. Following are our quotations :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 70
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

SEEDS.

Up to date the movement of seed has been slow, this being caused by the busy harvesting season. Alsick clover has advanced from $1.65 and $6 to $4.65 and $6.25, and for real fancy trade higher prices are being paid. This advance is due to the shortness of supply, and there is no doubt but that when the present harvest is over prices will again decline. Alsick badly mixed with Trefoil is only worth from 2 to 4c per pound. Seed mixed with Timothy is also at a discount. Red clover new crop seed has not yet started to move. "Mammoth" clover seed, bringing from $5.50 to $6.28 has been added to quotations as well as timothy bringing from $1 to $1.35 per bushel. Timothy badly hulled or mixed with foreign seed is only worth from 1 to 2c per pound. Following are the prices quoted :

Alsick clover, per bush	4 65	6 25
Mammoth clover, per bush	5 50	6 25
Timothy	1 60	1 35

Hides, Tallow, Skins and Wool.

The market in hides, tallow, skins and wool remains practically unchanged. The season for sheep skins is over, lamb skins having taken their place. Lamb skins and shearling are advancing, otherwise the price list remains the same. Supply and demand is improving. Our quotations are as follows :

HIDES

No. 1 green steers, per lb	0 09
" 2 " " "	0 08
No. 1 green, per lb	0 08½
" 2 " "	0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " 2 " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Deacons (dairies), each	0 65
Lamb skins	0 65
Shearlings	0 65

TALLOW.

Rendered Tallow, per lb	0 04½	0 04½

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 19	0 20
Pulled wools, super, per lb	0 20	0 22
" " extra "	0 21	0 23

QUEBEC MARKETS.

Montreal, Sept. 8, 1904.

Groceries.

SOME signs of business improving are now in evidence. Everything is steady. It is not a case of feast and famine; all departments report an even trade. Prices keep up in different lines and general interest is manifested in the opening of Fall trade. Midsummer dullness has not been able to send prices down, which is unusual. Country collections are reported first-class. Farmers seem to be prosperous, and their prospects are good for Fall and Winter. This is about the time the jobber finds his out of town trade better than the city business. Retailers are quite right in buying cautiously from hand to mouth, owing perhaps to the fact that sales are by no means abnormal at this season. Sugar advanced again five cents last week, and is still strong, with a tendency to further advance. The shortage in the beet crop, of 600,000 tons, is attracting the attention of the world. The Demara and Trinidad crops are over for the present. So too is the Cuban crop, and American refiners having only 900,000 tons of supply from the Cuban source, have had to buy beet sugar from Europe, and are even buying Java sugar for delivery next Spring. Molasses, that is new Barbadoes, is held firmly at 26c, and as it is in the hands of one or two holders, it promises to be interesting. Tea is still low, but experts state that the markets of the world are fairly steady. Flour is high beyond reason and its value is said to be largely speculative. Spices are active. Rice is lower than good judges expected. There is little firmness in the market, and the new crop is coming in at slightly higher prices. New salmon is selling at $1.60, and is in good demand. Prices are bound to go up, and retailers need not be afraid of getting over-stocked at the present market price. Canned goods of all kinds are in good demand. Pickles are unsatisfactory, the sources of supply having been effected by bad weather. In dried fruits, currants are lower and Valencias higher. First new pears in barrels have arrived in green fruit, and also the first Ontario musk-melons. California Tokay grapes have declined 35c a crate, and sold freely at $3.25. The popular kinds of coffee seem to be scarce and it is likely before another season rolls round, greater scarcity may be noted, for this reason. Coffees for which there is a good demand are likely to be higher in price.

SUGAR.

Sugar is up again, and it is commonly stated, for no other reason, than that the sugar trust is able to put it up. No doubt the strong position held by sugar to-day is due to the work of speculating. The future markets will be largely what the refiners make it, and according to good commercial sense, they may be depended upon to send it up higher still. The future of sugar is so entirely beyond the control of natural conditions, that it is almost absurd to estimate upon its possibility. An advance of five cents all round took place at 12.45 Thursday, September 1. We quote:

Granulated, bbls	$4 65
" ½-bbls	4 80
" bags	4 55
Paris lump, boxes and bbls	5 15
" " ½-boxes and ½-bbls	5 15
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 30
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 40
" yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 15
No. 1 " bbls	4 05
No. 1 " bags	3 95
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES.

Some interest may be attracted to Barbadoes molasses shortly, inasmuch as it is held firmly at 26c now, and the holders comprise one or two large firms. Offerings are very numerous, but not much molasses is changing hands. Considerable advances are likely to take place, as soon as the heavy Autumn demand sets in, which ought to begin at the end of September. We quote:

Barbadoes, in puncheons		0 26
" in barrels		0 28½
" in half-barrels		0 29½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48

will be 35 per cent. as against 20 per cent in 1903, it will be seen that the total exportable quantity left is so very small that higher prices are likely to rule."

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 12½
Peaches "	....	0 03½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Everything is alive in the green fruit trade at present. During the week there were noted the first offerings of the season of Canadain Bartlett pears in barrels, as well as the first offerings of Ontário musk-melons. The pears sold at $3.60 a barrel, and the melons at 60 to 80c per small crate, a large quantity being offered. A very large quantity of Canadian harvest apples have been sold also, at a decline of 40c per barrel, ranging from $1.20 to $1.60 per barrel. Bananas were somewhat firmer than for some time past, part of a carload selling at 80 to 90c per bunch. California Bartlett pears were in strong request, selling at $2.65 to $3.25 per box, this being considerable of an advance over last week's sales. The natural inference would be that the demand for pears is considerable in excess of the supply. Half boxes of Bartlett's brought $1 to $1.65 each, and a quantity of Buerre Hardy pears in boxes, sold at $2 to $2.40 each. Peaches were quite cheap, selling at $1.30 to $1.80. Plums showed some advance selling at 95c to $1.80. A carload of Maryland peaches being the first full lot of the season, were sold at $2.60 to $2.95 a crate, and a car of sweet potatoes sold at $2.75 per barrel. We quote:

Cocoanuts, per bag of 100	....	3 50
Canadian apples, in bbls.	1 50	2 00
Pineapples, 24 to case	....	5 25
30 to case	....	4 50
Bananas	1 10	1 50
Bananas, red, per bunch	....	1 00
New Messina lemons 300's	....	3 75
" 360's	....	2 75
Peanuts, Bon Tons	....	0 12
" Sun brand	....	0 11
" Diamond G brand	....	0 09½
" Coon brand	....	0 08½
New Brazils	....	0 13½
New potatoes, per basket	....	2 50
" " bbl.	....	3 25
Limes (100)	....	1 25
California peaches, per crate	....	1 65
California plums, per crate	2 00	2 25
California late valencias, per box	....	4 75
Verdelli lemons, 300's, per box	....	4 00
Watermelons	0 25	0 35
California Bartlett pears, per box	....	3 50
" " per half box	....	1 65

Vegetables.

Vegetables remain steady and the demand is still strong. The low price of mushrooms is still very noticeable, and is caused by the heavy rains. Pickling vegetables seem to be very scarce, although some improvement has been noted this week in supplies of cucumbers. Sweet potatoes sold at prices considerably less than a week ago. Beans continue to keep up to 1.25. Prices generally are similar to those of last week.

Egyptian onions, per sack	....	2 00
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb	....	0 30
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savory, per doz	....	0 15
Carrots, new, per doz	0 25	0 30
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 20
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush	....	1 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 45
Canadian new potatoes, per bush	0 90	1 10
Michigan celery, per doz	....	0 40
Canadian celery, per doz	....	0 35

Fish.

The scarcity of fish is somewhat broken now, as Dore is increasing in supplies from the Manitoba lakes. Prices will be easier shortly. Ample supplies of fresh haddock are coming in, and dressed perch and dressed bull-heads are now selling freely. The demand for haddock has increased, owing to the fact that large numbers of families have returned from the country, and are being supplied in the cities. Steak cod is scarce and prices are firm. Oysters are still attracting attention, owing to their newness on the market. Large quantities are being consumed everywhere. It will be a week or so before Malpecques arrive, excepting small consignments which have been ordered by express. Salt fish of all kinds is active, and higher prices are expected. We quote:

Dressed bullheads	0 08	0 09
" perch	0 08	0 09
Haddies	....	0 07½
Smoked herring, per box	0 17	0 18
Fresh haddock, per lb.	0 04	0 04½
Pike, " round and dressed	0 06½	0 07
Halibut, fresh, per lb.	....	0 11
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, frozen	0 14	0 15
Fresh steak cod	0 04½	0 05
Lake trout, per lb	....	0 08
Whitefish	....	0 08
Dore	....	0 08
Fresh mackerel	....	0 10
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl	....	4 75
" " half bbl.	....	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates 12 5-lb. boxes	....	0 05
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb. (new)	....	5 00
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz.	....	1 00
Canadian ¼ sardines, per 100	3 75	400
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Standard bulk oysters, per gal.	1 40	1 50
Selects	....	1 75

Country Produce.

EGGS.

Eggs are still firm and prices show a tendency to remain high. Over a thousand cases arived in the city on Monday. The demand for round lots of straight gathered stock is very firm, and sales were made Tuesday at 17 1-2c per dozen. Jobbers reported the demand for selected stock to be fair at 20c to 20 1-2c, while No. 1 candled stock sold at 18c per dozen.

POTATOES.

The demand has been fair for potatoes and a slight change has taken place in

MAPLE

There are Many Brands

Smalls MAPLE CONFECTIONS ARE STANDARD

But only One

SMALL'S

SYRUP

PUT UP BY

Canada Maple Exchange

Montreal

prices. In round lots they sold at 75c per bag of 80 lbs., and in a jobbing way sales were made at 80 to 85c per bag.

BEANS.

There is a tendency to an advance in beans, prices are very firm. The bean syndicate report, however, that the demand is comparatively slow. Choice primes in carlots were quoted at $1.25 to $1.30, and primes at $1.20 per bushel. Honey is still quiet. The demand being chiefly for buckwheat. Offerings continue small and the movement is light. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

There is nothing doing in maple products just now, and prices remain stationary. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

Hops are reported more active this week. Considerable enquiry has been made for Fall business. We quote:

Choice	0 30	0 31
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

Floud is still high, and if speculators keep on advancing wheat, it is hard to say where the flour price will arrive at. Some of the elements at work include war news, crop scares, and bull inventions and manipulation. Experts say that real conditions are not responsible for the high price of flour. There will be plenty of good flour on the market before long at prices far below the present rate. We quote:

Manitoba spring wheat patents	5 25	5 50
" strong bakers'	5 00	5 20
Winter wheat patents	5 00	5 10
Straight rollers	4 75	4 80
Extra	4 10	4 20
Straight rollers, bags, 90 per cent	2 40	2 50

ROLLED OATS.

Considerable activity has been going on in rolled oats during the week, and as the cool weather continues a greater demand will be noted. We quote:

Fine oatmeal, bags	....	2 10
Standard oatmeal, bags	....	2 90
Granulated " "	....	2 90
Rolled oats, "	....	2 55
" brls	....	5 00

FEED.

In sympathy with other cereals, feed holds a strong market, and the demand for mill feed has been excellent. We quote:

Ontario, bulk	16 50	17 00
Shorts	18 00	19 50
Mouillie	22 00	28 00
Ontario bran, in bulk	16 00	17 00
" shorts	16 50	17 50
Manitoba bran, in bags	17 00	18 00
" shorts	19 00	20 00

HAY.

The hay market has been very much alive during the week, and large quantities have been sold in car loads at $8 to $8.50. We quote:

No. 1 timothy	8 50	9 00
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

APPLE SHIPMENTS.

W. B. Stringer & Co., Toronto, agents for J. C. Houghton & Co., Liverpool, have received the following report in reference to shipments of apples for week ending September 2 :

	LIVERPOOL. bbls.	GLASGOW. bbls.	LONDON.	MANCHESTER. bbls.
From Boston	2,434	161	.....	532
New York	2,624	4,615	.....	....
Montreal	1,155	533	.....	....
	6,213	5,309	.....	532
Same week last year:	24,168 bbls.	10,505 bbls.	Various ports. 10,129 bbls.	45,691 bbls. 889 bbls.

A peculiar parasite is attacking the fish in the vicinity of Whitefish Bay, and hundreds of fish are dying daily. The parasite is in the form of a bug about the size of the end of a lead pencil.

there is a **proper** time for **everything**

NOW is the **proper** time to place your Fall order for

ROWAT'S PICKLES

– Pic les should be ordered in plenty of time to get them
—into store before the close of navigation and before the
—frost sets in. Look over your stock and order from
—your jobber.

SNOWDON, FORBES & CO., Montreal. **F. H. TIPPET,** St. John, N.B. **F. K. WARREN,** Halifax, N.S. **C. E. JARVIS & CO.,** Vancouver, B.C.

A LAND WHERE BANANA IS KING.

By F. T. Miller in The World To-day.

AN American appetite has reconstructed an island of the sea; re-established its financial integrity, erected adequate schools, built substantial church organizations, and is to-day paying the taxes and affording the necessities of right living to a million struggling people. In the tropical lands, washed by the blue waters of the Caribbean Sea, the fruits and the delicacies of nature were falling to decay; a native peasantry was degrading in its poverty, dwelling in wretched hovels and steeped in squalor and sensuality. Moral perception had almost become a lost virtue, and in certain villages illegitimacy reigned with a proportion totalling three quarters of the population.

The optimist, believing that everything in nature is for the most good, may find much that will make his faith strong in this brief story of the saving grace of gluttony. True, it is, there seems to be nothing in nature but what availeth someone. My misfortune is the fortune of another; the ills furnish a livelihood to a remarkable profession; our misdoings are the foundation of a most respectable body of men and open a field of possibility for our sons of legal bent to enter diplomatic service. And so it is the gourmand qualities of an American people have rescued a dying race; our epicurean evil has become a lifeline.

America is becoming a fruit eating nation. A few years ago when everything west of the Hudson was the great wilderness, our Atlantic coast dwellers depended upon the gill-breathers of the sea and the roving forest meats. As the howl of beast died from the forest the good red soil furnished the sustenance; and now when the woodland becomes great world centres of industry we turn again to a diet that better assists in meeting the fuel requirements of the strenuous life. The great southland became a garden of blossoms; the Pacific shores sweet in the scent of the orange bloom. A little world of people became thrifty and prosperous through our insatiable fruit appetite. Wholly disregarding the chemist's theory of food units, we wisely seasoned the flesh-producing, foodstuffs with the delicate sun-ripened flavors of the red-warm skies. Men of aptitude caught the opportunity and extensive estates are to-day founded on the appetites of the American people. It, too, has been an important factor in the solution of the color problem and through it the Southern negro has been taught the remuneration of diligent labor, the reward of industry. I recall a few years ago, standing in a thrifty orchard in Albemarle County, Virgina, a few miles from the Monticello home of Thomas Jefferson, and watching a half hundred burly negroes encasing the most beautiful apples that I have ever seen.

"Where are these going?" I asked.

"These, sir, are for Queen Victoria," replied the overseer.

The cases were stenciled with the royal insignia of Windsor Castle and the finest fruit of the kind that the world produces went on its way to the Queen's table. If King Edward VII. of the British Empire inherits the epicurean taste of his mother then Virginia is to-day still growing apples for His Majesty.

To the American fruit proclivity King Edward is again indebted; through it his royal exchequers have been replenished and a colonial financial enigma, which puzzled the astute Lord Chamberlain, has been solved. In the West Indies. England holds vantage ground from which it keeps a watchful eye on the revolutionary South American colonies and on the Panama situation. In the Island of Jamaica, alone, it enthrones a governor, Sir Augustus William Lawson Hemming, G.C.M.G., who protects its interests at a salary of $30,000 annually, and is surrounded by an army of Lancashire Fusiliers and Royal Garrison Artillery. It was here that a Scotch regiment was once sent en masse to atone in disgrace for its misdeeds, but to-day the troops are there on important duty, with Brigadier-General James Edward Wilmot Smyth Caulifield in command. The "wee crimson-tipped flower," the heather and the whin, lend color to the life about the solitary camp in the mountains 4,000 feet above the sea level. Down at the parade grounds English military society gathers, and it was here recently that I found the long, lank, Colonel H. E. C. Kitchener, commander of the depot of the West India Regiment and brother of Lord Kitchener of South African fame, mounted on a dashing pony and playing polo as though the safety of the Empire depended upon it, galloping recklessly down the field after the ball as if is was a retreating Russian spy sneaking through the ranks on a Chinese frontier. The gorgeous Marquise, who recently created a social turmoil in the island by marrying the governor's private secretary and taking him on an extended honeymoon, was an interested spectator. In Kingston harbor, which "is the finest harbor in the seas and will shield the navies of the world," according to Captain T. C. D. Thompson, of the Royal Navy, who made the statement while attending the Shamrock-Reliance cup races on Howard Gould's yacht last fall, England keeps a small fleet alert for immediate attack. "This harbor," he said, "at the completion of the Panama Canal, will become one of the most important coaling stations in commerce." But England has had many difficulties and discouragements in preserving it. It has been a dragging expense with the rewards lost in the far future. Its million negro subjects have been a drain on the treasury, severe Crown Government failing to force them to keep the island under cultivation.

Then came the American appetite to the rescue. An old trading captain discovered a potential wealth lying in bananas. Captain Lorenzo Baker, born on Boundbrook Island, in Wellfleet, Massachusetts, in 1840, with a mother of the good Yankee maiden name of Thankful Rich, was engaged in the fishing and oyster business around Cape Cod a few years ago when he "heaved to" off the coast of Jamaica with a cargo of fish, which he traded for a few hundred bunches of bananas, and unloaded from his little schooner at Boston at a good profit. Four years ago

PHONE NO. 3.

PROVOST & ALLARD,

GROCERIES AND GROCERS' SUNDRIES.

WHOLESALE.

OFFICES: 13 YORK ST.
WAREHOUSES: 13 YORK ST, 22, 24 CLARENCE ST.
COLD STORAGE: 20 CLARENCE ST.

Ottawa, September, 1904.

To Our Friends,

We cordially invite you to pay us a visit when you come to Ottawa during the Central Canada Fair. Of course we feel quite sure that you will come, as "everybody meets everybody" in the Capital during Exhibition Week. Our Fair promises to be better than ever--and that is saying a great deal.

All our travellers will be called in between the 16th and 27th and will join us in welcoming our friends and patrons.

Yours very truly,

PROVOST & ALLARD,
Wholesale Grocers,
Ottawa.

Wholesale Agents for "SALADA" Tea.

Captain Baker, the sea-faring fisher boy, was president of a company with a capital of $20,000,000, controlling 60,000 acres of Jamaica plantations, employing 800 head of oxen plowing the fields, 700 mules and thousands of negro peasants acting as beasts of burden carrying fruit to the wharves, where sixty steamers take it to the markets in the United States.

There were 913 vessels that cleared port at Jamaica last year, with crews numbering 34,606 men, and carrying 943,585 tons. The value of fruit shipped reached $5,007,255, of which the United States markets purchased product valued at $4,626,685, while the markets of Mother England gave the colony but $323,995. The entire Government expenditures in the island were not as large as the sum paid for Jamaican fruit in the United States. For the products of Jamaican soil in the last twelve years the markets of our country have paid a great total of nearly seven million dollars, while the remainder of the nations of the world have given them combined less than one-half that amount. Nearly twelve million bunches of bananas were consumed by the ever-hungry, and the value of these alone may be estimated at about $4,000,000.

I sat in the colonial Legislature a short time ago, during the hurricane relief debate. Sir Hemming occupied a royal chair, a painting of Queen Victoria at the time of coronation hanging on the wall behind him. He dipped his pen in a silver inkstand and pushed his monocle under a shaggy gray brow. Hon. Sydney Oliver, Colonial Secretary, arose:

"We must protect the American market," he said. "Across our entire budget is written the word 'bananas'; we must hold our trade with the United States."

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer
St. John N. B., Sept., 1904.

BUSINESS is quite active. During the past week it has been somewhat upset because of holidays. On the 31st of August the retail grocers held their picnic. It was not altogether a success. The wholesale grocers closed for the afternoon, but there was some trouble among the retailers, and many of the largest stores were open all day. The day was fine and while the attendance was much smaller than expected, a fair number enjoyed a very pleasant outing. Everything passed off successfully.

In markets flour is still the matter of interest, there being a further advance this week. Cream of tartar is always changing in its first cost. After quite a dropping off in price, the market is again higher. Hops are very firm and higher prices are expected. In rice there continues to be little change in price. The market is still low.

We are looking forward to the opening of the exhibition and everything points to its being a success. It opens on the 17th. We are having the finest weather of the season. The Summer was very cool, the only drawback being the fog, of which we had more than for years. Very large numbers are going west from these eastern provinces on the harvest excursions. The chief domestic line in the grocery business is fish, and the price in all lines keeps very high. The extreme price in smoked herring over a very few years ago is most marked.

Oil.

In burning oil the market is unchanged. There is the natural increased sale at this time of the year. In lubricating oils this is the quiet season. In this line it is more a matter of quality than price. Paint oils have but a fair

No grocer can go astray if he throws the weight of his influence on

Blue Ribbon *Ceylon* Tea

This tea has stood all tests—the test of time, the test of attack, and holds a stronger place to-day than ever before.

The Red Label at 40c. compares with most 50c. teas.

. . A WOMAN . .

will often simply say "Send me up a pound of coffee," without specifying the kind. Can you afford to give her an inferior quality just because there's a few more cents profit in it?

Not much; keep her name on your books, by sending her one of Chase & Sanborn's Brands.

CHASE & SANBORN

The Importers, Montreal

Invitation to Ottawa

The Central Exhibition at Ottawa opens on the 16th inst., lasting until the 24th inst.

We cordially invite all the merchants in the **Ottawa Valley** and surrounding country who visit the Exhibition to call upon us.

We have a Special Bureau of Information attached to our staff for Exhibition Week, so will be able to give any information asked for either in French or English, and our offices, telephone, etc., are at your disposal.

Our New Offices and Warehouses are situated on QUEEN STREET, near Elgin, and in close proximity to the leading Hotels, Court House, City Hall and Parliament Buildings—they are worth a visit.

Our travellers will be in attendance to receive their customers and friends and ready to show them every attention.

A visit will show you one of the best and most carefully-selected stocks of Staple and Fancy Groceries to be found in Canada.

Come—We Invite You.

THE F. J. CASTLE CO., LIMITED

WHOLESALE GROCERS

OTTAWA, CANADA

sale. Linseeds are very firm and tend higher. Turpentine is unchanged. In cod oil there is still some of last season's oil held. New oil is being received. Prices are quoted low, particularly as compared with last year.

Salt.

In Liverpool coarse salt one cargo has just been landed, another is due about the middle of the month, and a third about the end of the month. There is a good demand. On the other side the price tends higher. In Canadian the chief season of demand is over.

Dried Fruits.

There is little of interest in spot goods. Dealers have largely bought their new currants. Prices are rather lower than last year. Cleaned currants are chiefly bought and very largely in cartons. In California prunes, prices are very low for new goods. There are very few spot goods. In raisins dealers are buying few except California stock. The very low coast prices continue. Some small lots carried over will show a loss. Evaporated apples show little business. Prices are firm. Valencia onions sell freely at quite low prices. Peanuts are easier. Foreign nuts are coming in below Virginia prices. Shelled walnuts are very low, but shelled almonds are higher and very firm.

Green Fruits.

There was a large business last week. Bananas were rather short, but there are lots now. Apples are very plentiful. They are not keepers at this season. Demand is but fair, so prices are low. While barreled pears are firm the sale is not active. California plums and peaches are still freely offered. Ontario peaches, pears and plums are now plentiful. In grapes, Delawares and Tokeys are freely sold. Tomatoes are now quite cheap. Rock cranberries, which are greatly liked here, are more plentiful than for years. Oranges and lemons are firm at full figures.

Canned Goods.

The trade are anxiously waiting for full prices from the association. There is nothing of special interest. Salmon is firm at full figures. Blueberries are quite cheap. Strawberries are firm with pack light. Gallon apples are dull. In domestic sardines the outlook is for a fair pack. Haddies are not a large pack. Kippered herring is likely to be a light pack.

Sugar.

Market continues very firm. Dealers carry full stocks. There was a further slight advance this week. Considerable foreign continues to arrive, much to the displeasure of the dealers in the guild.

Molasses.

There is a fairly large stock of Porto Rico held. Price quite firm and a steady sale. Barbadoes is not a large stock though quality this year is good.

Fish.

Dry fish are being received quite freely. While prices are rather easier, there is little chance of much change. Pickled herring are coming in in fair quantity. The market was bare and a good demand makes steady prices. Some new smoked herring are being offered; prices are still high. In boneless fish prices were not advanced as in dry fish. Some finnan haddies are now seen. Fresh fish are rather light supply.

Flour, Feed and Meal.

In flour Ontario grades show a further advance. This is the most interesting feature in the market. Demand is good. Feed is rather higher with a fair sale. Oatmeal and cornmeal remain unchanged. New oats are offered. Prices show a rather lower range. In beans, prices are firmer; there is but a fair business. Barley and split peas continue scarce.

Sure Money

Grocers are looking to-day to the manufacturer for Money Makers. A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef

will repay the trouble.

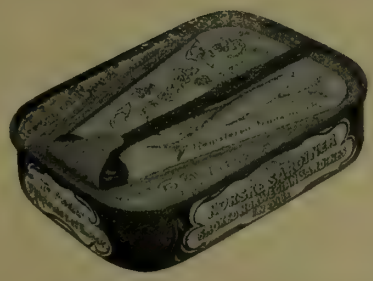
This line is a Money Maker. Everybody comes back for more.

TRADE MARK
This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF.
SAMPLES AND PRICES GLADLY SENT
CANADA PAPER CO.
Toronto LIMITED Montreal

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

Crockery and Glassware

Spun Glass.

SPUN glass must still be counted as a novelty, and a novelty that is sure to excite the interest of the public. And yet it is by no means of recent origin. It was doubtless first made in Venice, and was probably not so much an isolated invention as the outgrowth of the high development which the Venetian glass industry attained long ago. Prominent among the Venetian wares are glass beads and mosaics, and the glass for both these is worked into rods or tubes. To make a glass rod, a lump of glass is gathered on an iron rod, and rolled on a marver; another rod is fastened to it, and by pulling the two apart the glass is drawn out until it is as thin as is desired. This work requires two men to do it, and a certain amount of skill as well. When the industry extended so as to make use of very large quantities of glass rods, and when a great many very thin rods were in demand, as they were for the Venetian filigree and millefeori work, naturally it was attempted to displace this slow and laborious trade by some mechanical device, and following this idea the spinning of glass by drawing it out and winding it on a wheel soon became commonly used at Venice for making the finer glass rods, and was a great help to the Venetian industry. Although the original idea of the wheel was to obtain a better grade of glass rods at least cost, yet it will be readily seen that as the rods were drawn out finer and finer, the natural result would be that in the end there would be a glass thread, and the workman would not unnaturally ask himself why this could not be used for manufacturing woven fabrics. At any rate, they began to attempt it, and made little baskets and fancy articles by weaving the glass threads. But when they tried to extend its use, the brittle nature of the glass proved to be a great obstacle in the way, and so its use was restricted to a few little ornaments which did not need not be very strong. Attempts were made at Paris, Lyons and Milan as well to make use of glass threads by mixing them in with silk. Some beautiful goods were made, but the glass proved to be too brittle, and as the glass threads were very fine and stiff, when one broke it would be like a needle point in the cloth, and equally annoying to anyone handling or wearing it. A piece of fine tapestry made of spun glass which was presented to King Ludwig I. of Bavaria, gave so much trouble with the threads snapping and throwing off needle-like pieces of glass that the room where it was hung could not be used to any great extent. Accordingly, spun glass found very little practical use until it was taken up and studied practically about fifty years ago by Jules de Brunfaut, a French chemist. As a young man, he led very much of a Bohemian life, and among other things he visited Venice, and saw them spinning glass there. Later, he took up the subject, and, being a chemist, he undertook to solve the difficulties that arose out of the nature of the glass itself. He settled finally in Vienna, and devoted himself to the solution of these problems, and it may be said that the practical application of spun glass dates from this time, though it had been known for so long a time before. First he softened the hard, shiny effect of the glass fabric, and used a glass that had a soft, silky appearance much more pleasing. The question of brittleness was a much more difficult one, yet he met with quite a good deal of success in solving this, too. He made a spun glass, or "mineral wool," so fine that its threads were thinner than silk threads, and persons who did not know what it was pronounced it to be wool of the finest grade. Brunfaut set to work to make practical use of it, and made muffs, hats, caps, plumes, etc., of excellent quality, soft and agreeable to both eye and touch. Whereas the old spun glass could only be knitted, Brunfaut's could be woven.

The chemical or physical nature of glass was at first a hindrance in the way of spinning it. But this resulted later in developing new uses for it. Its cleanness and antiseptic properties render it peculiarly suitable for medical and surgical use. Since glass is almost entirely unattacked by strong acids—except hydrofluoric—it is a most valuable material for laboratory filters where we have to do with strong acid solutions. So valuable is it for this purpose that scarcely a laboratory is without this glass wool or mineral wool.

However, the promise attending Brunfaut's experiments has not yet been realised. Glass in the form of spun and woven fabrics is yet merely a curiosity. Whether its use shall some time become common enough to remove it from this designation to that of a luxury, or even a necessity, remains yet to be seen. In the meantime, it will continue to be an interesting subject of study for the practical glass man.—Illustriertes Fachblatt.

Fancy China - Fancy China

Our travellers are now out with Fall Samples and would invite all who handle our lines to see our samples before placing orders. Our stock is large, all goods up-to-date, and prices rock bottom.

Taylor & Mulveney

Importers of

Crockery, China, Glassware and Lamp Goods

Hamilton, Ont.

E. W. Klotz, 24 Wellington Street West, Toronto

IMPORT HEADQUARTERS

JOHN MADDOCK & SONS, LTD., ENGLAND.

1904 Import Samples now for Sale. A choice variety.

Foreign Cut Tumblers
Plain and Engraved Stemware
Fancy China, Glass and Pottery
from all countries.

Lamp Prisms for immediate delivery.

SOLE AGENTS IN CANADA FOR:

The Maryland Glass Etching Works, - Cumberland, Md.
Pressed and Blown Etched Tumblers.

John Maddock & Sons, Limited, - - Burslem, Staffordshire.
White and Printed Dinner and Toilet Ware.
Welded Edge Hotel Ware, White, Printed, Badged and Decorated.

Charles Allerton & Sons, - - Longton, Staffordshire.
China Tea and Breakfast Ware. Jardinieres.
Cheap Teas, Plates, Bowls and Jugs. Earthenware Lustre Goods.

BORDEN'S
Condensed Milk
AS A
Baby Food.

From the time of birth it stands to-day without an equal—this is not too broad a statement to make. **Hundreds** of **thousands** of children have been raised to health and maturity upon it.

SELLING AGENTS IN CANADA

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO Victoria and Vancouver, B.C.

LORIMER'S WORCESTER SAUCE.

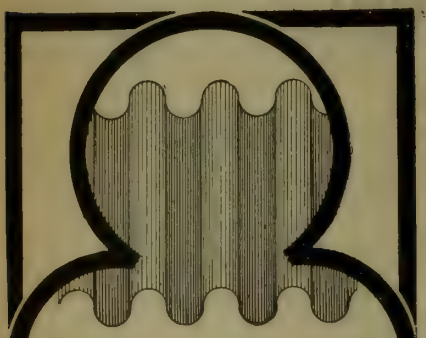
It is a high-grade English Sauce of long reputation and tried merit.

By a new arrangement with the manufacturers we are now able to quote this at the price of an ordinary sauce.

It is good 25c. value sold as a ten cent line with a big profit to you.

TRY A CASE.

The ROBERT GREIG COMPANY, LIMITED
TORONTO.



Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.
Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.
Any desired size or gauge—galvanized or painted—straight or curved.
Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Every package of Brock's Bird Seed contains a cake of

BIRD TREAT.

—A treat indeed.
—A tonic, too.

ALWAYS SELL BROCK'S.

NICHOLSON & BROCK, - TORONTO

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries for Canadian High Commissioner for Canada, trade have been received by the at London, Eng.:

123. Inquiry has been made for the names of shippers of apples and other fruit from Canada.

125. The names of shippers of canned fruits in Canada are asked for by a person having a good connection with the trade and desirous of working on a commission basis.

127. A London manufacturer of paper bags and wrappings is looking out for a reliable firm in Canada willing to take up his agency.

129. A South African house is desirous of opening up relations with a Canadian exporter for the supply of flour and wheat.

130. Inquiry has been made by an agent in Vienna for names of Canadian exporters of grain, hay, apples (dry and green) who may be contemplating an export trade with Austria.

131. A commission house at Bristol for the sale of butter and cheese from Canada is seeking to establish a connection with a reliable exporter.

Inquiries from the curator, Canadian section, Imperial Institute :

81. A company manufacturing gelatine and grocers sundries wishes to develop trade in Canada and would be pleased to hear from firms interested.

87. A firm in Essex wishes to get in communication with firms in Montreal and elsewhere who might be prepared to handle shipments of English oysters.

Inquiries from the Canadian Commercial Agent at Birmingham, England :

69. A firm in Great Britain inquires for Canadian firms who are in a position to ship large quantities of casein.

70. A large firm inquires for packers of canned meat. Are in a position to do large business.

71. A large firm wishes to appoint an agent in Canada for the sale of their aerated waters.

74. A Midland firm wishes to get in touch with Canadian shippers of oats.

76. A British firm wishes to place their boot blacking on the Canadian market. The same firm also wishes to purchase graphite low grade for stove polish.

Inquiries received at the Department of Trade and Commerce, Ottawa :

8. A lumber merchant at Teneriffe, Canary Islands, would like to hear from any reliable firm in Canada in a position to export lumber for banana, potato and tomato boxes. What is required is white wood cut to specified sizes.

The Ritchie-Hearn Co., soap manufacturers, Brantford, has decided to remove to Brampton, Ont.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

SITUATIONS WANTED.

A YOUNG man, good education, with several years experience in the tea trade, desires position in wholesale house or brokers; excellent references. Box 35, Canadian Grocer. (36)

OF interest to wholesale grocers in the United Kingdom—Wanted, position as buyer of Canadian products, canned goods, fruits, vegetables, meats, apple cider, etc. For information apply CANADIAN GROCER, 88 Fleet street, London, Eng. (40)

SITUATIONS VACANT.

WANTED—Competent bookkeeper; only those prepared to come at once need apply. Box 1,111, Oshawa, Ont. f

AGENTS WANTED.

AGENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32tf)

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

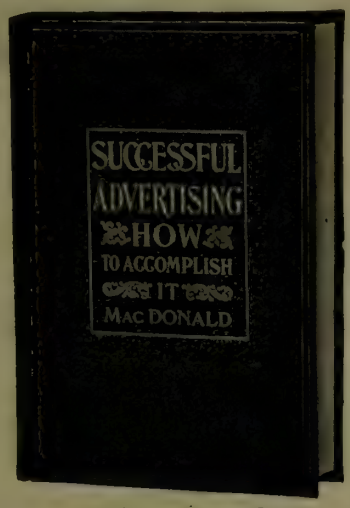
OUR famous "B." "G." is almost as necessary as bread; nothing cheap about it but the price; a genuine and reliable "friend" to an agent; big commission; credit given; freight paid. The J. L. Nichols Co., Limited, Toronto, Canada.

FOR SALE

FOR SALE—Old-established grocery, meat and liquor business, Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (42)

FOR SALE—Building and plant of the Harriston Pork Packing Co., Limited; capacity 2,000 hogs per week; modern machinery; in good repair; in centre of hog growing district, and connection with both lines of railway. For particulars apply on the premises or to W. D. McLellan, secretary, Harriston, Ont. f

It is worth something to you



This Book

will be mailed, postage paid to any address in Canada upon receipt of price $2.00.
Its sale in the United States has been phenomenal.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co., Limited
10 FRONT STREET EAST :: :: :: TORONTO

Indian Chutney—Quarts and Pints.
Guava Jellies and Curry Powders
—Choicest East Indian Brands
Sauces (Chutney)—in P nts.
Olive Oil—Finest Italian in 1-gallon Tins.
Shelled Almonds—Martin Freres—very choice.

Cocoanut "White Dove" Brand

—This brand is superior to any offered, and is sold by the leading jobbers in Quebec and the East. They are convinced of its superior quality.

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

Grocers' Headquarters

DURING THE

Western Fair.

We most cordially invite every grocer who visits the Western Fair—from Sept. 9 to 17—to visit us.

We have some specially interesting things to show you, including our up-to-date plant in operation, roasting coffee and grinding spices.

Our G. E. No. 1 Blend

of which you know as well, will be brewed during Fair days, and we invite all callers to sample its delicious flavor. Also see our other values in coffees.

Spices, Seeds, etc.

Our assortment in these lines is complete, and we invite you to examine them. You may want to sort up.

Forest City Catsup.

We are now making catsup from choice, new tomatoes. You know this is the best brand on the market.

While in London, at the Fair, we invite you to make our office your headquarters, use our telephone, stationery, etc.

GORMAN, ECKERT & CO.

LIMITED,

LONDON CANADA.

Manufacturers of High-grade Spices, Baking Powder, Extracts.
Importers and Roasters of Coffee.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

PORT ARTHUR is a sticker

but

MOTT'S

COCOAS and

CHOCOLATES

sell quickly.

Once used, always liked.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

The Latch String is Out

always to our customers and friends who visit Toronto.

During the Toronto Fair we had many welcome callers.

Whenever business or pleasure brings you to Toronto come and see us.

A. J. Stewart, Limited

Makers of

STEWART'S FINE CHOCOLATES

and other high grade confectionery.

COR. DUNCAN AND ADELAIDE STS. TORONTO.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada		1903
Provincial Exhibition	Halifax, N. S.		1903
Provincial Exhibition	Victoria, B. C.		1902
Pan-American Exposition	Buffalo, N. Y.,		1901
Paris Exposition	Paris, France		1900
Trans. Miss. Exhibition	Omaha, Neb.		1898
World's Fair	Chicago, Ill.		1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**

FREIGHTS AND CHARTERS

A DECIDED firmness has set in for ocean freights. The August dullness still permeates the September outlook but there is every hope of a better September and October. Increased offerings of practically all lines will be the record, save perhaps in the case of live stock. The falling off in live stock shipping for last month was so distinct that a great deal of untaken space was noted. The expected increase in ocean freight rates has therefore not taken place. To certain ports the bookings have been much larger for the end of September than they were for the beginning. Particularly is this the case with Manchester. With other ports the reports are about steady.

Grain rates have advanced from three pence to six pence all around for September, and steamship agents are looking forward to much better times all through. A new freight is now occupying some attention, namely, apples, which from this time on will be going forward in large quantities. It is now certain that the export quantity will not be anything like as large as it was last year owing to the fact that the Canadian crop is not so large while the Old Country crop is considerably larger. Some shippers think that the rates for oats will be affected by the offerings of apples and that higher prices may be asked owing to the space being better occupied. There is not a great deal of liklihood of this being carried out.

There is a fairly well founded claim that the new grain inspection Act is operating against the port of Montreal. One shipper of oats stated that there was every possibility of large quantities of Canadian oats being shipped by New York if some of the inconveniences were not removed at the Montreal end. Of course Portland and Boston would get a share. It is also said that a grade of No. 2 white oats may be made at these American ports based on last year's Canadian standard.

New Freight System.

Consequent upon its rapidly increasing freight traffic the C.P.R. will inaugurate on September 12 the "red card" freight system. This will not imply any change in the train service, except that fast freight will be handled with more facility than formerly.

All Will be Red.

Under this system cars containing fast freight will be ticketed with red cards and waybills will be accompanied by red envelopes, on which will be marked full particulars of shipment. Cars thus labelled will be placed on designated red card freight trains that will carry them through to their destination.

Certain stations have been designated as "red card stations." To each of these is assigned a symbol letter or letters and a series of numbers, to be used in marking envelopes carrying bills for cars loaded with red card freight.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags.	2240 lb.	5 c	7c.	6-7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c.	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	...	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	12/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	...	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32 6-37 6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

Nothing Succeeds like Success

The heavy increase in the trade we are having on

Perfection Cream Sodas

is due to their own excellence. We could not get repeat orders and continuous trade on poor goods.

We should esteem your biscuit trade.

We make fancy biscuits of every description, and confectionery.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East TORONTO.

Biscuits And Confectionery

An Interesting Anniversary.

THE Mooney Biscuit & Cancy Co., of Stratford, Ont., is an example of the growth and progress of Canadian industries. Starting a little over a year ago, with a plant which should have fulfilled all demands upon it for some time to come, the company has already had to double it.

Of course there are reasons for this, outside of the natural growth of the Dominion. The chief reason lies in the biscuits themselves, which are known to the trade and the people as something unsurpassed by anything on the Canadian market.

Mooney's Perfection Cream Sodas, as they are called, have firmly established their reputation all over Canada. As Mr. Mooney puts it, "They are the biscuits that made all Canada cracker-hungry."

The firm has come to the conclusion that the quickest and best means of further developing its biscuit trade is to tell the consumer the interesting story of Mooney biscuits and confectionery through the columns of the weekly and daily general and trade newspapers. Accordingly, it is entering on a regular advertising campaign. As one of the members of the Mooney Biscuit and Candy Co. remarked, "We are taking the all important initial step and then trusting to the quality of our products to place them on every table in the land." That they will succeed is a foregone conclusion. One has only to taste the dainty, crisp deliciousness of Mooney's Perfection Cream Sodas to discover the secret of their popularity.

Mr. W. J. Mooney, president and manager of the Mooney Biscuit & Candy Co., is a man whose eighteen years in Stratford have made him a familiar figure in that city, especially in business circles where his principal activities have been centred. During the greater part of that time he was connected with a large confectionery house as traveler, being considered one of the most successful commercial men in western Ontario, but even while on the road he was interested in a number of other enterprises, notably in real estate. His investments in this line are generally known to have been of a profit-bearing nature, and he is still actively interested in the business, being at the present time president of the Stratford Improvement Co.

His experience on the road prompted Mr. Mooney into the manufacture of biscuits and confectionery. Knowing in part the requirements of the trade in this line, he returned from a trip to the coast a year ago last Fall fully determined to form a company and establish a factory in Stratford, feeling confident that the output of other factories was not sufficient to cope with the demand and that people were not receiving their goods promptly or in the quantities required. That his judgment was correct has been shown by the growth of the business and the demand already created for the goods of his company. Operations were started last September with a paid up capital of $100,000, and since then the growth has been such that it was recently found necessary to instal a second oven of the largest capacity purchasable.

Mr. Mooney is of Irish descent, his father, the late Hugh Mooney, having come from the Emerald Isle to settle as an early pioneer in London Township. Previous to going to Stratford the greater part of his life was spent on the old homestead and in Strathroy, where he conducted a business for some time, and where twenty-five years ago he married Miss Henrietta Challoner, daughter of Mr. Thos. Challoner, of that place, previously of Sarnia.

Mr. Mooney is comparatively a new comer on Stratford board of trade, his connection with that body dating from time of reorganization. He was elected to the council of the board for the first time at the last annual meeting. During his residence in Stratford he has been prominent in a number of other circles.

IMPROVED SAMPLE ROOMS.

The firm of S.J. Major, wholesale grocer, Ottawa, recently enlarged its sample room to double its previous size. There is plenty of room now for the sample room salesmen and for the better display of samples and shelf goods. In conversation with the president, S. J. Major, and Mr. Cote, manager and secretary, the Grocer learns that business is very satisfactory and prospects for the future bright.

H. N. Bate & Sons, Ottawa, have been for some time past engaged in enlarging and re-arranging their sample-rooms, warehouses and offices, which when completed will be thoroughly modern and convenient for carrying on their large business. The Grocer hopes shortly to be able to show photos of these newly arranged premises.

Cowan's Cocoas, Chocolates, Cream Bars, Wafers, Milk Chocolate, etc.

are sold by all grocers and are guaranteed absolutely pure goods.

The Cowan Co., Limited, Toronto

"Irresistibly Delicious!"

PETER'S THE ORIGINAL MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

EXHIBITION

flurry is now over and this is the time to look out for

SNAPS IN FRUITS

As we are the largest handlers of DOMESTIC fruits in Ontario, we are in the best position to look after your interests. Try us with a mail order. You're **certain** to be **pleased** both in **quality** and **price.**

McWILLIAM Mc. AND E. EVERIST

Long Distance Phone Main 645.
TORONTO, CANADA.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

THE consumption of cider in many parts of the United Kingdom, which is already considerable, is steadily increasing, says the curator of the Canadian section Imperial Institute, London, Eng. Consequently, the manufacture of this beverage has been, and is, the subject of careful study and investigation, and the adoption of scientific and up-to-date methods has resulted in makers generally producing cider of high quality. Particular varieties of apples are cultivated for cider-making purposes which lend to the liquid special qualities in the direction of appearance, flavor, etc., and in normal years British makers can obtain from the home crops most of the apples which they require. All the same, there is generally a certain quantity of cider imported both from France and the United States. Although the phenomenal condition of affairs resulting from the failure of the apple crop in Europe generally last Autumn must be regarded as quite exceptional, the scarcity of fruit has attracted general attention to the apple resources of Canada.

Looking Toward Canada.

Many inquiries were made as to the possibility of obtaining apples and even cider from the Dominion. Advantage has, therefore, been taken of this occasion to endeavor to ascertain whether the apple-growing facilities possessed by Canada cannot in some way be converted permanently to the use of British cider-makers. There are, apparently, very large quantities of apples available annually in Canada which could be advantageously utilized for cider-making, if the pressing could be carried out on the spot. These apples represent, on the other hand, neither the best table fruit, nor could they bear the long transportation to Europe without sustaining considerable deterioration and damage, and they can usually be purchased locally at extremely low prices. Up to the present the production of cider in Canada appears, with the exception of one or two cases, to be conducted in a very elementary and hap-hazard style. Even were better methods adopted, the prospects of Canadian makers being able to profitably sell Canadian cider as a distinctive brand in the United Kingdom are extremely problematical. The variety of apples available in Canada differs materially from those used in Europe for cider purposes, with consequent difference in the quality of the cider produced. There is keen competition between the different British cider-makers, and for many years large sums have been expended in introducing and advertising their various brands.

Exportation of Apple Juice.

To establish a Canadian brands of cider in this market would be an undertaking both expensive and uncertain as to ultimate success. Better prospects would seem to attend the preparation and exportation of apple juice to be made according to the requirements of the British cider-makers and to be used by them for mixing and blending with the juices of apples possessing particular cider-making qualities. As a first step in this inquiry, samples of the best commercial Canadian cider were obtained by the Department of Agriculture at Ottawa and sent to the Imperial Institute, where they were examined and analyzed in the Research Laboratories, the results being compared with the analysis already available of various types of United Kingdom cider and also by cider made in the United States.

Canadian Cider Tested.

The general results of the examination shows that the Canadian ciders analyzed possess most of the characteristics of American cider. The samples had a higher specific gravity, and contained a smaller proportion of alcohol and a larger amount of sugar than most English ciders. In this country and in France, varieties of small and bitter apples are grown especially for the production of cider, imparting a particular flavor and color to the beverage. In the United States, inferior and surplus sweet apples are employed often indiscriminately, and this would also appear to be the case as regards much of the cider made in Canada. That Canadian cider made from the varieties of the fruit in most common use would resemble English cider made from specially cultivated apples, is impossible. On

the other hand, with greater care in the selection of the apples used and by the adoption of more systematic methods, the quality would be greatly improved. If British makers could obtain sufficient quantities of home-grown fruit to cover their requirements, they would not handle any other. The fruit crops in the British Isles, are, however, of very uncertain dimensions, and the demand for cider is constantly increasing, so that in most years makers are obliged to obtain some portion of their requirements from abroad.

Official trade returns show that for some years past the importation of American cider has approximated 350,000 gallons, but is is interesting to note that the declared value of the American is only from 8d to 9d per gallon, compared with 1 shilling to 1 shilling 2d in the case of cider imported from France. As a competitor with American cider, it would appear that there should be an opening for the Canadian article, but as to whether the trade would be uniformly profitable there is much difference of opinion. Several trial shipments have been made this last Autumn, and several representatives of cider-manufacturing firms have personally visited Canada.

Phenomenal Crop of Blueberries.

According to The Rat Portage Miner over 146 tons of blueberries have been shipped from Rat Portage during the present season. This amount will be considerably increased before the end of the crop ie reached. It is expected there will be additional shipments of over 14 tons, making a total of 160 tons, or 320,000 pounds, for the full season.

The price obtained by the pickers has been slightly over an average of 4c per pound, which would net $12,800. To this must be added an additional three cents to the dealer for baskets, packing, handling, profit, etc., which would add an additional $9,600, or, making a total of $22,400 brought into circulation in Rat Portage through the medium of the blueberry crop.

Disastrous Apple Season

According to a statement made at a recent meeting in Hobart, Tasmania, of fruit-growers the loss sustained, by exporters of Tasmanian apples for shipment to England this season will reach £50,000. On approximately 600,000 cases shipped from Hobart this means an average loss of (1s 8d) 40 cents per case. The early shipments proved fairly remunerative, but the latter exportation was most unprofitable. Poor carriage conditions caused a large proportion of the fruit to land in London in inferior condition, and it has been proved that unanimity among shippers is absolutely essential in future.

It has been suggested that the Tasmanian Government should grade the fruit and thus prevent inferior apples being packed for shipment. Shipments from Nort America have been larger than usual, which combined with the early advent of continental soft fruit, have contributed to the poor prices obtained for Tasmanian consignments.

ONIONS

Spanish or Valencia, in 50-lb. and 150 crates. Fresh arrivals of both.

PINEAPPLES

Our Florida Smooth Cayennes are very fine quality. Sizes, 8s, 10s, 12s, 14s, 16s, and 18s. Send for weekly price list.

WHITE & CO., 64 Front St. E., TORONTO
WHOLESALE FRUIT AND PRODUCE

W. B. Stringer. **W. B. STRINGER & CO.** J. J. McCabe.
FRUIT BROKERS AND AGENTS.
We buy Fruit for Ontario's Fancy Retailers. It pays to handle the best.
We represent J. C. Houghton & Co., the reliable Apple Auctioneers of Liverpool and London.
Send us promptly particulars of Shipments—we'll look after them carefully to Seaboard.
61 FRONT ST. EAST, TORONTO. Phone Office—Main 520

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.
Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.
Hugh Walker & Son, - Guelph, Ont.

Apples Dried and Evaporated **Vegetables** Green and Desiccated
FINKLE & ACKERMAN
BOWMANVILLE.

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

APPLES
For the West
We pack under government regulations. Our apples are packed by expert apple packers. Correspondence invited.
EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

SPECIAL NOTICE to the TRADE.

IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call their attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole, we have every reason to believe it is the finest in quality that we have ever packed.

Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.

FLOUR AND CEREAL FOODS

The Growing Grain Crops.

LATEST reports on crop conditions in Ontario are as follows :—Essex and Kent—No crop. East Grey—Rust bad ; half a crop.

West Lambton—One-third of a crop.

Oxford—Half a crop ; testing 55 pounds.

Durham—The first few miles back from the lake the wheat has been killed out ; farther back there are prospects of a good crop of Fall wheat.

Perth—Half a crop, testing about 55 pounds.

Huron—Half a crop, testing about 50 to 56 pounds.

Lincoln and Welland—About one-third of a crop, testing from 52 to 58 pounds.

Ontario—Fall wheat about half a crop with considerable damage from rust. Barley and oats—Good crop. Spring wheat—Half a crop, badly damaged by rust.

In Nova Scotia the drouth which set in during July and lasted well into August has materially checked the growth of wheat, and present indications are that many counties will not give more than 60 or 70 per cent. of the average grain yield.

In Manitoba harvesting is about half over, and in several districts practically completed. Farmers report themselves as surprised at the unexpectedly large yield, and say the damage from rust is not nearly so great as they expected. No frost has been reported as yet from any source. If it comes, however, the worst that is now looked for is a crop equal to last year's. At present the wheat crop of Manitoba and the Territories is estimated at 58,000,000 bushels, or, an increase of 5,000,000 bushels over last year's.

Grain prospects in the Territories continue excellent. Some fields of wheat, barley and oats are still backward, but there is every indication of a good crop and a good sample. Very little, if any, damage is reported from frost or rust.

According to Bradstreet's special report on crop conditions in the United States corn has made good progress in Nebraska, Missouri and Kansas, but it is still green and needs dry weather, heat and a late Fall. Rains in the Northwest have retarded Spring wheat cutting and threshing, and rust damage is reported increased. The movement of Spring wheat to market is rather slow. Quality seems good. Winter wheat is moving heavily, as are also oats, supplies of which are mounting rapidly. Yields of crops other than wheat in the Northwest are excellent. From Spokane reports come of disappointing wheat yields in the Big Bend country, but of heavy yields in the Palouse region. The feeling is now that 550,000,000 bushels is the maximum possible yield.

The following summary of the prospects of the European wheat market is taken from the London Times. Very cheap wheat and flour will this season be out of the question owing to the more or less complete failure of the wheat crop in Austria-Hungary and Roumania, and the fact that France, Italy, Spain and Portugal will be under the necessity of importing breadstuffs in addition to the probability that the United States will have very little to export to Europe.

Dominion Millers Meet.

THE annual meeting of the Dominion Millers' Association, held in Toronto on September 1, was attended by seventy-five representative millers from all parts of the Province of Ontario. Naturally one of the topics discussed was the 1904 crop of Winter and Spring wheat, which the members present estimated at about one-third of the regular yield.

"Dollar wheat" was also discussed with much interest. President Hedley Shaw presided during the business session, in the absence of Mr. John Goldie, the retiring president.

The secretary, C. B. Watts, in his report, announced that he had corresponded with the British committee investigating preferential relations, and had strongly urged the admission of colonial flour on the same terms as colonial grain, pointing out that a discrimination against the flour would result in an increase in the price of breadstuffs to the consumer, as the milling capacity of the United Kingdom was not sufficient to grind the flour to supply their needs. Mr. Watts also pointed out that the milling industry in Great Britain already enjoyed a certain amount of protection in the lower freight rates on grain. The secretary also referred to the new inspection act doing away with the board of millers and grain dealers, which formerly met yearly to appoint the grain standards.

For the benefit of members who have joined the association recently a description of the central wheat buyers' duties was also given, and of the assistance that has been given the millers in buying their wheat at the lowest possible price. Mr. Watts stated that the car shortage during the Winter months of 1904 was even more pronounced than that of the previous year. Purchases were made for 110 millers who were members, and 23 millers who were non-members, and the total commissions earned were $4,042.67.

The discrimination in freight rates under which Ontario millers had suffered in shipping to eastern points was dealt with in another report, which also took up the question of export freight rates. Instead of securing the advantage of the shorter haul to the seaboard the Grand Trunk and the Canadian Pacific companies were charging Canadian shippers higher rates than to their Michigan patrons. During the past two years, however, the railways were according Canadian mills more equitable treatment.

Prof. Day, of the Ontario College of Agriculture, delivered an interesting lecture on foodstuffs, after which there was a brief discussion. The secretary was instructed to insert in the next bulletin a standard scale for the buying and exchange of wheat.

The officers were elected as follows :—President, H. Shaw, Toronto ; first vice-president, George Goldie, Ayr ; second vice-president, S. W. Vogan, Walkerton ; treasurer, William Galbraith, Toronto ; secretary, C. B. Watts, Toronto ; executive committee, W. G. Bailey, Hamilton ; H. Barrett, Port Hope ; J. D. Flavelle, Lindsay ; J. I. A. Hunt, London ; M. McLaughlin, Toronto ; H. L. Rice, St. Mary's.

Canadian Foodstuffs for France.

IN his latest report on trade conditions existing in France, A. Poindron, commercial agent, says that despite the grain and food productive power of France, which has been raised the highest available mark in the present era of agricultural science, a steady yearly demand exists in France for hard wheat and corn imported for manufac-

"Make a demand for it, and we'll sell it."

—We had no quarrel with the grocery trade when they made the foregoing statement to us, when we solicited them to buy

Orange Meat

—the ready-for-serving cereal. We knew we had something distinctly superior in the matter of breakfast foods, but that wasn't enough. We started in to create the demand, with what success every grocer knows. Our premium plan, coupled with liberal newspaper advertising, has done the trick. We hope to have every grocer in Canada selling Orange Meat before very long. It will be a good thing for him when he begins its sale.

ORDER THROUGH YOUR WHOLESALER.

THE FRONTENAC CEREAL CO. Limited

43 Scott St., Toronto.

turing purposes, however heavily taxed it may be by the French custom's tariff.

The French soil does not grow the hard wheat necessary to make the various alimentary pastes such as macaroni, vermicelli and others which France uses in large quantities. A certain amount of hard wheat is imported every year to mix with the home grown wheat to steengthen the flour.

MUST STUDY THE FRENCH MARKET.

In order to increase their export trade to France, Canadians should pay steadier, keener and more direct attention to the French market in the matter especially of grain, wood, ores, mattes and minerals. In trying shipments of hard Manitoba or Ontario goose wheat, and of corn, which is always in demand in France for manufacturing purposes, the Canadian exporter, through direct connections, will place himself in a position to fill the demands of the French consumption whenever the French crop of any kind of grain proves short. In fact, it is rather seldom that the crops of all classes of grain are altogether plentiful all over the country, and as Canada and France grow the same grain, dealings would be easy when the chance occurs to have the occasional shortage of one grain or another filled with Canadian imported grain.

FRENCH GRAIN IMPORTS.

Despite a very large crop in 1903, France imported, during the first six months of 1904, a total of 280,000 tons weight, in round figures of wheat, oats, barley, rye and corn. This includes 91,000 tons of wheat in spite of the very large French wheat harvest in 1903. The figure for wheat imports during the corresponding six months of 1903, that is to say, after a good average crop in 1902, was 197,000 tons.

The 280,000 tons aggregate figure for the first six months of 1904 will, at least, be doubled for the total year 1904, turning in a total yearly import of, at least 550,000 to 600,000 tons weight of the five principal classes of grain. After the exceptional crop of 1903 and the fairly good one anticipated in 1904, such amount may be considered as a bare minimum; but in spite of this if the Canadian exporters of home-grown grain were suitably represented on the French grain exchanges, the large share they would secure out of such a minimum import would again be a substantial profit to them and to their country.

WOULD ENCOURAGE A DIRECT SERVICE.

On the other hand, an average yearly export of 20,000 to 25,000 tons of hard wheat or other Canadian grain of the five above classes, would supply the ballast cargo to 15 or 18 modern ships a year, and would be, by itself, a very strong contribution to the maintenance of direct steamship connections between Canada and France. But Canadian export possibilities to France in grain lines and agricultural products are not confined to wheat, oats, barley, rye and corn only.

BEANS.

Canadian statistics for the fiscal year ended June 30, 1903, show that 2,384 bushels of beans, valued at $3,080 have been exported to France. It will be easily seen that since Canada was able in quality and prices to supply 2,384 bushels of beans, through the very few connections now existing, her share in the French bean imports during the above year would have been much larger if a majority, at least, of the Canadian bean exporters had been in the French market through direct representatives.

PEAS.

Canadian statistics state that during the fiscal year ended June 30, 1903, 20,769 bushels of pease, valued at $44,078 have been exported to France.

The French requirements for Canadian pease, including pease for seeding purposes and consumption pease, are far larger. The demand is so good and so steady that two French firms have long ago undertaken to grow their seeding pease in Ontario, with a view of exporting them to France. The success obtained with seeding pease should show the way to the exporterI of pease for table use and otherwise for which a steady demand prevails in France, and of which Canada is one of the large exporting countries, the total amount of Canadian exports of pease in 1903 having been 1,144,754 bushels, valued at $1,052,743. There is accordingly a very big outlet at hand for Canadian pease.

CLOVER SEED.

According to the Canadian statistics for 1903, 73 bushels only of clover seed, valued at $597, have been exported to France.

The Canadian exports of clover seed would allow of a substantial development of the trade with France. The aggregate exports of Canadian genuine clover seed have been 113,496 bushels, valued at $839,459 during the fiscal year 1903.

GRASS SEEDS.

Canada has also an important foreign trade in grass seeds, the exports having been 65,324 bushels, valued at $75,464 during the fiscal year 1903. No shipment appears in the statistics as having been forwarded to France during the same period, despite French importers used to buy a certain quantity of such seeds in Canada.

I wish I could show you my gallery of children's photographs.

Over thirty-five hundred of them — all sent me voluntarily by their mamas.

I get quite a spell of extra sunniness every time I think of the thousands and thousands of little ones "FORCE" has made strong and plump and healthy.

Sunny Jim

"FORCE" is as ready to digest as it is to eat, because it combines the laxative qualities of Malted Wheat with its Phosphate and Nitrogen, the Brain and Muscle building constituents.

Feed children plenty of "FORCE" and they will grow up with sound stomachs and active minds.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Canadian Opportunities in Australia.

IN his last report to the Department of Trade and Commerce, Ottawa, on trade conditions in Australia, D. H. Ross, Canadian commercial agent at Melbourne, reports as follows on the possibility of establishing a market for Canadian plug and cut tobaccos:

CANADIAN PLUG TOBACCO.

Despite the efforts of the Australian tobacco combine, there is undoubtedly a fine market in Australia for the better class of plug tobacco. Samples of the quality for which there is a big demand were forwarded recently to a Canadian tobacco manufacturing company, who undertook to supply a similar article at a suitable price with the result that an order was placed for a trial shipment. This first shipment of Canadian plug tobacco arrived at Melbourne but unfortunately it proved quite unsuitable for Australian requirements. Importers have decided not to place the line on the market for the reason that it would damage the reputation of the business they are anxious to build up.

The importers are deeply disappointed at the result, as they had made contracts for advertising to the extent of over $200 a month, and they had otherwise arranged to "push" the sale of this Canadian plug tobacco to the utmost extent. Much invaluable time will thus be lost, under any circumstances, before this business can be placed upon a proper footing.

This incident is regrettable in the extreme, for had the shipment been placed upon the market it would have permanently injured the manufacturers' chances of securing further business in Australia, besides reflecting upon other Canadian makers who may be disposed to supply exactly what is required.

CANADIAN CUT TOBACCO.

One of the principal retail tobacconists in Melbourne is giving Canada a splendid advertisement by a handsome window display of cut tobacco. An increasing trade will result if the requirements of the trade are studied, although the importation of cut tobacco is very limited in comparison with that of plug tobacco.

Tin Boxes for Cigars.

One of the most recent inventions is a tin box for packing cigars, to take the place of wooden boxes, which for decades have housed the whole gamut of smoke-producers, from the stogie to the most expensive domestic or imported article.

In appearance the new box resembles the wooden cigar box very closely, the label which completely envelopes the box being lithographed to resemble the cedar box used in packing the best goods. For the tin cigar box it is claimed that it will keep a cigar fresher than its wooden predecessor. It is not a hermetically sealed affair, as no solder is used in its construction. Put together in this way, sufficient air is admitted to prevent the cigar from sweating; which would occur if the box were sealed.

U. S. Tobacco Crop.

In its weekly summary of crop conditions in the United States, the Weather Bureau states that in the middle Atlantic States of New England tobacco has made favorable progress, cutting being well advanced. The yield of the Connecticut tobacco crop will be phenomenally large, and the quality the best in years. While the crop has been shortened by drought in the Ohio Valley late rains have improved the outlook in that locality. Tobacco is making good growth in Wisconsin and will be about two weeks late.

Consumption of Foreign Leaf in U. S.

THE statistics of importations of foreign leaf to the United States during the fiscal year 1903-04 recently published by the Treasury Department show that the importation of foreign leaf suitable for wrapper purposes was 7,387,390 lbs., the largest on record with the single exception of the McKinley year. With the quantity of wrapper left in bond on June 30, 1903, which amounted to 5,548,883 lbs., the total number of pounds of wrapper leaf for consumption in 1903-04 was 12,936,273. From this total, however, must be deducted (1) 1,196,607 pounds which were exported, and (2) 6,110,102 pounds

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

Some Men won't Smoke a Pipe.

They get more comfort and satisfaction from a cigar.

There are grocers who sell tobaccos but not cigars. They can supply only a part of the men who smoke. They miss in consequence a big trade and one vastly more profitable than selling tobaccos.

Why not sell cigars?—Good Cigars, of course.

Our standing offer is :

We will send 1,000 Cigars, express prepaid, assorted as desired, on usual terms. At the end of three months we will buy back unsold stock at invoice price.

We always recommend **Pebble** for a 5 center, and **Pharaoh** as a 10-center.

J. BRUCE PAYNE, Limited, Mfrs., Granby, Que.

Three Cheers and A Tiger!

T & B

Smoking Tobacco always wins the plaudits of smokers.

Of what other tobacco can this be said? None.

Grocers find it easy—and profitable—to sell **T. & B.**

ORDER THE 10-CENT SIZE.

Geo. E. Tuckett & Son Co., Limited
HAMILTON, ONT.

which remained in bond on June 30 last, which leaves the quantity of 5,729,564 pounds as the amount which was withdrawn during the year for domestic consumption. And as all of this with the exception of but a quarter million pounds was imported from the Netherlands, the consumption of Sumatra during the past fiscal year was very nearly 34,000 bales, an increase of 10,000 bales since 1898.

Of all other, that is filler leaf, was imported during the last fiscal year 23,775,246 pounds, or four millions pounds less than during the fiscal year ended June 30, 1903, while of wrapper leaf the imports during the last fiscal year were by a million pounds larger than during the preceding year. On June 30, 1903, the stock of filler leaf in bond amounted to 18,580,477 pounds which gives a total for the year of 42,355,723 pounds. Of this total 4,329,228 pounds were exported and 16,694,598 pounds remained in bond on June 30, 1904, so that 21,331,897 pounds were withdrawn for consumption. As all of this total with the exception of a million and a quarter was imported from Cuba the consumption of Cuba filler leaf in the United States for the past fiscal year amounted to about 180,000 bales, the bale figured at a hundred pounds.

The Tobacco Trade in Belgium.

The people of Belgium are heavy consumers of tobacco, their consumption being 4.86 pounds per capita, as against 4.40 pounds in the United States, 2.55 pounds in France and 1.71 pounds in England. The United States is the chief source of supply of the tobacco, which is imported mainly in its unmanufactured state.

Considerable tobacco is grown in Bel-

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

McAlpin's Tobaccos are.

You sell them, of course?

Smoking	Chewing
TONKA,	BRITISH NAVY,
SOLID COMFORT,	KING'S NAVY,
PINCHIN'S	BEAVER,
HAND MADE.	APRICOT.

McAlpin Consumers' Tobacco Co., Limited, Toronto.

gium. According to the most recent statistics East Flanders had 12,830,214 plants under cultivation, being 10,805 plants per acre. The number of plants is reported as increasing annually. In 1895 the total yield of tobacco grown in Belgium was 5,166 tons. The domestic tobacco is largely manufactured at Ghent, and is of inferior quality.

Antwerp has 43 tobacco factories of various kinds, and over 300 shops in which tobacco, cigars and cigarettes are sold. In Antwerp, as elsewhere in Belgium, long pipes are more commonly smoked than cigars. There is considerable demand for chewing and snuff tobacco. Leaf tobacco is imported from the United States—mostly from Kentucky and Virginia—South America, Sumatra, Java, Turkey, Greece, China and Algeria.

The importation of Mexican tobacco began to assume importance in 1895, when several companies which had been founded in Antwerp for the purpose of cultivating tobacco in Mexico were making Antwerp an important market.

Tobacco Growing in Rhodesia.

THE following interesting information on the cultivation of tobacco in Rhodesia has been received from a South African correspondent:

With a view to creating an industry in the manufacture of a good class of tobacco, for which there is sure to be a large demand in South Africa, every effort is being made in Rhodesia to induce the farmers to take a keen interest in tobacco cultivation, which has so far proved most successful. The best kinds of seed are provided, prizes for competition are offered, and the services and advice of the Government tobacco expert are placed at the disposal of the farmers. Not only in the country itself is the industry being stimulated, but in England also steps are being taken with a view to securing a market for Rhodesian tobacco as soon as the farmers are able to send it to the factories in sufficiently large quantities. Earl Grey, who is greatly interested in establishing trade between Rhodesia and the mother country, is devoting special attention to this branch of the future export trade of Rhodesia. He has recently been visiting the tobacco factory of the Co-operative Wholesale Society at Manchester, where he exhibited samples of Rhodesian tobacco and obtained information from the manager as to the best leaf for the British market. The Co-operative Wholesale Society has promised its assistance in the enterprise as soon as packing for importation is begun.

Doctor Sketchley, who is working a series of experiments in tobacco growing at the Stapleford plantation, near Salisbury, holds very decided views, says the Salisbury Times, about the necessity of alternating crops in due course, if the fertility of the land and the quality and size of the plants is to be preserved. He specially favors the use of imported seed when the right varieties have been ascertained by actual experiment. He considers that to cultivate from seed raised in Rhodesia is a mistake and will only lead to the degeneration of the plant. He argues that the best tobacco seed is the product of many years of careful culture in localities where particular kinds are indigenous. These kinds may do well in other countries, but their characteristics are likely to deteriorate with each succeeding crop raised from locally grown seed. Doctor Sketchley believes that after being under tobacco for a year the land should be allowed either to lie fallow for a couple of years or a green crop should be raised on it. Doctor Sketchley also stated that another farm had been secured, about 3 miles distant from Stapleford, being the old Rhodesia Lime Syndicate's property. A lease has been obtained of 3,000 acres, and extensive planting and irrigation is intended on this ground next season, the Mazoe River and Chingyika and St. Gerera creeks all being available for irrigation by gravitation. Tobacco and cigars from Stapleford are expected to be on the local market for sale in a couple of months.

Tobacco Salaries.

Before the American Revolution, ministers of the Angelican church in those American colonies where that church was established by law were remunerated "in kind" instead of in money. Maryland gave an incumbent forty pounds of tobacco a year for every tithe payer in the parish, whether churchman or dissenter, white or colored. These terms were handsome enough to secure the pick of the clerical market. In Virginia the stipends represented a fixed and unvarying quantity, by weight, of the manufactured leaf. These stipes were rather beggarly in quantity. In a bad year even the "sweet scented parishes," where the minister's salary was calculated on a high priced and exceptionally fragrant tobacco, yielded only about $500 a year. The parishioners sometimes refused to induct a clergyman unless he would consent to take one salary for serving two parishes. In 1758, when the price of tobacco had greatly risen, the house of burgesses passed a law fixing the cash equivalent of debt payable in tobacco at one-third their true value, thus wiping out two-thirds of the incomes of ministers. Patrick Henry made his first fame in defending this law when a test case was brought in behalf of the injured clergymen.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Tobacco Notes.

Professor Harper, of Lexington, Ky., has accepted an offer of the British Government to instruct classes in the educational institutions of Ireland in the culture of tobacco.

The American Tobacco Trust has again struck out in Philadelphia through the American Tobacco Co., cutting off all supplies from three of the most extensive jobbers and serving notice upon the others to the effect that no more goods will be furnished them unless they cease handling the output of independent factories forthwith.

J. S. Larke, Canadian commercial agent at Sydney, N.S.W., Australia, reports that two Canadian companies have good representatives there. One has already secured a trade and the other should do so. The one obstacle in the way is an intimation that the Governments of Australia and New Zealand may take the tobacco business into their own hands and transform it into a public monopoly. No steps, however, have been taken in this direction as yet.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by
John C. Kirkwood,
TORONTO.

The Grocer's Newspaper Advertising.

ADVERTISING one's store is not confined to the announcement in the daily newspaper—one's windows, counters, shelves, delivery wagon, all have their part in proclaiming the grocer's wares. Good advertising consists in having all these several forms of attention-compelling, favor-producing advertising the best possible.

It is the newspaper statements, however, that are most eloquent, for they talk to the largest audience, and make the most abiding impression. The grocer has a better opportunity in the daily or weekly newspaper to promote his business than can be found elsewhere.

What shall the grocer talk about in his newspaper advertisement? Talk those things that are being talked over the counter, that interest the proprietor, the customer, the salesman. Talk those things that the grocer wants his customers and others to know about his store. Make the public believe what the grocer believes. It is wonderful how much one can find to talk about when on the search for news.

For example, the grocer sells, we shall say, fancy biscuits. He believes enthusiastically in the lines he sells. He can say:

Lemon Bars

2 lbs. - - 25c.

Crisp and dainty Lemon Bars made from only the choicest materials.

Perhaps it is his coffee trade that he is proud of. He calls his pet blend "Premier." Of it he can say:

Our 40 cent Premier Blend Coffee

Coffee connoisseurs use it regularly and prefer it to any other kind. The reason is that "PREMIER BLEND" represents a higher type of genuine Java and Mocha Coffees than any other Coffee we know of.

Then, again, in grinding, the inner chaff of the coffee is removed. This is why "PREMIER BLEND" is sold only ground.

In ordering please state whether you wish it ground coarse, ground fine, or pulverized.

Or again, teas may be the grocer's hobby. He might say:

Our 40c. Perfect Blend Tea . . .

This is one of our popular-priced teas.

And it's equally popular in flavor.

It is a blend of the highest grade Foochow Oolong and true Moyune Young Hyson.

It is free from the "rosy" character of Formosa and Ceylon.

It belongs to the old school of standard teas, which has stood the test for many years.

Worth more money than 40c. But we have priced it 40c., and it is your gain.

Perhaps preserved fruits is a specialty. Here is a suggestion:

Preserved Pineapple

The unusually fine quality of the fruit used has enabled the canner to make this season's preserves more delicious than ever.

May we send you a winter's supply?

In glass jars:

lbs.	Pints,	Quarts,
20c.	25c.	40c.

SWEET BRIAR PRUNES.

Those delicious sweet briar prunes! Finest flavor; thin skin; a meaty and tender fruit that one never tires of.

2 lbs., - - 25c.
5 lb. box - - 60c.

And so on, throughout the fifty and one other things constituting a grocery stock. It is taking one thing at a time and letting the mind regard it as a line that can be intelligently and profitably exploited in the columns of the newspaper. It would not be a bad plan to have short, snappy, readable, convincing advertisements such as those suggested scattered through the newspaper. They would get the attention, be read, leave an impression, and probably persuade to the purchasing point. One thing is sure—namely, that if a grocer, in a fair-sized town "keeps everlastingly at it" with little advertisements such as these, and backs them by having the things he advertises as good as his advertisement, he will swell the volume of his business. Such short crisp, readable announcements are better than noisy bargain lists. It will be noticed, too, that in the things named, the grocer can get his price, maintain his price and not provoke his competitor to cut prices.

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited
Sauce and Pickle Experts, - London, S.E.

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN COFFEE & SPICE CO. TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

September 8, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	5lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	5-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	80
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S MAPLE LEAF BRAND BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90		
½ " " 4 " "	"	2.40		
½ " " 2 " "	"	4.75		
1 " " 1 " "	"	9.00		

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

MOTT'S DIAMOND CHOCOLATE

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes..	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes...	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. .40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ¼-lb. tins. .32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	[illegible]
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	[illegible]
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Leaders in their line—

The absolute purity of **Edwardsburg** Starches has been demonstrated for nearly half-a-century.

Housekeepers from one end of Canada to the other know and use

Edwardsburg "Silver Gloss" Starch
and
Benson's Prepared Corn.

For sale by every jobber in Canada.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

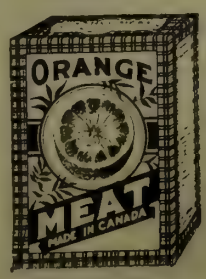
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.00
5 case lots (Freight paid.)	4.00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

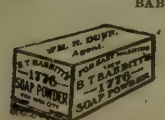
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

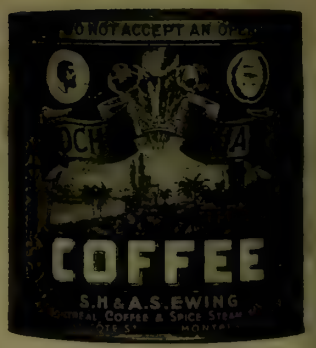
Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and a half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.
WM. H. DUNN, AGENT.

A "GOOD COFFEE" reputation - has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



"Prince of Wales"

MOCHA & JAVA COFFEE

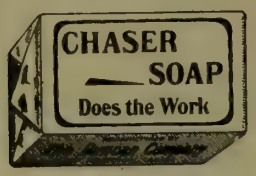
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

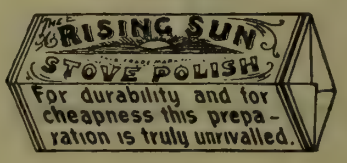
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

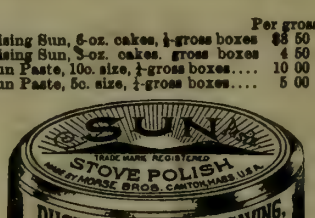
Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—
10c. pkgs, cases 5 doz., per do 1 00
less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00



LUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 3 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

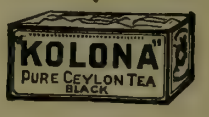
SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

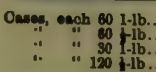
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb.	0 35
" " 30 ½-lb.	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 80-lb. cases	retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

	1 lbs & Color of Label.	½ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st	A Yellow	45	47	70
" "	B Red	40	43	60
"	No. 1 O Pink	35	37	50
"	2 O Orange	28		40
"	3 O L. Blue	22		30
	4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 90
" casks, 50 "	10 25	20 40
Bottles, cases, 3 doz.	3 20	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 15
100 10c. "	7 00
100 5c. "	3 00

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	2 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 3 doz. 10c.	1 00

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

A WONDERFUL POST LAMP

FOR KEROSENE.

The Belgian No. 57 Globe Post Lamp.

Light is equal to 43½ candle power, actual test (U.S. Light House Board).

Greatest Candle Power and **Smallest Oil Consumption** for a given amount of light.

Shows **twice as much light** as any other globe tubular street lamp and **four times as much** as an ordinary gas street lamp.

Does not **blacken the globe** when exposed to high winds.

Does not blow out.

Fits on Standard Brackets and Posts.

A FACT—THE BELGIAN No. 57 GLOBE POST LAMP will last **three times** as long as the best Tubular Globe Street Lamp now made.

GOWANS, KENT & CO.

WHOLESALE CROCKERY AND GLASSWARE

TORONTO, ONT. WINNIPEG, MAN.

YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

on the wrappers guarantees quality of the goods.

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, SEPTEMBER 16, 1904. NO. 38.

Laundry Blue should be perfectly soluble.
Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry
and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

Something New——It is SOLEIL

A sweet, round Biscuit at a Moderate Price,
and for which good orders are
already coming in.

Christie, Brown & Co. Limited

TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

"It is Southwell's, Madam"

—and when the grocer says that he knows he has said all that can be said in the way of recommendation.

Southwell's Jams

are standard the world over.

Frank Magor & Co.

Canadian Agents,
403 St. Paul St., MONTREAL

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Instant Powdered

This is put up in packets making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

The Canadian Grocer

When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer
Montreal and Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada
IMPORT FRUITS
Currants—Patris.
Valencia Raisins—Valencia.
Malaga Raisins and Nuts—Malaga.
It is in your interest to buy from us

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

ROW'S PURE SPRUCE LUMP GUM
ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.
STRONG DURABLE LIGHT

POROUS AND CHEAP
WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

To Manufacturers' Agents
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.
Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.
Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

IN SEASON

at all times, but more so just now. Now's the season for cleaning up stoves.

JAMES' DOME BLACK LEAD

the best black lead made—always gives satisfaction.

W. G. A. LAMBE & CO., Canadian Agents. **KEEP UP YOUR STOCK.**

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

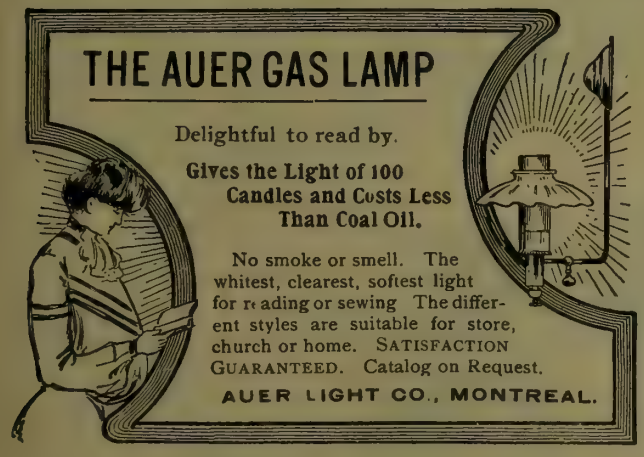
This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

Pickles and Relishes

for the

FALL TRADE.

Every grocer should be ready for the Fall trade. One line of goods he should have on hand is pickles and relishes. Our brand of "STERLING" pickles and relishes is so well known that the grocer cannot afford to be without them. Your customer is sure to ask for them.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

The advance of the JAPANESE ARMIES
is typical of the advance in
popular favor of

JAPAN TEAS

There is NO RETREAT
and what the drinkers of
Japan Teas have THEY HOLD.

JAPAN TEAS will hold your trade—through their superior and healthful qualities.

Welcome **GOLD DUST!**

Better for clothes, dishes, pots and pans, floors and doors—and yet more economical. GOLD DUST drives dirt before it—makes everything clean and bright—lessens the housewife's cares. With GOLD DUST'S aid wash-day ceases to be "Blue Monday." It makes it possible to have snow white clothes without rubbing them to pieces on the washboard.

THE N. K. FAIRBANK CO., - - Montreal.

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

TEA ROSE DRIPS

If Your Idea

is not merely to "make a sale," as the phrase goes, but to make a patron of every customer who walks into your store — not with words, but with goods — sell Tea Rose Drips—the best brand of pure cane sugar syrup on the market to-day—without exception.

ROSE & LAFLAMME, Agents,
MONTREAL.

"A good record is more to be desired than fine promises"

Other sauces may promise great things, but

Paterson's Worcester Sauce

has an unequalled record.
Are you selling it?

ROSE & LAFLAMME,
Agents, Montreal.

Have You Stopped to Think it Over?

How many package teas are you familiar with? Six? Ten? Twenty?

There is quite a competition among them all, and each lays claim to superiority.

They are all

Ceylon Teas

---Not Japans; not Chinas; not Indians; sometimes Indo-Ceylons; but almost always

Ceylon Teas

Significant, is it not?

Yet there are some grocers who stick to the teas of olden time. Conservatism, perhaps, but conservatism that costs the grocer money, just because it requires him to keep a double or triple tea stock.

Ceylons may be had in Blacks and Greens

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of QUALITY

Gallon Apples, FIRST

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

There is a World of Meaning

in the simple statement that over

200,000

Bowser —Self— Measuring Oil Tanks

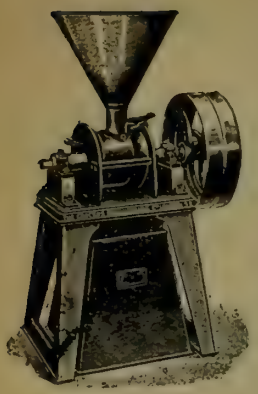
have been sold and also that we don't ask you to take our word in regard to the merits of our outfits but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing as its savings soon pays its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for **Catalog "B"** will bring you full particulars free and without further obligation to you.

Write To-day

S. F. Bowser & Co., Fort Wayne, Ind.



GRINDING MILL.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO.
COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE MAILED FREE.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, _____

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited

Hamilton, Ont.

We tell it over again

Why are our Canned Fruits and Vegetables better than those packed by other people?

First: We are in the heart of what is admittedly the choicest fruit and vegetable section in all Canada—the County of Prince Edward, Ontario.

Second: We have unquestionably the finest, the most modern, the best equipped canning factory in America.

Third: We have in our service, as head processman, one who bears the name in the United States as being the best in the business.

Fourth: Our principals are practical men, known far and wide, trusted equally—men who cannot afford to produce anything but the very highest quality of canned fruits and vegetables.

Such, in brief, are the reasons why

The Old Homestead Brand

of

Canned Fruits and Vegetables

excels all others.

The Old Homestead Canning Co.

Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

Better Currants are not Grown

than

HAY CASTLE
BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS.
BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS.
HAMILTON, ONT. FOR CANADA.

and

PARADISE
BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS.
BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS.
HAMILTON, ONT. FOR CANADA.

Produced in a specially selected and favored district in Greece, renowned for the handsome appearance and unequalled flavor of its fruit.

Approved by the Greek Government as being of superior quality.

Packed Solely for

W. H. Gillard & Co., - Hamilton

Wholesale Grocers and Importers of Fine Fruits, Etc., Etc.

"Starting the Ball."

One season goes and another comes with its new duties.
Has your outing refreshed you? Of course.
Then take a hint and see that your stock of Coffees is refreshed—filled with new and abounding strength.
Grasp the varied possibilities of

WOOD'S COFFEES.

There you will find what will invigorate it.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St. MONTREAL

Have pleased customers
by selling them
that which you KNOW will satisfy.

TODHUNTER, MITCHELL & CO.'S

COFFEES, SPICES, Etc., are guaranteed

Factory

7 Front St. East, Toronto

Carl Bender's First Order—A Sketch

(Written Specially for The Canadian Grocer by Hec Secord.)

THE Orillia House, as all the boys know, is one of the most frequented and popular hostelries on the line of the Northern Division of the Grand Trunk. Orillia is also well known as the Monday morning Mecca of a host of grip-men from Toronto and Hamilton, to say nothing of the hearty-handicapped clothing, dry goods and boot and shoe drummers with their heavy and unwieldy trunks, and it naturally follows that there is quite a hustle among the drummers to get the drop on each other for business. No sooner has the train discharged its lively cargo, no sooner is the 'bus driver in charge of the boys' trunk checks and grips thrown on top of the conveyances, assisted materially by the hands of the travelers and gentle admonitions to "get a move on there, Mike," "Don't wait for Joe, he's always behind like a cow's tail," or "for Heaven's sake, Mike, are the horses anchored?" than every face indicates readiness for the strenuous life.

At last Mike gets the horses touched up and the jolting 'bus lumbers up through the town. As it passes the post-office the mail bags are thrown out, while one or two of the boys disappear to "drop in" on a possible customer with a smile and friendly handshake, and a hint that "he'll be round after dinner."

The Orillia House, situated on the Main street ,has for more years than the writer's knowledge goes, enjoyed the reputation of "bang up" meals and accommodation. Its proprietors have always had the comfort and convenience of the boys constantly in mind, with the natural result that it secures a large share of patronage. Everybody is made thoroughly at home and treated alike, as should be the case with all hostleries —and would with more did their landlords reflect upon the value of the travelers' opinions and spreading influence. The millennium, however, is not yet, and there are still many inn-keepers who do not simultaneously improve their premises to modern requirements and their financial prosperity. The traveler is a power in the land; his constantly moving business throws him into contact with the public in such a manner that he can, answering inquiries of strangers ,either send or keep a man from patronizing specific hotels. A few words of faint praise, or a shrug of the shoulders, will often make or mar a reputation.

This digression concludes the preamble to an experience of a certain grocery traveler with one of the merchants of Orillia years ago. Maybe the salesmen who have covered the northern ground will recall the characters portrayed, also possibly bring to mind experiences with the same irascible individual. Orillian merchants, as well as the citizens of the town and county near by, will remember the late Mr. Tom—— well, we'll call him Mulvaney. Mr. Mulvaney had conducted a general store business in the town for more than thirty years and being a hard-working and thrifty man, and an Irishman at that, he had prospered in worldly goods and in local influence and notoriety. At the time of the incident related here, he had built himself a large and substantial brick store not far from the hotel across the way, and installed a stock modern and complete in every particular. His clerks were bright and hustling young men and women, and Mr. Mulvaney was "it," not only in his own opinion, but as he thought in the opinion of his townsmen. At the back of the store was the office, occupied by the lady bookkeeper, and Mr. Mulvaney, when he wasn't strutting around looking after the help.

Mulvaney was what might be termed a "squat" man, about five feet two and built like Falstaff—a weighty man in every sense of the word. Though he had lived in Canada from his youth, he had retained to a considerable extent two of his countrymen's most irradicable national characteristics, a thoroughly Irish face and a decided Irish brogue. Being a self-made man, he was strongly self-opinionated; his dollar was (in his mind) worth one dollar and ten cents, or more, and in the management of his business he brooked no contradiction or advice.

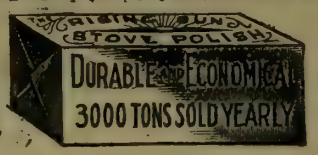
Among his numerous clerks some few years before this, was a young Irish-Canadian, Joe Delaney, a bright, pushing, active and promising young man, possessed of a ready Irish wit and repartee. Ever ready with his tongue and a good salesman to boot, Joe had, after a few years' service, established himself in a prominent position in Mulvaney's store, until one evil day he grievously offended his employer. Within an extraordinary brief period he found it convenient to secure a position on the road for a Toronto wholesale grocery house. Probably some of the boys will recall Joe, in fact, all of them should, as he still is a power in the North country and a salesman to boot. Joe's greatest failing was a tendency to pomposity and self-importance, acquired no doubt during his service with his compatriot Mulvaney. As a methodical, painstaking and intelligent traveler, however, there are few in the trade who have ever surpassed him. That he was liked by the boys is a question, it was no doubt due to his self-assertiveness and push that he forged to the front. He was not one who hid his light under a bushel; he "let it shine before men" at every opportunity, even if he had to swing the lantern around himself.

Being well known in Orillia he naturally secured a good share of his old fellow-townsmen's trade, with the exception, of course, of his former employer Mulvaney.

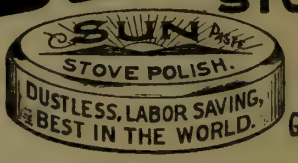
Joe fell a victim to la grippe, and as it was a serious case and likely to be a protracted one, his house considered it unwise to leave the ground uncovered and sent out one of their young sample-room men to keep up the connection. It is with this young man's encounter with Mulvaney of Orillia that this tale has to do.

Carl Bender, as his name indicates, was of German extraction, having come to Canada from the Fatherland with his parents at an early age. He was a young man about twenty-five, and had worked his way up from office boy to second assistant in the sample-room. He was keen to get on the road, the commercial instincts of his nation showing him brighter prospects and larger scope for his abilities in the outside field. He was a good talker, quick and

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ready with either wit or satire, and withal full of tact and judgment of human nature. This was Carl's chance, and when the boss told him to go up to Delaney's house and get posted on the route, list of customers, etc., he was more than delighted. Unfortunately when he got to Delaney's, that individual was in such a bad condition that the nurse forbade much conversation. However, getting a list of customers in each town, Joe's sample case and a few hints from Joe as to route, trains, etc., Carl had to make the best of what he had gathered.

On Monday morning the 7.45 northern train carried, among the many knights on board, young Bender. Of course a new face is readily spotted by the old hands, and Carl came in for a goodly share of direct criticism and comment, with the usual amount of banter and advice,—the latter of doubtful value, as the boys like a joke at all times. Arriving at Allandale, the usual Hamilton contingent got on board, and while a few dropped off at Barrie, the majority went on to Orillia, Carl among the number. As it was his maiden trip Carl concluded on his arrival at Orillia to follow the rest of the boys, and in consequence was landed at the Orillia House. He had observed by the sample cases, as well as from the conversation of the boys on the train, that there were about nine grocery travelers looking for business in town that morning, among them such old veterans as Charley Kyle, Bob Gowanlock, and Bob Keyes, from Toronto, while the loquacious Mike Malone and Bob Stewart held up their end for the "Ambitious City" trade. Poor Bender's heart almost sank into his boots when he contemplated what he was up against as a newcomer trying to get business from such a host of veterans. He did not lose heart, however, and resolved to get right out and look the ground over before dinner.

Now it happened that the first promising looking store near the hotel was Mulvaney's. It may be mentioned here that while Mulvaney's name was on his list of customers nothing had been said to him about the row Delaney had had nor that Mulvaney had not bought a dollar's worth of goods from Carl's house for nearly fifteen years because of a little trouble about an unsettled claim of leakage in some puncheons of molasses bought by Mulvaney and not allowed by Carl's firm. This molasses matter was a thorn in Mulvaney's side. He swore long and loudly and vowed to get even with the house or its representative some time, "be jabers, if it takes me twinty years !"

All innocent, unsuspecting, and keen and bright, with a pleasant smile on his face, Carl entered the store, inquiring of one of the clerks if Mr. Mulvaney was in. The clerk pointed to the rear of the building where a gentleman and lady were sitting in the office. Approaching, Carl poiitely touched his hat and said :

"Is Mr. Mulvaney in ?"

"Yis, sorr," answered the little fat man in the first chair ; "Oi'm Misther Mulvaney, fwhat is it yez want ?" at the same time coming down the steps and approaching Carl.

Carl took his firm's card out of his pocket and handed it to Mulvaney, at the same time saying, "Good morning, sir ; my name's Bender ; I represent (mentioning his house), of Toronto, and I called to see if you are open for anything in the grocery line this——"

He didn't get any further, for with a jump and an oath, Mulvaney had him by the collar and turned him round towards the door.

"Yez riprisint ——, do yez ? You're a foine young man to be riprisintin' a lot of thavin' rogues ;—git out o' here, or I'll break ivery bone in your body."

Carl did not like this reception, particularly as the lady bookkeeper and the clerks were laughing at his discomfiture. Representing, as he knew, an honorable firm, and not being used to treatment of this sort, his Teutonic temper got the better of him, thinking to himself at the same time "if I can't do any business with the cuss, I'll hand him one anyway," he threw Mulvaney's hand off his coat and let out a quick, short body blow, taking the fat one in the wind, and bringing him to a standstill. "Take your hands off me, you miserable little tub, and listen a minute to what I've got to say. Now look here, Mishter Mulvaney (putting on as strong an Irish intonation as he could, in mockery), I represent one of the best houses in the trade ; this is my first trip on the road, and you are the first merchant I've called on. If there is anything you want in the grocery line, say so ; if not, say so, too ; but keep your hands off me. If you don't deal with our house, or there is any trouble between you, I didn't know it. I came here like a gentleman expecting to be received by a gentleman as a gentleman ;—if I am mistaken in thinking you one, I beg your pardon, and wish you good morning, sir."

With that Carl turned round, raised his hat to the lady bookkeeper, at the same time winking at her, and started for the door. This sudden change of Carl's, and the sharp quick lecture he had received evidently struck Mulvaney and touched something in his composition that must have appealed to him, for he started after Carl.

"Oi say, young man, shtop a minute, will yez, come back here, come back, sorr."

"No, sir ; I'll not come back," said Carl, "for if I do there'll be trouble. You don't want anything, I can see that, and I am not going to stand abuse from you or any other man in Orillia."

"Now, now, come back young man ; I want to talk to yez," said Mulvaney.

"Well, I don't want to talk to you,"

WE MUST HAVE IT

This is what our customers tell us about **Empire** Salmon. We have the new pack now on the way from the coast, also a supply of our **Coast Guard** brand.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

New Arrivals

ANT SUGAR
The best thing for keeping ants away from food.

STRETTONS' SAUCE
Reputed ½ pints.

JAMES ROBERTSON & SONS SCOTCH MARMALADE
1-lb. Jars.
7-lb. Tins.
THE GENUINE.

SAMUEL HANNAH & CO.'S IMPORTED PICKLES

16-oz. Octagon Mixed,	cases,	each	4 doz.
16 oz. " Chow Chow,	"	"	4 doz.
40-oz. Mixed, - -	"	"	2 doz.
40-oz. Chow Chow,	"	"	2 doz.

Write to us for quotation on the above

James Turner & Co., - Hamilton
BRANCH CANADA GROCERS LIMITED

WE HAVE IT ONCE MORE

TARTAN Japans to retail AT... 25c

Our trade will appreciate it as they did in 1901 and it is up to that standard of cup and leaf. Book your orders to arrive.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

TEAS

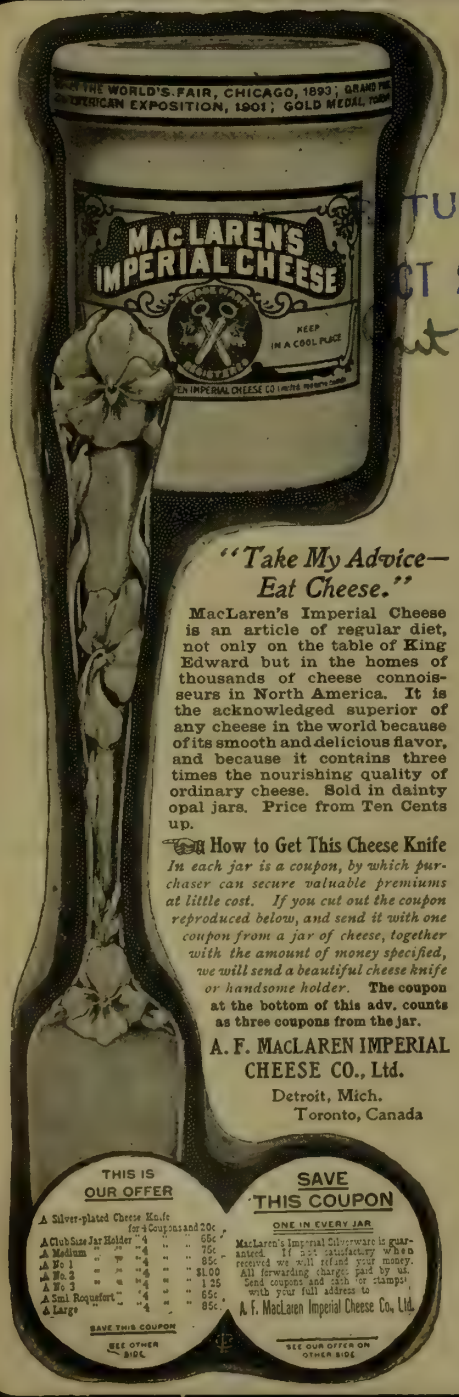
We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**



MacLaren's Imperial Cheese

is the most popular with the

Consumer

because its quality is the highest of any cheese on the market.

It is the most popular with the

Grocer

because there is no trouble in selling it and the customer is always well pleased.

Don't have any cheese troubles, Mr. Grocer. Sell only the best.

"Take My Advice—Eat Cheese."

MacLaren's Imperial Cheese is an article of regular diet, not only on the table of King Edward but in the homes of thousands of cheese connoisseurs in North America. It is the acknowledged superior of any cheese in the world because of its smooth and delicious flavor, and because it contains three times the nourishing quality of ordinary cheese. Sold in dainty opal jars. Price from Ten Cents up.

How to Get This Cheese Knife

In each jar is a coupon, by which purchaser can secure valuable premiums at little cost. If you cut out the coupon reproduced below, and send it with one coupon from a jar of cheese, together with the amount of money specified, we will send a beautiful cheese knife or handsome holder. **The coupon at the bottom of this adv. counts as three coupons from the jar.**

A. F. MacLAREN IMPERIAL CHEESE CO., Ltd.
Detroit, Mich.
Toronto, Canada

THIS IS OUR OFFER

A Silver-plated Cheese Knife for 4 Coupons and 20c
A Club Size Jar Holder 4 " " 65c
A Medium " " 4 " " 75c
A No 1 " " 4 " " 85c
A No 2 " " 4 " " $1.00
A No 3 " " 4 " " 1.25
A Smi Roquefort " 4 " " 65c
A Large " " 4 " " 85c

SAVE THIS COUPON

ONE IN EVERY JAR

MacLaren's Imperial Silverware is guaranteed. If not satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupons and 20th "or stamps" with your full address to A. F. MacLaren Imperial Cheese Co., Ltd.

SEE OTHER SIDE

SEE OUR OFFER ON OTHER SIDE

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
51 COLBORNE ST., TORONTO, ONT.

answered Carl, somewhat mollified; but like a wise salesman he felt that possibly an explanation might be useful as an experience, so he turned back and faced Mulvaney.

"Well, sir; what is it?"

"Fwhat's your name, sorr?"

"It's on the card,—my name's Bender."

"Are yez Irish?"

"Well, now, do you suppose after I've seen an Irishman act like you have, Mr. Mulvaney, that I'd own to being one. No sir; I'm Dutch"—with a strong emphasis on the Dutch.

This remark evidently tickled Mulvaney, for he smiled and said:

"An' yer Dutch, are yez, now,—I wouldn't have thought it, for be all that's howly, ye flew up loike an Irishman. Where's that rashcal Delaney? Isn't he thraveler for yer house innymore?"

"Mr. Delaney is, I am sorry to say, laid up with the grippe, and pretty sick at that, and I'm taking his ground until he's able to get out again."

"May the divil take him—"

"I hope not, sir, for I'm sure if he does I'll have to take his ground, and judging by my first experience with you, Mr. Mulvaney, I don't think I can hold the job down for long. Now tell me, what's the trouble anyway, though I feel that you and I won't do any business together?"

"An' who says we won't? Oi'm thinkin' Oi'm the boss; an' look here Oi loike the Dutch—an' yer Dutch, are yez, now—well the Dutch are great people"—this latter with strongly assertive nods of his head. "Oi always thought a lot of the Dutch,—an' yer Dutch?"

This repetition of the fact of Carl's nationality seemed to highly amuse Mulvaney, but Carl couldn't see any business prospects, so thinking to cut matters short, he said:

"Well, Mr. Mulvaney, no use taking up your time and mine to no good purpose, besides I'm hungry, so good morning, sir. Glad to have met you," at the

We want your order for

VINEGAR

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto

same time holding out his hand, which Mulvaney grasped in his fat, pudgy fist.

Holding on to Carl's hand Mulvaney turned round to his bookkeeper. "Is there anything on our lisht to-day, Miss Crawley ?"

While Miss Crawley was taking the want list off the hook, Mulvaney harangued Carl about his house having "chated him many years ago on tin puncheons of molasses, the thavin' rogues, sorr, and divil a cint could Oi get out o' the rashcals. Oi took the case to coort and losht it ; yer house, sorr, are a lot of thaves, an' that Delaney is'nt a bit betther,—used to worrk for me and he takes divilish good care not to call on me, sorr ; but, young man, Oi like your looks, and, bedad, yer foine tongue, for be jabers, Oi'm thinkin' there musht be some good Oirish stuff in yez—Oi don't mane Cruishkeen Lawn aither, and Oi'll give yez an order. Miss Crawley, pwhat do we be wantin' ?"

"There are a few things on the list, Mr. Mulvaney," replied Miss Crawley, handing him the slip, at the same time casting a sly look at Carl, who winked again, this time more emphatically.

Mulvaney said, "Well, Misther Binder, you go on an' get your dinner, an' come back this afthernoon about three an' Oi'll give yez a little encouragement."

This, however, did not suit Carl, knowing that the town was full of competitors in his line, so he said :

"If it's all the same to you, Mr. Mulvaney, I'll run over and get my grip and take the order now, as there are too many travelers in town, and you might forget me ; you know the old saying 'a bird in the hand is worth two in the bush.' "

"Begobs, yez are Dutch——"

With that Carl ran across the way, got his sample case, and was back in three minutes. Inside of twenty more he had a fine order booked, the first in fifteen years for his house.

Besides having made a friend of Mulvaney and secured a good order, he felt encouraged, and after dinner made the rounds of the trade, securing no less than five additional orders. On his arrival at the hotel shortly after six he was much bantered by the boys for the reception he got from Mulvaney, the clerks in that gentleman's store having related the proceedings, with all the embellishments they were capable of, but Carl could afford to smile and bear the chaff as his order book contained a satisfactory solace. Mulvaney had told him on parting to "call agin, young man, but don't sind that rashcal Delaney."

On his return to the city at the end of the week he received high praise from his principals and a satisfactory monetary consideration for having brought back, "at the risk of his life," as his senior expressed it, such a good and valuable lost sheep as Tom Mulvaney of Orillia.

PRESIDENT OF THE BRADSTREET CO. DEAD.

Mr. C. F. Clark, president of the Bradstreet Co., is dead. Mr. Clark was born in Preble, Cortland Co., N.Y., in 1836. For a time he published a Detroit city directory, and was associated with C. Schurz in the publication of The Detroit Post. He found his life work, however, in the development of Bradstreet's Mercantile Agency, being successively superintendent of the Detroit, Philadelphia and Boston offices, and general manager with headquarters in New York. The business was incorporated in 1876 as The Bradstreet Co., Mr. Clark becoming secretary and later being elected to the presidency. He was also vice-president of the Washington Trust Co., a director of the American Cotton Oil Co., Niagara, and a member of the New York Chamber of Commerce.

The assets of S. Viner, general merchant, Rimouski, were advertised to be sold on September 15.

The price of

Upton's

Jams, Jellies and Orange Marmalade

may be a little higher than other kinds, but the quality is also higher. That is what counts with the consumer.

Explain to Your Customers Why the Japs are so successful.

You will be healthier if you eat dried fish like the Japanese.

Have you noticed that the leading medical authorities are drawing attention to the fact that the food of the fighting Japs consists largely of dried fish and connect their success to a large extent with this fact.

It may seem strange to the average reader that this diet should have so much to do with success.

But it is a fact that dried fish is both a wholesome and nutritious diet, and especially valuable as a brain food.

The moral of this is that it would do Canadians good to eat less meat and more of "Halifax" and "Acadia" Brands of Prepared Codfish—the nicest form of dried fish on the market.

YOU CAN MAKE MONEY BY GIVING THIS INFORMATION.

BLACK BROS. & CO., Limited

HALIFAX, N.S.
LAHAVE, N.S.

A. H. BRITTAIN & CO., Rep. in P.Q. and ONT.
BOARD OF TRADE BLDG., MONTREAL.

CANADIAN TRADE WITH THE ANTIPODES.

MR. G. J. MILLER, representing Gollin & Co. Proprietary, Limited, of Australia and New Zealand, has been in Canada and the United States during the past few weeks in the interest of his firm, who are one of the largest commission firms in the antipodes, having offices and warerooms in Melbourne, Sydney, Adelaide, Wellington, and sub-agents and representatives in every large town in Australia and New Zealand. The Gollin Co. are dealers in almost every line of merchandise, and realizing that there are great possibilities for Canadian manufactured products in Australia and New Zealand, have deputed their Mr. Miller to visit this country and form additional connections to those which they already possess.

Mr. Miller, who has visited Montreal and Toronto, is confident that our possibilities for trade in his part of the world are excellent, provided Canadians will only reach out after it. As every one knows, the United States have obtained a strong foothold there, but with the preferential tariff Canada has been given an enormous advantage over that country and Germany.

"Take," he said, "for example the one item of canned fish. The customs duty on these goods from United States is now 6c, and but 4c on Canadian goods. Already to my knowledge this has caused a large trade to be turned in the direction of Canada."

In his pocketbook Mr. Miller carried a list of articles on which the preference is given. Following is a list of goods, with the preference allowed on each, according to the new tariff law of New Zealand :

Article.	Rates on British Goods.	Rates on Foreign Goods.
Bicycles	20 per cent.	30 per cent.
Bicycle fittings	Free.	20 per cent.
Canvas	Free.	20 per cent.
Carriage timber, dressed, per 1,000 ft	4s.—97c.	6s.—$1.46
Carriages and carts	20 per cent.	30 per cent.
Cement, per bbl.	2s.—49c.	4s.—97c.
Cordage, except iron and steel	20 per cent.	30 per cent.
Cordage, iron and steel	Free.	20 per cent.
Fancy goods	20 per eent.	30 per cent.
Fish, preserved, per lb.	2d.—4c.	3d.—6c.
Milk-testing glasses	5 per cent.	7½ per cent.
Infants' feeding bottles and seltzogenes	15 per cent.	22½ per cent.
Glass—crown, sheet and common window, per 100 sup. ft.	2s.—49c.	3s.—73c.
Bent carriage glass, other than common window	20 per cent.	30 per cent.
Plate glass, bevelled or silv.	25 per cent.	37½ per cent.
Lamps and lanterns, and globes and chimneys for lamps	20 per cent.	30 per cent.
Mirrors and looking-glasses, framed or unframed	25 per cent.	37½ per cent.
Other plate glass and glass polished or colored	20 per cent.	30 per cent.
Hardware	20 per cent.	30 per cent.
Iron pipes and fittings, including main cocks	5 per cent.	7½ per cent.
Nails, per cwt.	2s.—49c.	3s.—73c.
Paper hangings	15 per cent.	22½ per cent.
Paper wrappings, per cwt.	5s.—$1.22.	7s. 6d —$1.82.
Pianos	20 per cent.	30 per cent.
Rails for railways and tramways	Free.	20 per cent.

The free list includes empty bottles of plain glass, not cut or ground except at the neck and stopper; jars with the mouths up to 3 inches in diameter; antique glass in sheets for ornamental window making; glass for making railway lanterns and hand lamps; lenses for magic lanterns, microscopes, and ship's side lights; and glass roofing tiles.

Gollin & Co. specialize the different branches of their trade, that is, an expert is placed in charge of each. This is naturally a great advantage to those who do business with them. They have in all a staff of 150 salesmen, who cover Australia and New Zealand from one end to the other.

Mr. Miller informed The Grocer that his firm would be glad to supply information to any one writing in regard to trade matters in the antipodes.

"Canadians," he said, "do not realize that there is in Australia and New Zealand trade for them. Our consuming power is enormous, and it would pay them to reach out after our trade. I find that at present the Canadian manufacturers are all very busy supplying the home market, and have, consequently, very little desire to reach after the export trade, but I certainly think that they should make an effort to increase their business with our part of the world. New Zealand, as you know, gives a preference, and I feel certain that Australia will eventually do the same. As far as New Zealand is concerned, I believe the preference will be ultimately increased."

Mr. Miller left for the coast on September 13, en route home.

Rush for Salmon in England.

It is learned from Liverpool that the news of the short salmon pack on the Pacific coast has caused considerable excitement in the English market and simultaneously a rush of orders from the country which is characterized as one of the most extraordinary ever experienced. The demand was principally from the hand to mouth character, but orders were so numerous as to absorb the available stock and encroach upon the spot stocks that are being held for next year's use.

A report by mail goes on to say: "The shipments of 1904 pack, due next year, will probably be the lightest on record. The U. S. packers are reported to have sold their first pack in advance to Canada and Australia, to an unusual extent owing to pessimistic reports of the English market circulated some months ago. The first pack which ought to come to England will go elsewhere and thus the shortage in the pack fall mainly on this country."

The Price of Cohoes.

THE agreement among the salmon canners with respect to the price to be paid in British Columbia waters for cohoes has apparently been knocked out through the alleged action of certain of the canners in breaking the terms of the understanding, says the Vancouver Province.

A few days ago the Fraser River Canners' Association held a meeting at which it was decided that on the Fraser River the price of cohoes should be twelve cents and that for fish taken outside the river, but ten cents should be paid, the latter price being made on account of the cost of transporting outside-taken fish to the canneries on the river.

All went well for a few days and contentment reigned among the canners. Then it became rumored that some of the canners were paying higher prices for cohoes than those agreed upon. As a result of a little investigation some of the canners came to the conclusion that there was truth in the report. This meant that the agreement stood for nothing, and it was a case of each man shifting for himself and securing as many cohoes as he could at any price he might wish to pay.

It is a matter of rumor that fifteen cents has been paid for cohoes on the Fraser. It is true that the fish have not yet appeared in any number, and the season does not really open until September, but the fact remains that the harmony of the canners with respect to the price agreement has been rudely disturbed. It is asserted that some of the canners were not consulted when the agreement was reached, and for that reason it is possible that all canners do not consider themselves bound by it.

It is likely that an attempt will be made to bring about an understanding among all the canners within the next week or so, for should the cohoe season arrive without an agreement, there will be a general scramble for fish, and there is no telling how high the price might go.

It is feared that the break in the price on the Fraser and contiguous waters will extend to northern British Columbia cannery points, and it is even considered possible that the price of humpbacks may take an upward turn

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

as a result of the trouble. Humpbacks have lately been selling at a cent apiece, and a great many have been taken.

The Story of Fish Traps in Canada.

The Hon. R. Prefontaine, Minister of Marine and Fisheries, Ottawa, tells how the Dominion Government came to change front on the question of fish traps, the granting of which promises to revolutionize the salmon canning industry in British Columbia.

It was the self-complacency of an American canner that really lost for the American canners the advantage of monopoly in trap fishing. It was shortly before Hon. Mr. Prefontaine's call to the Cabinet of Sir Wilfrid Laurier, and he was as a private citizen making a Summer trip to the Alaskan wonderland and the Klondike. When a call was made at an Alaskan salmon port he heard an enthusiastic Seattleite exultantly commenting on how the Americans, with the use of traps, had the Canadian salmon packers hopelessly beaten in the race for business. Four months later, when he became Minister, he was prepared to give the subject his broadest consideration with a view to the allowance of traps on this side of the line.

B. C. Salmon for Australia.

It is satisfactory to note that, through the efforts of a Melbourne business man, who recently visited British Columbia, considerable sales have recently been made, in Australia, of the new season's pack of Canadian canned salmon. Hitherto this business has been almost entirely in the hands of San Francisco exporters, but now that Canadian interests have exceedingly capable representation in Australia a considerably increased business can, with confidence, be looked for.

Northern Salmon Pack Moving.

The salmon pack along the Northern British Columbia coast has now commenced to move in quantity, and every steamer coming from the northern cannery ports for the next month will be heavily laden with cased salmon. Much of the salmon from the Northern British Columbia coast will be held in Vancouver for shipment to the United Kingdom, but it is reported that a large proportion of the pack of the Finlay, Durham & Brodie canneries is to be sent overland to the east via the C.P.R.

Fish Notes.

The new Dominion Government fisheries protection cruiser, Vigilant, built for use on Lakes Erie and Huron, was launched on September 10. The cost of the Vigilant with complete outfit and armament is about $150,000.

An official order has been issued from Ottawa, authorizing an extension of lobster fishing in the Magdalen Islands for 30 days, commencing on September 9 and ending on October 8. This action is taken in view of the small pack at the Magdalen Islands during the present season.

The catch of herring off the coast of Nova Scotia has been very small and Mr. Cowie, the Scotch expert, who is demonstrating at Canso the Scottish method of curing and packing herring, is finding some difficulty in procuring an adequate supply. It has been decided, however, to continue the demonstration for another month.

French Castile Soap

Made with Pure Olive Oil. The best quality manufactured by the famous maker, Felix LyDoux, of Marseilles, France.

Packed in boxes of about 40 lbs., in the following styles:

9 LB. BARS, WHITE, $ .07½C. PER LB.
5 " " " .07½C. "
9 " " GREEN, .07½C. "
LA VIERGE, 3 OZ. CAKES, 200'S, $3.00 PER BOX.
These soaps captured the "Grand Prix" at Paris, 1900.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea. Like the Soap "It's the Best."

KING OSCAR SARDINES

The Success of the Season

Choicest Small Fish.
No Scales or Bones.
Moderate Price.

Pure Olive Oil.
Handsome Package.
Good Profit.

Finest Value in Sardines

New Pack arriving to:

BALFOUR & CO., - - HAMILTON.	M. MASURET & CO., - - LONDON
W. H. GILLARD & CO., "	LIND. KERRIGAN & CO., "
MACPHERSON, GLASSCO & CO., "	TELFER BROS., - COLLINGWOOD.
LUCAS, STEELE & BRISTOL, "	HICKS BROS. & CO., - WINNIPEG.
JAMES TURNER & CO., "	JOBIN-MARIN & CO., "
DAVIDSON & HAY, - - TORONTO.	CAMPBELL BROS. & WILSON, "
PROVOST & ALLARD, - OTTAWA.	CAMERON & HEAP, - RAT PORTAGE.
F. J. CASTLE CO., "	R. CARSON, - - - KINGSTON.

H. W. WENTZELL & CO., - - HALIFAX.

JOHN W. BICKLE & GREENING, Hamilton, Ont., CANADIAN AGENTS

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

You can hold a quarter so close to your eye as to shut out the whole world. Some people hold it up all the time. We cling tightly to quality and crowd all we possibly can of value and satisfaction into

DWIGHT'S COW BRAND SODA

so as to make it the best selling article on the market. We're not so anxious after profit but we can afford to surprise people by giving better value than they expect.

If you want to be sure of your trade, push the "Cow Brand."

JOHN DWIGHT & CO.
TORONTO

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canada vs. Danish Bacon.

THE best Danish authorities agree in placing the cost of production of bacon at 6c per pound, live weight, and at the present time farmers are receiving a little over 6 1-4 cents per lb. live weight for their hogs. A number of recently constructed factories in Denmark have failed, and others are running at a loss, not being able to obtain enough hogs to make the business profitable. When these two facts are considered together, the reasonable inference is that as soon as the price of hogs drops to the neighborhood of six cents per pound, the Danish farmer curtails his operations, and fewer hogs are fed for market; and that unless a cheaper method of feeding is discovered, the Danes are not likely to increase their exports of bacon.

In other words, it looks very much as though the Danes had very nearly reached their limit in the production of bacon, for the present at least. Canadian farmers can make money at six cents per pound for their hogs, and it is right here where they score a very important advantage over the Danes. Against the advantages of uniformity, abundance of creamery by-products (skim-milk and buttermilk), and closeness to market, Canada has the great advantage of cheaper foods.—Prof. G. E. Day, in September 1st Farmer's Advocate.

—

Quality of Butter Depreciated.

THE high reputation of Eastern Townships butter was brought into question by one of the judges at the Eastern Townships Exposition at Sherbrooke last week. This is in distinct contrast to the fact that Mr. Boucher of St. Hyacinthe has just won first prize for butter at the Toronto Fair in competition with all Canada.

The criticism by Mr. A. J. Brice, one of the largest export dealers in butter in Montreal, which was read at the last meeting of the Sherbrooke Dairymen's Association, is as follows:

"I desire to call the attention of your association to my impressions after examining the butter on exhibition at your fair. I found the quality of the creamery butter very disappointing, and it appears to me that we are retrograding in our make, so far as quality is concerned, and it is therefore, of the utmost importance that investigation should be made to discover the reasons and bring up this product to a higher degree of proficiency, otherwise we will lose our prestige in the English market. I believe the method, which is apparently growing, principally in the Eastern Townships of gathered cream, is in a large degree responsible for the defects in quality, and it stands to reason that it must be very detrimental both to the uniformity and flavor; also to the keeping qualities, and this system of manufacturing butter should be discouraged at once.

"I believe if your association would take the matter up with the Agricultural Department, either at Ottawa or Quebec, good would result by thoroughly considering the question in all its various phases, such as the proper churn, whether it is desirable to have the combined churn and worker, etc., and other matters. I also find that some creameries are using very inferior parchment paper. Hoping this matter will be taken up by your association."

—

Tainted Milk.

It is reported that influence will shortly be brought to bear to secure Government legislation compelling cheese and butter makers to take out licenses which will carry with them a certificate of capacity. Some such law is required for the protection of the makers themselves. It is unreasonable to expect a man to turn out first-class goods with inferior material, which is exactly what a great many men employed in the butter and cheese factories of Canada are endeavoring to do at the present time.

The contention is that if cheese and butter makers were licensed and made responsible for the purity of the milk received by them, the man who through indifference or carelessness brought tainted milk to the factory would be speedily compelled to mend his ways for lack of a market.

—

Packers' Strike Over.

THE strike of the butcher workmen which has demoralized the meat packing industry of the United States for the last few months has been officially declared off, and simultaneously affiliated unions who quit work in sympathy with the butchers, decided to resume operations. The men have been ordered to return to work in order to save the unions from total disruption.,

During the strike approximately 53,000 persons have been involved, and the struggle is estimated to have cost the men about $5,100,000 in wages, as against an estimated loss of $7,500,000 to the packers in loss of business and increased expenses. The greatest number of men idle in Chicago during the strike was 26,600, while the total in the country outside is estimated to be about the same.

The original cause of the strike was a demand by the butchers' union that the packers pay to the unskilled workmen 18 1-2 cents an hour. The packers refused to sign an agreement, but offered to arbitrate the question. This was accepted, the strikers agreeing to return to work, pending the decision of the arbitrators. The men, however, were dissatisfied with the manner in which they were being put to work, and declared that they would not return unless all the men were given their old places in one day. The packers declaring that this was physically impossible, the men went on strike for the second time.

The men now return to work under the conditions that existed before the strike.

—

Provision Notes.

The annual convention of the Eastern Dairymen's Association will be held in Brockville, Ont., on January 11, 12 and 13, 1905.

J. Duff & Sons' grocery and meat store, Hamilton, was damaged by fire to the extent of $1,500 on September 9.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Hams

There has been an excellent demand for Hams during the past month and they are certain to be in request during September. Prices will not be lower, but we have a limited number of large lean hams suitable for slicing that we can sell at low prices. All new cured bright goods.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO. ONT.

ROSE Brand

Bacon

is making new customers everywhere. The mild English cure, and the inviting appearance of the meat combine to make "R.B." a strong favorite.

Fresh out of smoke daily at Peterborough, Hull and Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

The **ONLY** yeast that will please your customers is the famous

Royal Yeast.

Sold by Every Wholesale Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Considerable strength is evidenced in the smoked meat market for this season of the year. Many dealers are completely cleaned out of certain lines which makes prices a shade stronger, although little advance can be quoted. Hams are scarce and the result is a limit higher by a half cent. The demand for fresh meats has fallen off since the closing of the Exhibition and things appear dull for the moment by comparison. The prices quoted this week are as follows:

Long clear bacon, per lb	$0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09	0 09½
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 11½	0 12½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 07½
" tubs "	0 08	0 08½
" pails "	0 08½	0 08¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	7 50	9 50
" front quarters	4 50	5 50
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	7 00	8 25
Veal	8 00	8 50
Hogs, light	7 75	8 00

Butter—Receipts of butter show little falling off; the quality has improved but little and rolls are not coming forward more freely as yet. This will no doubt change within the next two weeks. Prices are the same as last week:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 14	0 16
" in tubs	0 13	0 15

Cheese—Since the high prices of a week ago, when cheese ran over nine cents on the board, there has been a little reaction although the board price of September 12 was 8 15-16c. Prices abroad still remain at such a level that the local high prices are unsuited to supply export demand. On the whole there cannot be said to have been any tangible weakness in board prices and the coming week may see a temporary nine cents again. Board reports for the week ending September 13 are as follows:

Board.	Boxes.		Price.
Woodstock	1,043	(no sales)	0 08¾
Picton	1,020	(245 sold)	0 09
Brockville	2,471	(no sales)	0 08¾
Kingston	1,170	(no sales)	0 08¾
Vankleek Hill	1,315	(254 sold)	0 08¾ *0 08¾
Winchester	1,060	(104 sold)	0 08¾
Napanee	1,900	(675 sold)	0 08¾
Perth	2,200	(no sales)	0 08¾
Iroquois	*790	(no sales)	0 08 11-16
Brantford	2,240	(no sales)	
Ottawa	1,859	(no sales)	0 08½ *0 08¾
South Finch	1,300	(no sales)	0 08½ *0 08¾
Kemptville		(few sold)	0 08 13-16
Belleville	2,700	(900 sold)	0 08 13-16
Cornwall	1,723	(no sales)	0 08½ 0 08¾
London	270	(no sales)	0 08½ 0 08 11-16
Lindsay	1,745		0 08 15-16

*Colored Cheeses.

The prices in Toronto are:

	Per lb.	
Cheese, large	0 09	0 09¼
" twins	0 09¼	0 09½

Montreal.

Provisions—Cool weather has stimulated the provision market. Large quantities of tinned meats have been received and the demand generally has been excellent. The supply of live hogs on the market was good, the majority of them having been contracted for last week, by two local packers. The offerings therefore for sale were not large. Sales of selected lots were made at $5.60; mixed lots at $5.25; heavy at $5 per hundred pounds. The demand for hams, bacon, and lard was fairly good and prices were steady. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12¼
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 06⅞
" " ½-tierces, per lb		0 07⅛
" " 60-lb. fancy tubs		0 07⅛
Cases, 20 3-lb. tins, per lb		0 07⅛
" 12 5-lb. tins "		0 07⅛
" 6 10-lb. tins "		0 07⅛
20-lb. wood pails, each		1 48
20-lb. tin pails, each		1 38

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅜
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—Dulness still rules. Little new business, except the actual transactions at the wharf, can be quoted. On Monday, for instance, there were 4,000 cheese on sale at the wharf, and it was late in the afternoon before the basis was settled. However, 8 5-8c was the ruling price, which was a quarter of a cent decline on the previous Monday's basis. In bold contrast to last year, this appears, when the offering exceeded 5,000 boxes, which realised 10 3-4c to 10 7-8c. Mail advices from England still report quietness, notwithstanding a general firmness of tone. One report states that there is an increase in the London stocks at the railway depot, of from 20,000 to 57,000 boxes. As three-quarters of this latter amount arrived on steamer Devona, the general report cannot be considered unsatisfactory. In grades, under the choicest, buyers have a wide selection, and values stand at about 40s to 41s. C.I.F. cables have been very bullish, and quotations have been advancing from day to day, so that they now stand as high as 46s 6d.

Cheese Exports—The exports of cheese for the week total 64,561 boxes; of these 49,159 were local, and 15,402 through. In comparison with the cor-

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

The Best of all
FLY Killers
is
Wilson's Fly Pads
Sold Everywhere.
10 CENTS

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

Look At It

any way you like and you will find that

Napoli Macaroni

is a better line for you to handle than the imported.

We want to send samples to every grocer who is not already selling our brand.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

Plenty Poor Coffees

—hard to build a trade for an article of poor quality—foolish to try. Hence

Toronto Club Coffee

is made high grade—very high grade—to get trade, and to hold it.

In double sealed packages, ½'s and 1's, ground or whole.

SAMPLE SENT FREE

TORONTO CLUB COFFEE CO.
85 Jarvis St., TORONTO.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

It is a Question of Flavor in

Condensed Mince Meat

Peacock Brand

Has a genuine flavor.

The Bates, Peacock Co.
HAMILTON, ONT.

responding week of last year, the total shipments were 107,505, with a local shipment of 82,309, thus there is a falling off of nearly 50 per cent. locally. The total shipment of cheese since May 1st, 1904, amounted to 1,256,897, and for the same period in 1903, the exports were 1,632,356.

Butter—A firm and steady tone rules in the butter market. Nearly 500 boxes were turned over on Tuesday at 19c. At Eastern Townships points full prices were conceded. Mail advices from the Old Country state that there is a lack of animation in the market. Choicest butter stands at 92s to 94s, the special lots at 96s. Second grades are offering at 84s to 88s, while lower qualities bring 75s to 80s. The demand is very poor for these.

Butter Exports—The exports for the week ending September 12, amounted to 21,580 lbs., and for the corresponding week of last year 13,374 lbs. The total shipments for the year amounted to 311,856 lbs., as against 204,470 lbs. for 1903, during the same period.

Winnipeg.

Butter—The market is fairly active with a good demand for the first-class quality. We quote:

Creamery, fresh churned, per lb	0 22
" per lb	0 21
Dairy per lb	0 18

Cheese—The market continues firm with a fair demand for No. 1 qualities:

Cheese, per lb	0 10½
" July make, per lb	0 10

Lard—The market is now firm, and our quotations are as follows:

Lard 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 55

Cured Meats—The market is now firm. Our quotations are as follows:

Hams per lb	0 13
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

St. John, N.B.

Provisions—In barreled pork quite low prices are quoted. There is light demand. Beef seems rather scarce with no change in price. In pure lard prices are higher and large stocks are held. Refined lard is rather lower. In hams and rolls some new goods are offered. Fresh meats are easy. Beef is low, particularly domestic; lamb is plentiful and cheap and, there is a large sale. Mutton will even at the low figures. Veal is not a large supply and the price is easy. Pork is more freely received.

Mess pork, per bbl	$16 00 $17 00
Clear pork "	17 00 19 00
Plate beef "	12 00 14 00
Mess beef "	11 00 12 00
Domestic beef, per lb	0 05 0 07
Western beef "	0 08 0 09
Mutton "	0 04 0 05
Veal "	0 06 0 07
Lamb, "	0 06 0 07
Pork "	0 06 0 07
Hams "	0 12 0 14
Rolls "	0 10 0 11
Lard, pure, tubs "	0 08 0 08½
" " pails "	0 08½ 0 09
Refined lard, tubs	0 08½ 0 09
" " pails	0 08½ 0 08

Butter—Prices are still low. The great need is for a better quality.

Creamery butter	0 18 0 20
Best dairy butter	0 16 0 17
Good dairy tubs	0 14 0 15
Fair "	0 12 0 14

Eggs—Market is firm at full prices and demand good.

Eggs, hennery	0 18 0 20
" case stock	0 17 0 18

Cheese—The make here has been light. Prices are higher and firm.

Cheese, per lb	0 10 0 10½

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

L. Chaput, Fils & Cie., Montreal, are offering Trenor's Valencias at very attractive prices—to arrive by second direct steamer from Denia.

A noticeable exhibit of Peter's chocolate has been at the Windsor Hotel rotunda, Montreal, during the week, and has attracted considerable attention. The array of packages on the neatly arranged show case called for admiration from large numbers of tourists, and the dispensing of samples was conducted by an enterprising young lady.

Among the articles for cleaning purposes as applied to silver, brass, copper, windows, mirrors, marble, etc., Bon Ami takes front rank. The special features of this cleaner are its simplicity in application, labor saving and the first-class work it does. It is free from acids or grit, and will not damage the hands or any article to which it is applied. Hudon, Hebert & Cie., Montreal, call special attention to its superior qualities.

L. Chaput, Fils & Cie., Montreal, have a round lot of 1903 crop Delectable Table Clusters equal to connoisseurs—price of 5½c should clear them out rapidly.

Mr. E. D. Marceau, Montreal, shows offerings of value to buyers of tea. The range is a large one, and selections can be made from samples supplied by Mr. Marceau on application.

The A. F. MacLaren Imperial Cheese Co., Toronto, reports a Fall shipment of Loch Fyne Scotch herrings on the way. The catch is short this year. This firm is now booking orders.

McWilliam & Everist, Toronto, are expecting a car each of Spanish onions and Verdilli lemons.

Back again——

We are at last settled in our old premises—corner Scott and Front Sts. — glad to be rid of the inconveniences of temporary premises—WE HAVE AN ENTIRELY NEW STOCK—and while we are still short on some lines, these are being filled in as rapidly as the transportation companies can bring the goods from the point of production. WE ARE IN A BETTER POSITION THAN EVER to look after the requirements of our customers and the trade generally.

NEW VALENCIA RAISINS DUE TO ARRIVE SEPT. 20TH.

The fruit of the first shipment is of exceptionally fine quality.

WE ARE QUOTING SPECIAL FIGURES ON OUR—

—"ANCHOR"—
FINEST OFF STALK
AND FINEST SELECT

—GOLD MEDAL—
FANCY 3-CROWN
—SELECT—

SEND US YOUR ORDERS FOR SHIPMENT UPON ARRIVAL OF FIRST IMPORTATIONS

THE EBY, BLAIN CO., Limited, Wholesale Grocers, TORONTO.

CANADA'S WEST INDIAN TRADE.

MR. CHAS. F. PICKFORD, of Pickford & Black, Halifax, N.S., arrived in Toronto on the 21st inst. He has recently returned from a seven months visit to the West Indies, and is in Western Canada on his annual mission trying to interest business men in the West Indies.

"While," he said, "business between the West Indies and Canada is improving we are not altogether pleased with the increase from Ontario. Considerable shipments are going forward all the time, but they do not increase as they should. Take flour from Ontario mills, for instance. Much of it goes via New York instead of via Canadian ports. A great deal more sugar is going from the West Indies to Canada. In fact practically all the raw sugar produced in the West Indies now finds its market in this country; but at the same time the trade from Canada to the West Indies is not nearly so large as it might be, and our steamers frequently go back with light cargoes. The people in the West Indies are willing to buy from us provided we can give them the goods. This we certainly can do if our manufacturers and exporters will cater to the trade. As it is one seldom sees a commercial traveler from Canada in the West Indies, while travelers from United States houses are to be seen on every side. The trouble is that we are too spasmodic in our efforts to secure the trade with the West Indies. There is one class, however, of Canadian enterprise which is doing well in the West Indies and that is the life assurance companies. They are sending their men down there regularly and are meeting with good returns. These are about the only people in Canada who are sticking to business systematically."

THE WORD

NATIONAL

ON A

COFFEE MILL

IS A GUARANTEE OF QUALITY—

Drop us a card for Catalogue and Prices.

THE EBY, BLAIN Co., LIMITED
SOLE AGENTS IN CANADA
TORONTO

Business Changes

ONTARIO.

THE assets of J. D. Smith, general merchant, Billing's Bridge, were advertised to be sold at auction on September 14.

Wm. Bachly, grocer, Toronto, is dead.

Matthew J. Lawlor, baker, Brantford, is dead.

John Duff & Sons, grocers, Hamilton, have been burnt out.

M. Greenspoon, general merchant, Hawkesbury, has assigned.

The assets of J. E. Langlois, general merchant, The Brook, are to be sold.

T. J. Sheppard, general merchant, Flesherton, has advertised his business for sale.

T. Longchamp, general merchant, Piperville, has been succeeded by J. Farand, Jr.

The building and plant of The Harriston Pork Packing Co., Harriston, is advertised for sale.

J. Northcott, general merchant, Vanleek Hill, has been succeeded by D. J. Jamieson & Son.

L. Leonard, dealer in groceries and dry goods, Oshawa, has assigned to W. S. Bowden & Sons.

The stock of Powell & Co., general merchants, Tilbury, has been sold at 62½ cents on the dollar.

Moncrieff & Cornelius, grocers, Kingston, have dissolved partnership; P. A. Moncrieff continues in business.

J. G. Wyatt, tobacconist, Ottawa, has assigned to W. A. Cole; meeting of creditors announced for September 16.

E. Cameron, general merchant, Gordon Lake, has assigned; meeting of creditors announced for September 8.

The American Coffee & Spice Co., wholesale coffee, spice and sauce dealers, Toronto, have sold to M. M. Clancy, who retains same firm name.

The assets of A. Juneau, grocer, etc., Ottawa, were advertised to be sold at auction, September 13. A compromise has been made at 20 cents on the dollar.

QUEBEC.

E. Renaud, general merchant, Napierville, is dead.

Chartee & Vezina, grocers, Quebec, have registered.

Silverstone & Smilovitch, grocers, Montreal, have registered.

The assets of L. H. Chouinard, general merchant, Matane, have been sold.

The assets of J. F. C. Martel, general merchant, Sayabec, have been sold.

U. Matte, general merchant, St. Raymond, has assigned to V. E. Paradis.

The assets of J. McGarrahan, cigar dealer, Montreal, are advertised to be sold.

The assets of E. L'Ecuyer, general merchant, St. Polycarpe Jc., have been sold.

Berard & Farand, dealers in aerated waters, Waterloo, have dissolved partnership.

G. Premond, general merchant and harness maker, Warden, is asking for an extension of time.

J. Render & Co., biscuit manufacturers, Montreal, have compromised at 25 cents on the dollar.

E. Ouimet and L. P. Ouimet, grocers, Montreal,, have registered under the style of Ouimet Freres.

Mrs. J. Cyr, general merchant, Little Cascapedia, has been burnt out. She is offering to compromise.

A meeting of the creditors of Narcisse Leclerc, general merchant, French Village, was advertised for September 13.

A meeting to appoint a curator to Ignace Marquis, general merchant, Sorel, was advertised for September 20.

Demers & Larose, general merchants, Thetford Mines, have dissolved partnership. The business is being continued by M. Demers.

S. Routhier, general merchant, Ste. Marie, has assigned. Lefaivre & Taschereau have been appointed provisional guardians.

The assets of S. H. Frigon & Co., general merchants, Three Rivers, are to be sold on September 21. Meeting of creditors was held on September 6.

NEW BRUNSWICK.

H. McKenna, general merchant, St. Stephen, is dead.

A. Gratton, general merchant, Buctouche, is dead.

NOVA SCOTIA.

A co-partnership has been registered for R. A. and C. Peters, to do business under the style of Peters Bros., dealers in meats and provisions, Louisburg.

MANITOBA AND N.W.T.

A. E. Sibbald, general merchant, Halbrite, has sold out.

L. Mills, confectioner, Moosomin, has sold out to G. Freeman.

Worden Bros., confectioners, Calgary, have dissolved partnership.

S. Shannon, confectioner, Killarney, has sold out to G. Martin.

Dowd & Shatilla, general merchants, Kelloe, have dissolved partnership.

Mrs. S. Harris, confectioner, Lethbridge, has sold to Cook & Forster.

E. J. Williams, confectioner, Medicine Hat, has sold out to E. H. Turner.

A. W. Heath, general merchant, Gilbert Plains, has sold out to Mr. Smith.

T. A. Hatfield, general merchant, Calgary, has been succeeded by Hatfield & McLaren.

G. W. Ludlow, general merchant, Balcarres, has admitted J. K. Knaus to partnership.

A meeting of creditors of Martin & Co., general merchants, Churchbridge, was announced for September 3.

BRITISH COLUMBIA.

F. G. Hitt, grocer, Victoria, has assigned to T. G. Hitt.

A. R. Steacy, grocer, Vancouver, has been succeeded by L. Beckett.

R. H. Wallace, grocer, Vancouver, has been succeeded by Andrews Bros.

The stock of Petersky & Co., grocers, Vancouver, is being sold by auction.

E. B. Little, confectioner, Vancouver, has been succeeded by Mrs. R. Clapp.

R. L. Codd & Co., fruit dealers, etc., Port Hammond, are giving up business.

P. H. Alder, grocer, Vancouver, has been succeeded by The London Grocery Co.

P. H. Alder, grocer, Vancouver, is negotiating to sell to joint stock company.

The stock of J. Shortreed, general merchant, Abbotsford, has been sold by martgage to J. P. Sim & Co.

NOMINATIONS FO RGROCERS' ASSOCIATION.

At a special meeting of the Montreal Grocers' Association held last week nominations were made for the different official positions in that body. The elections will take place the first week in October and in the interim the keenest interest will occupy the attention of the candidates and their friends. N. Chartrand, who has held the position of president with great credit and success to the association, declined the nomination for re-election. Ald. Lariviere was then nominated by M. P. Daoust; for 1st Vice-President, M. E. Upton was elected by acclamation; 2nd Vice-President M. N. Seguin and Albert Bigaouette. A Laurendeau was chosen treasurer unanimously, and a similar honor for the position of secretary was accorded Mr. Beaudry.

The following directors were nominated: A. D. Fraser, G. A. Archambautl, J. B. Deschamps, ex-Ald. Raby, Pierre Filion, G. A. Galaraneau, H. Porier, George Neil, J. A. Labonte, T. Monpetit, E. P. Guillemette, A. D. Boileau, G. Pilon, M. De Repent-D. Boileau, G. Pilon, M. De Prepentginy, H. Laniell, E. P. Beaudoin, T. Bergeron, A. Sarrazin, E. W. Farrell, Felix Bigaouette, P. P. Boileau, W. Robidoux, H. Mallette, E. Manning and J. A. Dore.

It will be seen at once that the new directorate bears the names of some of Montreal's leading grocers whose appointment to office will add no small influence to the meetings during the coming year.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE

"Nectar" Black Tea, in lead packets and fancy tins only.

Is the Best. Put it in stock.

Japan market is fully 1c. higher, but my prices are yet at the lowest. I have a good stock of all lines from - - - **12½c.** to **40c.**

You can buy from me now, with profit; don't delay.

CEYLON GREEN—Well! they are a little under the weather just now, but they still have some friends. DON'T ABUSE THEM WHILE THEY ARE IN DISTRESS. I quote from **13½**c. to **18½**c.

INDIAN GREEN—I have 2 beautiful lines: Hyson, No. 1, at **17½**c., and Young Hyson, at **20**c. both fancy leaf and extra fine liquor.

CEYLON BLACK—Market much firmer in Colombo. I quote from - - **15½**c. to **45**c.

IN STOCK

50	Matts 8 x 5-lb. boxes each, nice clean leaf, good liquoring Japan Tea, at - - -	**18½c.**
10	" 4 x 10-lb. boxes each, Japan Tea, at - - - - - - -	**18½c.**
50	" 8 x 5-lb. boxes each, choice Japan Tea, at - - - - - -	**21c.**
10	" 4 x 10-lb. boxes each, choice Japan Tea, at - - - - - -	**21c.**
35	Half-Chests well made good liquoring Japan Nibbs, at - - - - -	**12½c.**
24	Chests 95 lbs. each, Natural Ceylon Green, Hyson No. 1, fine liquor, at - -	**15c.**

Ex Str. "Tartar" from Shanghai, China.

50	Catties, choice and fancy, 1st crop Pea Leaf Gun Powder Tea, at - - -	**22½c.**

From Yokohama, Japan.

50	Half-Chests Condor XXXX Japan Tea - - - - - - - -	**23c.**
15 x **30**-lb.	boxes Condor XXXX Japan Tea - - - - - - - -	**23½c.**
50	Half-Chests Condor XXX Japan Tea - - - - - - - -	**21c.**
10 x **30**-lb.	Boxes Condor XXX Japan Tea - - - - - - - -	**21½c.**
55	Half-Chests Condor XX Japan Tea - - - - - - - -	**19c.**

ASK FOR SAMPLES. IT PAYS!

Specialty of High-Class Goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET,

MONTREAL.

"EMD" Baking Powder, Vinegar, Spices, Coffee

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Maiden, J. H., Montreal.
Royal Baking Powder Co., New York.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mackintosh, John, Halifax, Eng.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Old Homestead Canning Co., Picton, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Canadian Canners Limited, Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Stringer, W. B., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Simpson, R. & J. H., Co., Guelph, Ont.
Warren Bros. & Co., Toronto,

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.
Southwell's—Frank Magor & Co., Montreal.

Macaroni
Beland, B. O., Montreal.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Chaput, L., Fils & Cie, Montreal.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Salt.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.

Soap.
Provost & Allard, Ottawa, Ont.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
Tea Rose Drips — Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Toronto Club Coffee Co., Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Davidson & Hay, Toronto.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Stauntons Limited, Toronto.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adamson, J. T., & Co. 59
Allison Coupon Co. 7
American Coffee & Spice Co. 69
American Tobacco Co. 67
Auer Light Co 3

Baker, Walter, & Co. 23
Balfour & Co. 13
Bates, Peacock Co 24
Beland, B. O. 46
Bickle, John W., & Greening 19
Black Bros. & Co. 16
Bloomfield Packing Co. 60
Blue Ribbon Tea 45
Bowser, S. F., & Co. 7
Bradstreet's ..... inside front cover
Brantford Starch Works 35
Burlington Canning Co. 7

Canada Paper Co. 47
Canadian Canners Limited 8
Canadian Press Clipping Bureau ..... inside back cover
Canadian Swiss Trading Co. 57
Capstan Manufacturing Co 3
Castle, F. J., Co. 55
Ceylon Tea 6
Chaput, L., Fils & Cie 30
Chase & Sanborn 45
Christie, Brown & Co. ..outside front cover
Clark, W. 47
Coles Manufacturing Co 34
Colson, C. E., & Son ....outside back cover
"Commissioner" Tea 7
Common Sense Mfg. Co 24
Cowan Co. 57
Cox's Gelatine 7
Cullen, Orlan Clyde 48

Davidson & Hay 15
Dawson Commission Co. 58
Dingle & Stewart 2
Dominion Molasses Co. .inside back cover
Dominion Packing Co 7
Downey, W. P 53
Dunn, Wm. H 51
Dutch Chemical Works..inside back cover
Dwight, John, & Co 19

Eby, Blain Co 25
Edwardsburg Starch Co 71
Empire Tobacco Co. 64
Enterprise Mfg., Co. 63
Epps's Cocoas 47
Ewing, S. H. & A. S. 72
Ewing, S. H., & Sons 5

Fairbank, N. K., Co. 4
Fearman, F. W., Co 21
Fortier, J. M 66
Foster Pottery Co 2
Frontenac Cereal Co 62

Gibb, W. A., Co. 58
Gillard, W. H., & Co. 10
Gillett, E. W., Co., Ltd 22
Gorman, Eckert & Co. 53
Gowans, Kent & Co. ..outside back cover
Greig, Robt., Co. 51
Grocers Engineering Co. 8

Hamilton Cotton Co. 7
Heinz, H. J. Co. 30
Hill, Evans & Co 3
Hudon, Hebert & Cie. 41
Husband Bros. & Co. 58

James' Dome Black Lead 3
James, Eben 59
Japan Teas 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ....inside back cover
Kinnear, Thos., & Co. 14

Lake Huron & Manitoba Milling Co. .. 63
Lambe, W. G. A. 2
Lamont, Corliss & Co. 57
Lowney, Walter M. Co. 55
Lucas, Steele & Bristol 13
Lytle, T. A., Co. 3

Maiden, J. H. 30
Marceau, E. D. 28
Matthews, Geo. Co 22
Metallic Roofing Co. 48
Millman, W. H., & Sons 2
Mooney Biscuit and Candy Co. 56
Morse Bros. 12
Mott, John P., & Co 55

Mackintosh, John 57
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 66
McCann, Wm., Milling Co 56
McDougal & Lemon 59
McDougall, D., & Co. 67
McGregor-Harris Co. 36
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co. 22
McWilliam & Everist 58

Napoli Macaroni Co 24
National Licorice Co ...inside front cover
Natural Food Co. 63
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 48

Oakey, John, & Sons ...inside front cover
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 9
"Ozo" Co. 36

Pacific Selling Co. 18
Page, C. S. 48
Park, Blackwell Co. 21
Payne, J. Bruce 65
Provost & Allard 18

Queen City Oil Co. 2

Rattray, D., & Sons 70
Rose & Laflamme 5, 46
Row & Co. 2
Royal Baking Powder Co. 27
Rutherford, Marshall & Co 36
Ryan, Wm., Co. 36

"Salada" Tea Co 34
Simpson, R. & J. H. Co. 47
Snowdon, Forbes & Co. 51
Southwell & Co. .....inside front cover
"Sovereign" and "Lynx" Salmon.. 19
St. Lawrence Starch Co. 53
Stauntons Limited 69
Stringer, W. B., & Co. 59

Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todhunter, Mitchell & Co. 10
Toronto Club Coffee Co 24
Toronto Salt Works...inside back cover
Tuckett, Geo. E., & Son Co. 65
Turner, James, & Co. 13

Upton, Thos., & Co. 15

Walker, Hugh, & Son 59
Walkerville Match Co. 5
Warren Bros. & Co. 36
Watt, J. L., & Scott 55
Wethey, J. H. .....outside back cover
White & Co. 59
Wilson, Archdale 23
Wilson, C., & Son 8
Wilson Commission Co. 2
Wilson, W. H., Co. ....inside front cover
Wood, Thomas, & Co. 10
Woods, Walter & Co. 23

THE WILLIAMS BROS. CO., Limited
DETROIT, U.S.A.

PICKLES

WE OFFER

1300 CASES PICKLES

**Mixed Chow-Chow, Onions,
Gherkins, Sweet and Sour,
Catsup, Mustard, Relish,
Jams, Jellies, etc.**

Most attractive package on the market.

**NEW GOODS
LARGE VARIETIES
ALL SIZES**

One fancy bottle given FREE with each lot of 5 CASES.

Order now, before the cold weather sets in.

L. CHAPUT, FILS & CIE.

Sole Agents, : : MONTREAL.

Wholesale Grocers and Importers of
TEAS, COFFEES, WINES and LIQUORS.

HEINZ

57 VARIETIES

You will find them in complete array at the Toronto Exhibition.

Your customers will sample them and will want more.

If you have them in stock you will get the orders.

We would be very glad to see *you* at our Exhibit.

H. J. HEINZ CO., = Pittsburgh, U.S.A.

NOW IS THE TIME

To order **Baking Powder.** There will be more **Baking Powder** used the next three months than any other part of the year. How is your stock of

Eagle Baking Powder

Eagle always gives satisfaction to the customer. Try a sample order.

J. H. MAIDEN, Agent
MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

INDIGNANT BRITISH MERCHANTS.

MUCH harm is being done in business circles in the Old Country, particularly amongst Birmingham exporters by the representative of a Canadian publication, who claims to have been delegated by the Canadian Government to interview manufacturers and exporters with a view to securing their advertisements in the trade paper with which he is connected, and which, he claims, is a Government subsidized trade organ.

A number of advertisers have had their eyes opened to the misrepresentation recently, and a short time ago a meeting was held in Birmingham, when 75 firms decided unanimously that their advertising contracts would be immediately cancelled. These 75 men represent only a portion of the total number who have been induced to place orders in this paper, and no doubt the remaining advertisers will soon follow in their wake. It seems almost incredible, but a large number of these firms jumped at the offer of a list of "the best Canadian buyers," personally prepared by the gentleman in question.

The list of buyers supplied to a firm of steel manufacturers was precisely the same as that supplied to exporting jewelers. Incalculable injury has been done in this way, and many Birmingham houses now have peculiar and unjustifiable ideas of Canadian "honesty."

It is to be regretted that firms who placed their orders in the paper referred to did not make close and careful inquiry regarding the standing of the publication before entering into contract with it. We understand, however, that many allowed themselves to be rushed into signing the contract on the representation of the canvasser that his affairs would not permit him to call upon them again and another opportunity of obtaining space in this paper might not present itself.

MUST NOT EXPOSE FRUIT.

A NEW by-law has been proposed by the Health Committee of Montreal which when enforced will prevent the exposure of fruit, vegetables or any other produce outside of the stores. In the past a regulation of the Police department has tolerated the outdoor display of goods of various kinds provided such goods did not occupy a space more than six inches in width, measuring from the windows or the average front of the store. This law was very poorly enforced according to information brought before the Health Committee and many complaints have been laid regarding the encroachment of dealers on the sidewalks and the unsanitary character of the practice so far as food stuffs are concerned. To prevent contamination by dust, etc., it has been thought best to prohibit entirely the exposure of foods out of doors either for sale or for show.

This by-law should receive the hearty support of all citizens. The dust of a busy city which is bound to accumulate upon meat, bread, fruit or vegetables is certainly unpleasant to the particular customer and at the same time a menace to general health. Organisms of all descriptions have been found in the deposits of the streets. It is only fair to state that in many cases sensible and successful grocers have seen the point at issue and exposure of stock is not nearly so common as formerly. To compel as far as is in the power of civic authority all dealers to stop the exposure in every case will make for good health and cleanliness.

It is generally conceded on all sides nowadays that too much care cannot be taken in the preparation and handling of all articles of food. Wherever there is carelessness on the part of individuals to act voluntarily in this direction it is high time for the authorities to step in and force the issue.

TO CHANGE CHILDREN'S DAY.

THERE is a strong feeling among exhibitors at the Canadian National Exhibition that Children's Day should be changed from the first to the second week. Not that they are not in favor of giving young Canada a holiday; this year however, Children's Day happened to be muddy and thousands of little feet coated more heavily than usual with mother earth found their way into the Manufacturers and Liberal Arts Building where they left deposits of mud—principally about the booths where samples were given away. Exhibitors are bemoaning the soiled appearance of their respective booths and are unanimous in their recommendation that Children's Day be changed next year to the latter end of the Exhibition.

THE CAMPAIGN FUND.

JUST before the country becomes embroiled in another general election is a good time to enter a protest against the methods employed by the party agents in raising campaign funds. Business men especially have been practically held up heretofore and compelled to pay large sums into the party treasury. Intimidation has been used with some, others have been threatened wi

the boycott, and there are many wh have been unwilling givers merely because they dared not refuse.

There is a tendency at present to stand out against this principle of raising funds from among business men to carry on elections. It has been felt by many that the sum raised is in most case far and above the necessities of the occasion, and that in assisting to raise a large campaign fund they are indirectly encouraging corrupt practices.

There is a certain amount of legitimate expense involved in conducting a campaign. The expenses of speakers must be paid for, and there are items relating to the rent and light of committee rooms and public halls. Added to these there are several other expenses, all perfectly legitimate. The whole, totalled up, does not net such a large sum as to be beyond the purse of any well-to-do candidate and his immediate circle of friends.

The public councils of the country require men of means and responsibility, and it would be just as well if only such men sought election as could afford to pay their own expenses. The rank and file of the party, and especially the business men in the party, would welcome and honor such candidates.

BEARING FRUIT.

AT the time when the agitation over the deportation from Canada of the American engineers employed on the Grand Trunk Pacific was at its height, this paper took the ground that such a step on the part of the Canadian authorities would be resented by the United States, and that there would be a serious danger that Canadian engineers employed in that country would suffer. It was also pointed out that as a result the graduates of Canadian engineering colleges would find it difficult to secure those opportunities for pursuing post graduate work at the great American universities which they enjoyed in the past.

What was then predicted is now actually happening, and we have news of two Canadian engineers losing their positions in the United States on account of the agitation in Canada. When we consider the number of Canadian engineers at work in the United States, and the importance of the positions held by them, this incident possesses a most grave import.

After what Canada has done, we cannot accuse the United States of any unfairness in thus protecting her native engineers. It is a logical and defensible step on her part. The only consolation is that the best-minded engineers on both sides of the line are regretting the misunderstanding which has arisen.

A NEED OF THE HOUR.

AN election is in progress at the University of Toronto. A new senate is to be chosen by the graduates of all the faculties. Owing to the federation of Trinity University with the University of Toronto, the senate will be increased in membership from twenty-six to thirty-one, exclusive of ex-officio members.

The functions of the senate are in the main academic, the members concerning themselves with the government of the university corporation, the prescribing of the curricula, etc. The management of the funds and the university property on the other hand are entrusted to a board of trustees.

It is accordingly natural to suppose that the senate would be largely composed of professors and professional men,—those directly interested in the work of the university,—and the board of trustees of men versed in the ways of the business world. This is the case with the senate and it is fairly true of the board of trustees. An infusion of more men of practical business training into both bodies would be highly beneficial.

At the approaching senate elections some forty graduates are up for election. Of these only a mere handful, some three or four, can be said to be business men. The remainder are lawyers, doctors, clergymen and professors. In Mr. W. T. White, of Toronto, we find, possibly, the only genuine business man in the list of candidates. Mr. White is a clever and successful financier and one who understands the needs of the business community in the way of higher commercial education. His election would be most beneficial.

What is needed is a representation of men like Mr. White, who will add to the more theoretical and visionary ideas of the academician, the practical everyday knowledge of the business man. In a university provincial in character and cosmopolitan in its aims, commercial interests should not be overlooked.

MR. CHAMBERLAIN AND CANADIAN FLOUR.

THE Canadian people have as a whole taken kindly to Mr. Chamberlain's preferential tariff scheme, realizing that it is not only a means whereby Great Britain may retain her position of commercial supremacy among the nations of Europe, but at the same time serve the best interests of the colonies.

The newest phase as outlined by Mr. Chamberlain at Welbeck Abbey will not be quite so favorably received by Canadian business men and in particular flour, wheat and provision exporters. He advocates the imposition of an import duty on the chief products of the farm, namely 50 cents per quarter on wheat and such duty on flour as will result in the whole milling of wheat being done in England. He would place a similar duty of 50 cents per quarter on every kind of grain except maize, which is an imported product and 5 per cent. on meat, dairy products, butter, cheese and preserved milks, poultry, eggs, vegetables and fruits.

Mr. Chamberlain is perfectly right as far as British interests are concerned. He points to the millions of uncultivated ares in England and proposes by the duties on wheat, oats and barley to shut out colonial and foreign cereals in order to stimulate the cultivation of cereals among English farmers. In the words of his speech "none but British farmers should supply everything that British farms are capable of supplying of the things required by the British consumer."

Further he says that the milling of British flour should be done in Great Britain not only for the employment it will give British capital and labor instead of capital and labor outside the

United Kingdom, but for the sake of the bran and feeding stuff which would enable British stock-raisers to rear and breed more stock and increase operations. Mr. Chamberlain would admit corn on account of its value as feed for stock; but this is a product of the United States rather than of the British colonies. In other words Mr. Chamberlain advocates protection pure and simple.

If his speech is to be taken literally it will come with anything but a welcome sound to Canadian ears.

Canada's exports of wheat flour for the fiscal year ending June 30 last amounted to no less than $2,338,667. The ambition of Western Canada is that the greatest possible portion of the wheat grown in this country should be converted into flour here. Canada already has an extensive milling capacity and new mills are going up. The development of the Canadian milling industry is a matter of foremost importance to the continued advancement of her progress and welfare, and naturally Canadian millers have looked to Great Britain as a market for their flour.

The proposed duty would be undoubtedly prejudicial to the milling industry in the United States and Argentina and certain Canadian interests feel sure that Mr. Chamberlain's intention is to operate directly against these countries which together furnish about ninety per cent. of the flour imported by Great Britain. It may be that Mr. Chamberlain intends to give Canadian wheat and flour a preference over the foreign article, and if so, well and good. If, however, his object is to shut out all produce from over the seas, Canada not excepted, the result will be a direct and irreparable loss to Canadian milling interests.

A CALLER FROM HALIFAX.

Mr. W. H. Troop, director and secretary of Black Bros. Co., Halifax, was a visitor to the Toronto offices of The Grocer during the week. Black Bros. & Co. have just finished a successful campaign at the Canadian National Exhibition. Thousands of consumers have become wiser as to the superior qualities of the "Acadia" brands of prepared codfish and inquiries are pouring in from the retail grocery trade throughout the country. Many visitors to the Exhibition were not previously aware that codfish was put up in such convenient form for Summer use and welcome the news accordingly.

Mr. Troop is wonderfully pleased with the result of his firm's efforts at the Toronto Exhibition, and anticipates that the market is now firmly established in this particular point of Ontario for Black Bros. & Co.'s products, which have occupied a position of prominence in the markets of Eastern Canada for a number of years. He left on September 14 for Winnipeg, Calgary, Edmonton and intervening points in the interest of trade. An excellent market will doubtless be found for "Acadia" brand codfish, etc., among the numberless ranches and farms of the great west, for the use of which it is admirably suited.

CANADIANS AND SOUTH AFRICAN TRADE.

GREAT interest is being taken at present in South African trade, and The Grocer has received many inquiries from importers in that country. In fact, a list of importers is now in the office of The Grocer, which will be gladly explained to inquirers. A special circular has been issued by shipping firms, interested in the Canadian-South African trade. These are Furness-Withy. and the Elder-Dempster Co., who, in a carefully worded letter, outline to prospective shippers the advantages Canadians enjoy in this market. The letter reads:

"You are doubtless aware of the recent changes in tariff regulations affecting goods the growth ,produce or manufacture of Canada, when such goods are imported into the British South African colonies for consumption.

"The amended customs regulations above referred to, place shippers of Canadian goods at a decided advantage over others, inasmuch as the said regulations, which took effect July 1, 1904, besides placing a number of articles on the free list, provide as follows:

"'A rebate of customs duties shall be granted on any goods and articles the growth, produce or manufacture of Canada, imported therefrom into this colony for consumption therein to the extent following:

"'In the case of goods and articles liable to customs duty under class I., II., or V., of schedule B, a rebate of 25 per cent. of any duty chargeable thereon at an ad valorem rate, but of no other duty; and,

"'In the case of goods and articles liable under class III., of schedule B, to duty at an ad valorem rate of 2 1-2 per cent., a rebate of the whole of such duty.'

"In this connection, we would take this opportunity of again calling your attention to the Canada-South Africa joint steamship service maintained by the undersigned; the steamers of which service sail at regular monthly intervals from Montreal, in Summer, and St. John, N.B., in Winter, for South African ports.

"We hand you herewith, sample forms of necessary declarations, and trust to hear that this important reduction in duties on goods the growth ,produce or manufacture of Canada, will enable you to materially increase your Canadian shipments, by the steamers of the Canada-South Africa joint service.

"The next proposed sailings are: Oriana, 18th September; Wyandotte, 18th October."

BOARD OF TRADE REORGANIZED.

The Prescott, Ont., Board of Trade was reorganized on September 12 with a membership of over 80. The following officers were elected: President, F. S. Evanson, boot and shoe merchant; 1st Vice-President, W. P. McCarthy, grocer; 2nd Vice-President, W. F. McPherson, hardware merchant; Treasurer, F. B. Bennett, banker; Secretary, J. D. Mills, hardware merchant.

EXCESSIVE EXCHANGE CHARGES.

A LETTER has been received from a reader of The Grocer in reference to a resolution passed at the recent meeting of the Maritime Board of Trade favoring a reduction in the present rate of bank exchange.

He says the excessive exchange charged by the banks throughout Canada presses hardly on the retail trade. For instance, the lumber companies at Haileybury, Ont., pay by cheques as well as the railway contractors. The expense of getting these cashed amounts to a considerable item in the course of a year. Chartered banks even make a charge on cheques issued on other branches of the same bank situated not more than five miles away, and this to their regular customers. Considering the big dividends paid by the chartered banks it seems as if they might lower the rate of bank exchange to the retail merchant.

Written in the interest of

The Man with Ancient Ideas

The man who argues on the lines that he "can't" sell a packet Tea, "can't" because he "can't" make himself believe that he can . . . But one little experiment with an assorted sample case of "SALADA" Ceylon Tea completely upsets his pet little "can't" theories. Many a dealer has found this out to his pleasure and profit. There are 12,500,000 packets sold annually which is a certificate of character that none dare question.

BRANCHES and AGENCIES

Toronto.
Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville, Fa.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco
St. Louis
Minneapolis.

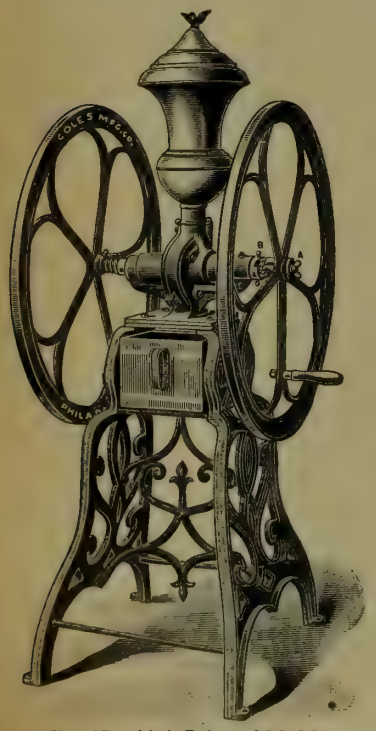
Black, Mixed or Natural Green

Sealed Packets Only.

Retailing 60c, 50c., 40c, 30c., 25c. per pound

A one cent Postal Inquiry Investment

Will bring you dollars worth of information in return.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

Catch the Eye

Our principal object in putting up

LILY WHITE GLOSS STARCH

in handsome drum packages is to catch your customer's eye. The attractiveness of the package gets the attention of the purchaser and the goodness of Lily White Gloss Starch secures their continued trade.

Drums— 6 lbs starch, 8 drums in a case, a pair of drumsticks with each drum.

Trunks— 6 lbs starch, 8 trunks in a case.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Sept. 15, 1904.

Groceries.

THIS week has not been a record breaker in as far as the actual volume of trade is concerned. Many of the retail grocers took a week off and came to see the Exhibition and as very little was doing in the country, the travelers took a holiday.

The Fall trade can hardly be said to be well under way yet, as it is only a couple of weeks since the travelers settled down to "chase up" Fall trade. They report an improved feeling all through the country and look forward to an exceptionally successful Fall and Winter season.

Several wholesale firms have been doing a large business in Northern Ontario, supplying railroad construction gangs, etc. Speaking of the general volume of trade this season as compared with last, one prominent Toronto wholesaler says his sales for August this year were larger by 50 per cent. than those of a year ago.

The sugar situation remains firm. Owing to the shortage in the fruit crop this year the consumption of sugar will be slightly under the average. Salmon continues very firm and high as well as sardines and herring. Japan, Indian and Ceylon teas are a shade firmer. The coffee market continues firm, while tapioca is a little easier, and cloves and peppers are high and advancing. The foreign dried fruit market is firm and high with the exception of California prunes and raisins, which are both exceptionally cheap. Dried fish are quoted for the first time this season. Bird seed is reported very scarce.

CANNED GOODS.

A seasonable demand continues in canned vegetables, fruits and meats. Nothing definite has been heard as yet about the extent of this year's pack of corn and tomatoes. The present weather is anything but suitable for ripening and a short pack with correspondingly high prices is not improbable.

New sardines are beginning to arrive on this market. Prices are considerably higher than those of last year on account of a poor catch. The same remarks apply to kippered herring.

First arrivals of the new pack Sockeye salmon, including "Horseshoe" are reported, in the shape of one large car which has been distributed among the wholesale trade. The bulk of stocks are either en route or due to arrive shortly.

It is reported that there is now very little salmon on the Pacific coast for Eastern Canada, the bulk of the pack of 325,000 cases being made up of squats, 1-2-lb. flats, and 1-lb. tolls for foreign markets. We quote the following prices:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus, American	....	4 00
" tips, 2's	....	2 65
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 80	0 92½
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 82½	1 30
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 75
" 3's	....	2 50
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 90
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 75
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf," 1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	....	1 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ¼s, "	....	1 00

For additional quotations on 1904 pack fruit and vegetables see Quebec markets.

SUGAR.

The market has been mostly quiet since last week's report, sales of raws being limited to September 8 and 9, when a fair business was done in centrifugals at full former figures, namely, 4.31c duty paid New York for 96 test. As receipts to refiners for the current week are likely to be heavy, they are naturally indifferent buyers, but would readily pay 4 1-4c for any available parcels. Sellers, however, are still firm in their ideas and will not shade below 4 5-16c.

The statistical position is still strong with stocks in importers' and refiners' hands nearly 95,000 tons less than at the same time last year, the figures being 125,863 tons, against 220,517 tons for the same period a year ago. Receipts for the week ending September 7 were 33,695 tons, with meltings 32,000 tons, the latter being 12,000 tons less than the previous week. The reduction is owing to holidays across the line.

Cuba will be less of a factor for the balance of the present campaign, there being no receipts at shipping ports, while exports totalled 31,000 tons as against 196,887 tons last year. Of the small stock on hand the bulk is already sold, thus reducing available supplies from that source to a minimum. Fully 12,000 tons of this will be required for local consumption.

Combined stocks of Europe and America at latest uneven dates were 1,517,873 tons as compared with 2,054,360 tons last year, the decrease being 536,497 tons. Crop reports from Europe have been more favorable and as a result prices reacted 3d per cwt., going to 10s 7 1-2d for 88 test. Since then there has been a partial recovery and as we go to press the market is firm at 10s 9d for September shipment, thus seeming to indicate that no permanent improvement in crop conditions need be expected at this late date.

Beets are about on a parity with ruling quotations for centrifugals in New York, and at the close the market is steady to firm. European consumption again shows considerable increase, the total for the months of September, 1903 to July, 1904, both inclusive, being 3,681,043 tons as against 2,936,807 tons during the previous campaign, a net increase of 744,236 tons or 25 per cent. since September 1, 1903, when the abolition of the bounties took effect. This increase is apparent in all European countries, even including the United

THERE IS NONE BETTER THAN

"CEYLOYA" Ceylon Tea

SOLD IN LEAD PACKAGES ONLY, AT POPULAR PRICES.

SOLE AGENTS:

WARREN BROS. & CO., : : TORONTO.

Our Premier Pickles in bottles are high-grade pickles at a low price. They are well cut, firm, crisp, and a good color, nicely packed in the usual size bottle, with an air-tight capsule, and neatly labeled. They make an attractive package that is easily and quickly sold. Retail for 15c. In cases of 3-doz., $1.05; or in bbls. of 6-doz., $1.00; nett 30 days. We will pay the freight in lots of 5 bbls. or 10 cases or over.

Our Bulk Pickles are packed in a clean, wholesome manner and nothing but the best of the vegetables goes into them. They are spiced with pure spices by an adept. The vinegar is our own special pickling, pure and pungent. It brings the best results. In pails, 1 gall., 75c.; 2 galls., $1.40; 3 galls., $1.95; 5 galls., $3.00; 10 galls., $5.50. In barrels, any size, 45c. per gall. Freight paid on five 5-gall. pails or over.

THE OZO CO., LIMITED
MONTREAL
Do you get our Quarterly Price Current?

Something New

Pineapple in glass is unquestionably more to be desired than Pineapple in tin.

McGregor's Preserved Pineapple

is in glass jars of very attractive shape. The quality is

McGregor Standard

—that means perfection.

1 lb. glass jars, per dozen, $1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

Haven't you an order?

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Kingdom, and is one of the most healthy features of the whole situation.

Refined is unchanged in all positions and there is a good consumptive demand both in Canada and the United States. There are no particular indications for the immediate future and the article seems safe for all present requirements. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 38
" in 100-lb. "	5 28
St. Lawrence granulated	4 73
Redpath's granulated	4 73
Acadia granulated	4 63
Berlin granulated	4 63
Domestic beet, granulated, 1902 (off grade)	4 43
Phoenix	4 63
Bright coffee	4 53
Bright yellow	4 48
No. 3 yellow	4 43
No. 2 "	4 23
No. 1 "	4 13

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Quite a lot of molasses is changing hands at the present time, even at the exceedingly high prices charged. This department of trade will brighten considerably as soon as the cold weather sets in. Summer and early Fall are bad times for shipping stocks. The new crop is expected to arrive early in October. A good steady demand continues in glucose syrups at unchanged quotations. We quote the following prices:

Syrups—	
Dark	
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" " ½ bbls	0 27 0 32
" open kettle	0 45 0 50
Barbadoes	0 35 0 40
Porto Rico	0 35 0 40
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 60

TEAS.

Japan teas are rather stronger in primary markets, and in some cases an advance of 1-2c has been asked against prices accepted on the same standards a week ago. It is also reported that the quality has fallen off considerably, which is not unusual at this time of year.

There is no change to record in the position or value of Indian or Ceylon blacks beyond a continued improvement in the quality of Ceylons. The London market is reported as 1-2d to 1d higher on better grades, but when the improved quality is taken into account it is plainly seen that the higher price is for better tea, less desirable liquors remaining unchanged. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12 0 60
" caddies, Pakling	0 19 0 50
Indian—Darjeelings	0 35 0 55
" Assam Pekoes	0 20 0 40
" Pekoe Souchongs	0 17 0 25
Ceylon—Broken Pekoes	0 36 0 42
" Pekoes	0 22 0 30
" Pekoe Souchong	0 18 0 25
China Greens—Gunpowder, cases, extra first	0 42 0 50
" " half-chests, ordinary firsts	0 22 0 28
Young Hyson, cases, sifted, extra firsts	0 42 0 50
" " cases, small leaf, firsts	0 35 0 40
" " half-chests, ordinary firsts	0 28 0 38
" " seconds	0 23
" " thirds	0 16 0 18
" " common	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28 0 32
" " seconds	0 18 0 19
" half-boxes, firsts	0 28 0 32
Japan—½ chests, finests May pickings	0 38 0 40
" Choice	0 33 0 37
" Finest	0 30 0 32
" Fine	0 27 0 30
" Good medium	0 25 0 28
" Medium	0 21 0 23
" Good common	0 20
" Common	0 19

COFFEES.

Many inquiries and very little trade is the rule in coffees this week ,on account of the exceptionally high prices asked, especially in green Rios. Local brokers will not give any forecast of the market, some surmise that there will be a reaction shortly, others look for the continuance of the present high level of prices.

The New York Journal of Commerce comments as follows on the situation: Only a moderate amount of speculative interest has been shown the past week in the market for coffee contracts, and the changes in prices compared with those ruling a week ago are unimportant. The statistical position, owing to the unexpected large increase in the world's visible stocks during August, has again come into especial prominence and has operated against bull interests, serving to hold buying in check, and also induced some selling for the account of speculative holders to liquidate their accounts.

The world's visible supply of coffee on September 1 was 13,492,000 bags, and the indications are that by September 1 it will have increased to 14,100,000 bags, or 320,000 bags larger than on October 1 last year. The heavy increases in the world's visible stock of coffee, it is claimed by believers of the market, is at the expense of the invisible supply. They argue that the consuming trades, both in this country and Europe, are operating on a hand-to-mouth basis, using up reserve stocks and allowing the various seaboard markets to carry the surplus stock of the world. The European deliveries of coffee in August, it was pointed out, were officially reported to the New York Coffee Exchange as 793,565 bags, compared with 708,434 bags last August, which on the surface would indicate larger takings for consumption than a year ago. Advices from Europe, however, state that such is not the case, but that the larger deliveries there a year ago were due to freer transshipments from one European port to another, which, while being figured as deliveries, did not decrease stocks, as it was only transferring coffee from one port to another. There also were about 25,000 bags of Brazil and mild coffees transshipped from Europe to the United States during August. These coffees were figured as deliveries from the European markets, but as they reappeared in the American supply of coffee they therefore made no effect upon the world's stocks. As a result of this explanation, what at first was believed to be a heavy movement of mild coffee during August, causing an unexpected large increase in the world's visible supply during August, bull interests claim proves to be erroneous. The movement of mild coffee they figure as being of only ordinary proportions, and find the cause of the increasing stocks in the comparatively small takings of coffee by the consuming trade.

There is no reason to believe that the actual consumption of coffee neither in this country nor Europe has decreased, and it is therefore maintained by bull interests that during the past six months of small deliveries the trade must necessarily have been living on reserve stocks, and that a considerable decrease, therefore, has been made in the invisible supply ,and that if it were possible to obtain a count of the present invisible as well as the visible supply of coffee existing in the world, it would be found that together they would make a smaller total than existed at this time last year.

We quote the following prices:

	Per lb.
Green Rios, No. 7	0 10½
" " No. 6	0 10¾
" " No. 5	0 11
" " No. 4	0 09¾
" " No. 3	0 11
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

The only change to record in this market during the week is an easier feeling in tapioca. It is not thought the bumper rice crop in Japan will tend to lower prices to any extent as considerable reduction took place earlier in the season. Besides, the market will in all probability be supplied with rice from Texas. Large quantities are being grown there from Japanese seed and

judging from samples recently received, this year's crop is exceptionally fine in quality. It possesses the additional advantage of comparative cheapness. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03½	Tapioca, staple..	0 03½	0 03½
Patna.....	0 05	0 05½	" double goat	0 04½	
Japan.....	0 06	0 07	Carolina rice....	0 08	
Sago.....	0 03½	0 04			

SPICES.

A lively spice market is reported for the week under review, particularly in whole mixed pickling spices. Cloves are high on account of scarcity in primary markets. Peppers are holding firm and advancing in price. We quote the following prices:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole.....	0 25	0 35
" white....	0 23	0 27	Cream of tartar...	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

DRIED FISH.

With the advent of cooler weather trade in dried fish is beginning to assume an air of activity. This department of the grocery trade will become brighter as the season advances. We quote the following prices:

Boneless fish, per lb.....	0 04½
Pure cod fish, 1-lb. bricks	0 06½ 0 07
Quail-on-toast, per lb.....	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb.... ..	0 06

Foreign Dried Fruits

A fair demand is reported in foreign dried fruits. There has been considerable trade in California prunes and raisins on account of the phenomenally low level of prices ruling at the present time. The majority of buyers are holding off, however, expecting to see prices go still lower. The opinion is expressed that it looks as if California seeded muscatels were going to have the market.

A cable from Smyrna advises an advance in sultana raisins, owing to a shortage in the crop and the market in valencias has advanced for the same reason. The upward tendency of the Denia market as indicated by recent cables is not meeting with any response from the local trade, because it is felt that the demoralized condition of the California raisin market must eventually have some bearing upon the price of Mediterranean fruits. Very seldom has so little interest been shown in Valencia rasins as this Fall. A fair business has been doing in currants on the basis 13s 9d to 14s c. and f. Toronto for fine Filiatras, with other grades at proportionate prices. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s.....	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05½	40-50s	0 07½	0 08
70-80s	0 06	0 06½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon.....	.. 0 10	0 12½	Citron	0 15	0 18
Orange	.. 0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets.....	....	0 03½	Elemes.....	0 09	0 20
Naturals.....	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated..	0 12½	0 15

PEACHES.

	Per lb.	
Californian evaporated.....	08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras....	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected.	0 07	0 07½
" selected layers.....	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz.....	0 09	0 10
" " 1-lb. boxes.....	0 10½	0 11
" unseeded, 2-crown.....	....	0 07½
" " 3-crown	0 08	0 08½
" " 4-crown.....	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards.....	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

A fair trade is reported in peanuts at unchanged quotations. Filberts are away up in price, while almonds and walnuts are advancing. Advices regarding quality of all growths of walnuts are unfavorable, owing to poor weather conditions. We quote the following prices:

Peanuts, green, per lb.....	0 08 0 10
" roasted "	0 10 0 12
" Spanish, green, per lb....	0 09
" " roasted, "	0 10
" Japanese, green, per lb.....	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb.....	0 12
Walnuts, Grenoble, "	0 12
" Bordeaux, "	0 10
Filberts, per lb	0 11
Pecans, per lb.....	0 14 0 15
Brazils "	0 15
Cocoanuts, Jamaica, per sack.....	4 00

BIRD SEED.

One of the features of this week's market is the scarcity of bird seed. A brisk demand is reported, trade in this commodity, however, being always confined to comparatively narrow limits. Our quotations are as follows:

Canary seed, per lb	0 06½ 0 07
Hemp "	0 04½

Country Produce.

EGGS.

Prices for eggs are as high as ever, but it is thought by some dealers that there is not the same strength as a couple of weeks ago. Receipts have been larger for the past two weeks than for the previous month and it is possible that there may be a shade lower price next week although the sustained 18 cent figure gives little hope of a drop. Seventeen and a half cents to eighteen and a half is about the figure asked now.

HONEY

The demand for honey continues good. Although a large percentage of the bees were killed during the severe weather of last Winter the market is being supplied by old honey carried over from last year. Honey in sections, No. 1 has advanced from 25 to 35c per dozen, while No. 2 has advanced from 10 to 20c per dozen. Our quotations are as follows:

Honey, extracted clover, per lb	0 07 0 07½
" sections, No 1, per doz.....	1 75 2 00
" " No. 2, "	1 50

BEANS.

A good demand for beans keeps up. Owing to the protracted wet weather the prospects for a full crop are poor and holders are asking higher prices. We quote the following prices:

Beans, mixed, per bush.....	1 25
" prime, "	1 35
" handpicked, per bush.....	1 50 1 60
" Lima, per lb	0 06½ 0 07

Green Fruits.

The supply of Canadian fruit was not as plentiful during the week as anticipated. Cool weather seems to be the cause of the shortage. Canadian peaches and plums are bringing high prices and are both scarce. The crop of Canadian pears is good and this fruit is expected to sell at a reasonable price this season. Reports show that exports of apples this year are only one-quarter as large as those of last year. The outlook is for an over supply with low prices all season.

Niagara grapes are expected to arrive in the market this week. The season for importing watermelons is practically over, home grown fruit now arriving in large quantities. Canadian cantaloupes are plentiful and a decline in prices is expected.

During the week two cars of California fruit arrived on this market, one car being made up of peaches, pears and plums, while the other was comprised of "California Tokay grapes." These grapes are selling at from $2.50 to $3 per crate. For the rest of the season this will be the principal fruit to be imported.

Jamaica oranges are now on the market and are selling at $6.50 per bbl.; these oranges are taking the place of "California late valencias" for which the season is practically over. Bananas are plentiful and reasonable in price. Besides "Tokay grapes" and "Jamaica oranges" "Moyers," "Niagaras" and "Rogers Red" grapes, fancy and choice Canadian peaches and green gage plums have been added to our price list. As a result of shortage in the supply this week the demand is very active and several items have advanced. Our quotations are as follows:

California late valencias, fancy, per box.....	4 50 5 00
" " " choice, "	4 00 4 25
Verdelli lemons, 300's, per box.....	3 50 4 00
" 360's, per box.....	3 25

Florida pineapples, per crate	3 00	3 50
Bananas, large bunches	1 50	1 75
Bananas, 8's, per bunch	1 00	1 35
Apples, Canadian, baskets	0 15	0 25
Limes, per box	....	1 00
Tomatoes, per basket	0 20	0 30
Watermelons	0 20	0 25
Cantaloupes, Can., per basket	0 15	0 25
Cantaloupes, Can., per crate	0 35	0 50
California peaches, per crate	1 50	2 00
" plums	1 25	1 50
California Bartlett pears, per box	2 25	3 50
Blueberries, per basket	1 00	1 25
Peaches, fancy, per basket	1 25	1 50
" choice, per basket	1 00	1 25
" Crawford's "	0 85	1 50
Lawton berries, per box	0 08	0 10
Sweet potatoes, double heads, per bbl	....	4 00
" cloth covers "	3 00	3 25
Plums, Canadian, large	0 75	1 00
" Lombard's	0 60	0 75
" green gage	0 75	0 90
Pears, Canadian, Bartletts, per barket	0 30	0 50
" " Clappa Favorite, per basket	0 25	0 40
Grapes, Canadian, Champions, small basket	0 20	0 25
" " large "	0 40	0 50
" " Moore Early's, small basket	0 30	0 35
" " large "	0 50	0 60
" Moyer's, small basket	0 35	0 40
" Rogers' red. "	0 30	0 40
" Niagaras, "	0 25	0 30
" " large basket	0 50	0 60

W. B. Stringer & Co., Toronto, agents for J. C. Houghton & Co., Liverpool, have received the following report in reference to shipments of apples for week ending September 12.

	L'pool. Bbls.	London Bbls.	Glasgow. Bbls.	Various. Bbls.	Total Bbls.
Montreal	3,021	....	1,787	....	4,808
Boston	3,715	....	....	....	3,715
New York	6,052	466	4,967	685	11,900
Portland	25	....	....	....	25
Halifax, N.S.	....	17,917 (on 11th)	....	....	17,917
	12,813	18,383	6,484	685	38,365
Same week 1903	40,777	17,328	18,933	909	77,947

The following cable has been received from Liverpool: 1,250 barrels selling. Fall varieties in general, 10 to 18s.

Vegetables.

The supply of cauliflowers of inferior quality during the week, although first-class is very scarce. At present cabbage is in full supply. Dealers complain of potato rot this season, which is no doubt due to wet weather. Mushrooms are very scarce. Green beans selling at 40c per basket and turnips at 50c per bag. There is likely to be a good supply of turnips during the present season. Cauliflowers have advanced 15c per dozen, while "Butter squash" has declined and is now as low as 75c per dozen. Otherwise prices remain unchanged. Our quotations are as follows:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Carrots, new, per doz	....	0 20
Beets, new, per doz	....	0 20
Rhubarb, per doz	0 20	0 25
Dry onions, per basket	....	0 40
Silverskin pickling onions, per basket	1 00	1 25
Green onions, per doz	0 15	0 40
Green house water cress, per doz	....	0 25
Green cucumbers, per basket	....	0 20
Pickling cucumbers, per basket	0 50	0 90
Waxed beans, per bush	0 75	1 00
Cauliflowers, per doz	0 75	1 50
Green peppers, per basket	0 30	0 40
Red peppers, per basket	0 75	1 00
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Green corn, evergreen, per doz	0 10	0 15
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 85
Butter squash, per doz	0 75	1 25
Parsnips, per doz	....	0 30
Cabbage, per head	....	0 05
" per doz	0 25	0 50

Fish.

The demand for fish and oysters has been good during the week under review. If the weather continues cool we may expect a brisk demand from now on. The supply of oysters is good for so early in the season. Finnan haddie is selling at 8c per lb. Perch are scarce, while the supply of whitefish is abundant. The market inclines to additional firmness althought there is no change in prices. Our quotations are as follows:

Halibut, "	....	0 12
Sea salmon, "	....	0 18
Whitefish, fresh caught, per lb	....	0 09
Haddock " per lb	....	0 06
Cod, steak " "	....	0 08
Perch " "	....	0 06
Trout, lake, per lb	....	0 09
Herring, lake, per lb	0 05	0 07
Pike, per lb	....	0 07
Finnan haddie, per lb	....	0 08
Oysters, Long Island natives, per imp. gal	....	1 70
" Baltimores, per wine gal	....	1 50

Grain, Flour and Breakfast Foods.

GRAIN.

Reports received during the week state bad ripening weather accompanied by frost in Manitoba, also bad outlook for wheat crop in the United States. These reports have caused another sharp advance on the wheat market. Manitoba Northern No. 1 has advanced 6 1-2c per bushel, No. 2 7c per bushel, while No. 3 has advanced from 6 to 6 1-2c. Red and white wheat have each advanced and are selling at $1.09 1-2 to $1.10 per bushel. Old oats have dropped and are now selling at from 38 to 38 1-2c. New oats are selling at from 36 1-2 to 37c per bushel. Other prices remain unchanged. Our quotations are as follows:

Manitoba wheat, Northern No. 1 " "	1 15½	1 16
" " " No. 2 " "	1 13½	1 14
" " " No. 3 " "	1 10	1 10
Red, per bushel, on track Toronto new	1 09½	1 10
White " " "	1 09½	1 10
Barley " " "	0 46	0 49
Oats " " "	0 38	0 38½
Oats, new " " "	0 36½	0 37
Peas " " "	0 69	0 70
Buckwheat " " "	Nominal	0 55½
Rye, per bushel, " " "	0 65	0 66

FLOUR.

This article is beginning to respond to the sharp advance in wheat. Manitoba wheat patents and strong bakers' have advanced 30c per barrel, Ontario wheat patents are 40c per barrel higher than last week, and straight roller 10c per barrel. At present there is an active demand. Prospects point to another advance n the price of this article. We quote the following prices:

Manitoba wheat patents, per bbl	5 70	
Strong bakers "	5 40	
Ontario wheat patents "	5 50	5 60
Straight roller "	4 90	5 10

BREAKFAST FOODS.

During the week rolled wheat has advanced 5c per barrel. This is due to the advance in the wheat market. There is a good supply to compete with the fair demand of all articles on the list. Prices remain unchanged with the exception of rolled wheat. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 85	
Rolled oats, standard, carlots, per bbl., in bags	4 50	
" " " " " in wood	4 75	
" " " " for broken lots	4 90	
Rolled wheat, per 100-lb. bbl	2 75	
Cornmeal	3 35	
Split peas	5 00	
Pot barley, in bags	3 75	
" in wood	4 00	

SEEDS.

The harvest season is drawing to a close and as a result all seeds (especially Alsike) are moving freely. Seeds are from two to three weeks later this year than formerly, as the Spring was detrimental to the growth. Prices remain unchanged. Our quotations are as follows:

Alsike clover, per bush	4 65	6 25
Mammouth clover, per bush	5 50	6 25
Timothy	1 00	1 35

Hides, Tallow, Skins and Wool.

During the week the demand for these articles has been good, with the exception of wool. The market this year is better than it has been for some three or four years. "New clip fleece wool" has advanced 1c per lb., otherwise the price list remains unchanged. Our quotations are as follows:

HIDES

No. 1 green steers, per lb	....	0 09
" 2 " "	....	0 08
No. 1 green, per lb	....	0 08½
" 2 " "	....	0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 10
" " " 2 " "	....	0 08
" " " 1 15 to 20 lb "	....	0 09
" " " 2 " "	....	0 07
Deacons (dairies), each	....	0 65
Lamb skins	....	0 65
Shearlings	....	0 65

TALLOW.

Rendered Tallow, per lb	0 04½	0 04½

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 20	0 21
Pulled wools, super, per lb	0 20	0 22
" " extra "	0 21	0 23

QUEBEC MARKETS.

Montreal, Sept. 15, 1904.

Groceries.

AUTUMN business is active. General trade, however, in wholesale circles has been of average kind. Some lines are beginning to feel the passing of the Summer weather, and consequently are in the midst of the greatest activity in anticipation of the early Fall business. With the cool weather the provision trade has taken a more active turn. Sugar is still ruling active. The strength of the market is added to by the existing insufficient margin for profit between raw and refined sugar, which is considerably less than usual. Molasses remains in the same state of quietness, although the offerings are numerous at 26c. Coffee is still strong, and the reports from abroad indicate that the prices

asked in both Rios and Santos tend to make it difficult to do business, they being above the European parity. Considerable inquiry has been noted for East India coffee, and coffee generally, as quoted, is certainly interesting. Inquiry for tea is improving. The amount brought forward does not seem to be in excess of requirements, so that while there is a dullness much better things are expected. A very strong market is maintained for canned goods, and salmon continues to rule with strong interest. The rush for salmon in the Old Country is noted elsewhere in this issue. New packs of different lines are now coming forward, and of course renewed interest is being taken in the prices quoted. Dried fruits are reported as strong to the advance. Certain brands of raisins are quoted much less than former years. Jose Part have three notable quotations, such as: fine off-stalk, 19s; fine selected, 22s; four crown layers, 23s per hundred, c. and f. Montreal. Green fruits are plentiful, and the demand is excellent everywhere. California stock is on hand in abundance, and peaches, pears and Tokay grapes are selling at remarkably reasonable prices. Pears, for instance, sold at $1.40 to $2.05 per box. Watermelons are selling in carload lots, and are nearly finished. Prices are high, many selling at an average of 23c each. Flour is still strong in sympathy with wheat, which is gradually advancing. Eggs are very high, and retailers have paid as high as 30c for gilt-edge stock. This, of course, is exceedingly advanced. The wholesaler still holds at 22c.

SUGAR.

The advance in sugar has been strongly maintained. Strength in the foreign market is a feature, especially for raw beet sugar. Unfavorable weather for the beet crop is said to be the cause. Raw cane sugar has been strong in the London market and prices have advanced 1½d, with centrifugals now quoted at 11s 7½d, and Muscovado at 10s 7½d. According to mail advices from London the trend of the market for raw beet sugar has been one of increasing firmness, but it is added that the speculative market will no doubt to a large extent be influenced by the vagaries of the clerk of the weather; but it can be taken for granted that in many beet growing areas the damage is irreparable, and such as to indicate a probable shortage of some magnitude. Statistically the position is strong as the stock in Hamburg is only 79,000 tons, as against 209,000 tons for the same time last year. Locally the demand has been good for both country and city buyers, and active business has this prophecy verified. We quote :

Granulated, bbls.	$4 65
" ½-bbls	4 80
" bags	4 55
Paris lump, boxes and bbls.	5 15
" " ½-boxes and ½-bbls.	5 15
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 30
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 40
" yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 15
No. 1 " bbls.	4 05
No. 1 " bags	3 95
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES

Molasses still remains interesting although quiet. The several holders of 26c molasses (Barbadoes) are keeping it, and buyers are not common. Advances are still expected, however, and the end of September will no doubt see this prophesy verified. We quote :

Barbadoes, in puncheons	0 26½
" in barrels	0 28½
" in half-barrels	0 29
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

The receipts of Santos coffee have been larger than expected, but in Rio the receipts continue so small that there can be little doubt that the crop will prove the shortest that has been gathered for many years. At the foreign auctions only moderate quantities have been offered, and notwithstanding the fact that the demand has not been so strong recently, there has been no reduction in value, Columbian selling quite on a par with the highest points, and Costa Rica showing a steadily advancing market. Coffee is decidedly interesting. We quote :

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

A quiet tone prevails generally in spices, but a steady demand is noted from the country. Black pepper is dearer, and there is a fair business doing for both spot and arrival. There is little pepper offering at the moment and higher prices are looked for during the next few months. Nutmegs have sold freely and values are temptingly low. Zanzibar cloves are firm for early delivery; forward prices are lower. We quote :

	Per lb.
Peppers, black	0 17 0 19
" white	0 22 0 28
Ginger	0 17 0 24
Cloves, whole	0 25 0 35
Cream of tartar	0 25 0 30
Allspice	0 14 0 17

TEA.

While teas are still quiet all around, the demand is active and considerable quantities have changed hands at satisfactory prices. There is every prospect of stiffer rates being maintained. For medium descriptions there is a better demand. Certain buyers have been attracted by the comparative cheapness of Assam teas, and the market rules firm. The increased demand for medium teas is a decidedly pleasing feature and is a proof that the consumer in the majority of districts is willing to give a reasonable price for good tea, in preference to buying the commonest at the lowest retail price. In Ceylons the market remains steady and fine teas are comparatively scarce. In China tea the market remains steady. Good liquoring gunpowders are considered very scarce and difficult to obtain except at advanced rates. Japans are strong and holding their own. We quote :

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 17
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Great interest is being taken in canned goods, most especially in salmon. Alaska salmon is rather firmer and there is a larger business being done. French sardines are disappointing, the catches being poor and the prices high. Up to the present time the pack of French 18 oz. tins has been quite small; hardly any fish suitable for this class have been caught. Certain Portuguese packers are endeavoring to supply the deficiency in this special pack, and some very fine parcels have been produced. This would suggest a very interesting new departure in sardines, and so long as they are not sold as French goods, they should be acceptable. Canned meats are a little firmer, owing to a somewhat limited supply. Canned fruits are not selling as freely as formerly, owing perhaps to the abundant supply of green fruits on the spot. We quote :

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoes	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 25
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtonberries, 2s	1 57½
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10

RETURNED
SEP 15 1904
Cut Book 23
Page 62
Ans

The Modern Cleaner

A MATCHLESS ARTICLE for all SURFACE CLEANING and for POLISHING METALS. It does THE COMBINED WORK OF ALL OTHER PREPARATIONS, works QUICK, contains NO GRIT and WILL NOT SCRATCH. Contains NO ACID and will NOT injure the hands nor any article to which it may be applied.

BON AMI rapidly cleans WINDOWS, MIRRORS, SHOWCASES and all articles of GLASS, BRASS, NICKEL, COPPER, TIN, ZINC, MARBLE, OIL CLOTH, WOODWORK and ALL PAINTED and UNPAINTED SURFACES, also JEWELERY, FILIGREE WORK and CELLULOID. REMOVES DIRT, TAR, PAINT, INK STAINS, ETC., FROM THE HANDS.

For sale by nearly every Wholesale Grocer, Druggist or Hardware Merchant in Canada.

Cases of 3 doz. - - - 90c. per doz.
F.O.B. Wholesaler's shipping point.

Lots of 5 gross - - - $10.00 per gross.
Delivered to any Railway Station in Ontario, Quebec and Maritime Provinces.

SOLE AGENTS IN CANADA

HUDON, HEBERT & CIE.

WHOLESALE GROCERS AND WINE MERCHANTS

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

Grated pineapples	....	2 40
Singapore whole pineapples	....	2 40
Pumpkins, per doz	....	0 95
Spinach	....	1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring	....	1 40
" Rivers Inlet red sockeye	....	1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls	....	3 45
" 1-lb. flats	....	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES.	Per doz.
2's Asparagus Tips	$2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.	
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

The market for new Valencias has been open for a week, and prices remain very much the same as those of last year at the same time. However, the volume of business done up to the present for shipment by the first direct vessel has not been very large, owing to the fact that the trade both locally and throughout the country are rather inclined to hold off a little. Some sales have taken place at 20s for fine off-stalk, at 24s for selected, and 26s for layers, cost and freight to this market, for first-class brands, but other brands are quoted at 2s less than these figures. The first direct vessel is the Escalona, which has arrived at Denia, and may sail any day. The demand for Sultana raisins has been limited, owing to the high prices ruling on account of the short crop this season, and recent cables quote prices at a range of 23s to 31s. It is, however, known that offers of 1s 6d less than the above figures have been made and accepted. The latest cable advices from Greece report the tone of the market for currants firm, under a good demand, and considerable business has been done here for local and western account.

Watt, Scott & Goodacre report: Owing to competition from Alicante, Tarragona and other producing points, Malaga has not been able to maintain the high opening prices for shelled almonds referred to in our last report. At reduced figures considerable business has been induced, however.

Tarragona almonds are slightly easier, as it was found the market could not be maintained with so great difference between soft-shells and medium-shells.

The high price for Sicily filberts at which this crop will probably now go into consumption, being only 40,000 bales, including carry over, has turned attention to Barcelonas and Levants. The former show good value.

Sales of several thousand surons of comadre figs are reported.

Markets for Smyrna figs, Sultana and Valencia raisins are steady. The Escalona being presently at Denia, Valencias are of particular interest to importers this week.

Arrivals of Valencia onions to date have not been eagerly picked up. Interest may develop later when shortness of crop has been realized.

The steady fall in price of currants from opening figures has at last been stopped, and even some reaction has set in. The second and last direct steamer, the Jacona, is to sail 17th inst.

We quote:

VALENCIA RAISINS.		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07½	0 07½

FIGS.		
Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.		
Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.		
London Layers	1 75	1 80
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.		
Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " 100-120s	....	0 04

CURRANTS.		
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06½

SULTANA RAISINS.		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Abundance of green fruits of all descriptions are now on the market. Harvest apples are crowding the market, and are selling at remarkably low prices. The export trade in apples has set in, and abundant space is being taken on all outgoing steamers for apples exclusively. Watermelons are practically out of the market, and have sold as high as 23c each. California peaches brought $1.30 to $1.50 a box, and plums $1.40 to $1.50. A couple of cars of Canadian barrel pears and barrel apples were disposed of, the prices ranging from $3 to $3.75 for the pears, and $1.30 to $1.85 for the apples. A few basket pears sold at 27½c to 35c per basket, there being no peaches, plums or apples. Considerable decline has been noticed in pineapples and bananas are selling freely at reasonably low prices. We quote:

Cocoanuts, per bag of 100	....	3 50
Canadian apples, in bbls	1 50	2 00
Pineapples, 24 to case	....	4 00
" 30 to case	....	3 50
Bananas	1 10	1 50
Bananas, red, per bunch	....	1 00
New Messina lemons 300's	....	3 75
" " 360's	....	2 75
Peanuts, Bon Tons	....	0 12
" Sun brand	....	0 11
" Diamond G brand	....	0 09½
" Coon brand	....	0 08½
New Brazils	....	0 13½
New potatoes, per basket	....	2 50
" bbl	....	3 25
Limes (100)	....	1 25
California peaches, per crate	....	1 65
California plums, per crate	2 00	2 25
California late valencias, per box	....	4 75
Verdelli lemons, 300's, per box	....	4 00
California Bartlett pears, per box	....	3 50
" per half box	....	1 65

Vegetables.

All kinds of vegetables are attracting attention at present, and good prices have been maintained. An improvement in the supply of cucumbers has been notable, and with the pickling season at its height this is very acceptable. We quote:

Egyptian onions, per sack	....	2 00
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb	....	0 30
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savory, per doz	....	0 15
Carrots, new, per doz	0 25	0 30
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 20
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush	....	1 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 45
Canadian new potatoes, per bush	0 90	1 10
Michigan celery, per doz	....	0 40
Canadian celery, per doz	....	0 35

Fish.

Fresh fish is in improving demand, with much better supplies for lake and white fish, also trout and pickerel. Haddock is scarce and the prices have a

tendency to the advance. There is a fair demand for salmon and halibut. Brook trout is in good demand; the season is nearly at an end for this popular fish, and after October 1 there will be no more. The demand for oysters has been exceedingly large, that is for shell oysters, but for the bulk oysters the dealers on the outside seem to have been somewhat wary about handling them. There seems to be a misunderstanding regarding shell oysters. The season in Prince Edward Island, where the Malpecques are found, opens only on the 25th of September. All the knowing ones, who claim September 15 as opening day, and others who take the 20th, should bear in mind that the exact date for the opening of the season in the east is September 25. The Provincial Legislature of Prince Edward Island found it necessary to protect the oyster beds, and it was they who shortened the season. Salt fish seems to be in very little demand. Skinless cod is selling at firm prices for this week. During next week there are three fast days, September 21, 23 and 24, known as the Quarter ten, or Ember days. Dealers in fish should be prepared for these days, as the consumption will no doubt increase. We quote :

Dressed bullheads		0 08
" perch		0 08
Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb.	0 04	0 04½
Pike, " round and dressed	0 06½	0 07
Halibut, fresh, per lb.		0 11
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, fresh		0 15
Fresh steak cod		0 05
Lake trout, per lb		0 08
Whitefish		0 08
Dore		0 08
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl	5 00	5 50
" " half bbl		3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian ¼ sardines, per 100	3 75	400
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal.		1 50
Selects		1 75

Country Produce.

EGGS.

Supplies of eggs have been restricted this week, and prices have been very firm. In fact, receipts dropped over 50 per cent. during Monday and Tuesda and with high prices ruling at country points, naturally the market advanced locally. Sales were made for straight gathered stock at 17½c per dozen in fair sized lots. Selected stock sold in a jobbing way at 21c a dozen.

POTATOES.

Potatoes are selling freely at good prices. Round lots are changing hands at 60 to 75c per bag of eighty pounds, and as high as 80 to 85c has been realized in a jobbing way.

BEANS.

No improvement has been noticed in the demand for beans. The tone of the market remains steady. We quote :

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes		1 40

HONEY.

Buckwheat continues to be the principal honey in demand, which is scarce. White strained in comb is plentiful. We quote :

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

The market is dull for maple products, although the quality of the stock is still demanding a select trade. We quote :

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

There has been a good demand for hops this week, and the Autumn business looks very bright and encouraging. We quote :

Choice	0 30	0 31
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

The condition of the flour market has remained unchanged during the week, but it is exceedingly strong at current prices. The undertone of the market is very firm, caused by the continued high prices of wheat. With October wheat registered at around $1.05, there is every possibility of flour continuing high. We quote.

Manitoba spring wheat patents	5 25	5 50
" strong bakers'	5 00	5 20
Winter wheat patents	5 00	5 10
Straight rollers	4 75	4 80
Extra	4 10	4 20
Straight rollers, bags, 90 per cent	2 40	2 50

ROLLED OATS.

The demand remains normal for rolled oats and oatmeal, and as the cool weather continues the demand will no doubt be maintained. We quote :

Fine oatmeal, bags		2 10
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, "		2 55
" brls		5 00

FEED.

During the week a firm of Manitoba millers advanced their price of mill feed $1 per ton, quoting bran at $19, and shorts at $21 per ton. Temporary quotations are now as follows : Manitoba bran in bags, $18 to $19; and shorts, $19 to $21. The demand is reported good, but millers' stocks are low, and they had great difficulty in filling orders. We quote :

Ontario, bulk	16 50	17 00
Shorts	18 00	19 50
Mouillie	22 00	28 00
Ontario bran, in bulk	16 00	17 00
" shorts	16 50	17 50
Manitoba bran, in bags	17 00	18 00
" shorts	19 00	20 00

HAY.

No change has taken place in the hay market, though abundant stocks have been on sale, and normal prices have been realized. We quote.

No. 1 timothy	8 50	9 00
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

MANITOBA MARKETS.

Winnipeg, Sept. 9, '04.

THE cutting of wheat is now well under way and threshing has already commenced in different districts through the Northwest. A splendid prospective yield of 20 to 22 bushels to the acre on an average is now anticipated. Trade is brisk and all markets are fairly lively.

Sugar—The market has now advanced 5c, coming into effect Sept. 1, and quoting Montreal granulated at $5.30 per barrel and $5.20 per sack; yellows at $4.70, Wallaceburg at $5.20 in barrels and $5.10 in sacks.

Evaporated and Dried Fruits—The market continues firm; 1904 stock of evaporated apples, choice quality, are quoted still at 13½c per lb.; new stock of evaporated apples will be on hand about the first of November.

Canned Vegetables—The market is now quite firm. New stock of canned beans are quoted at $1.80 to $1.90 per case, and canned peas, which are now on hand, the market quotes at $1.90 per case.

Rolled Oats—The market is firm with a good demand, quoting 80-lb. sacks at $2.25; 40-lb. sacks at $2.30; 20-lb. sacks at $2.35; 8-lb. sacks at $2.65; and 6-lb. sacks at $2.85.

Coffee—The market has advanced slightly and now quotes No. 5 green Rio, good quality, at 10½c to 11c per lb.

Canned Fruits—The market continues fairly firm. All new stocks of canned goods are available; strawberries at $3.25 per case; raspberries at $3 per case of 2 dozen; jams are still quoted at the advance price of 47½c per pail for both Upham's and Aylmer's brands; new pineapples are now on the market which quotes 2-lb. whole pineapples at $3.75; 2½-lb. whole at $4.60; 2-lb. sliced at $4.25, and 2-lb. grated at $4.35.

Flour—The market is now firm but still quotes flour at the advance. No. 1 patent at $2.90; No. 2 at $2.70, and No. 3 at $2.10.

Eggs—Supplies are very plentiful and have been for the past few weeks. The market now quotes eggs as jobbing to the trade at 20c per dozen.

Cornmeal—The market is firm, quoting cornmeal, per sack, $1.75, and per half sack, 90c.

Green Fruits—The market continues very active. Oranges are quoted at $5.50 per case; lemons at $5 per case;

bananas at $2.75 to $3 per bunch; Washington pears at $2.25 per crate; California pears at $3 per crate; basket pears 75c; tomatoes, 75c per basket; crabapples 85c per basket; basket apples 40c; Washington peaches $1.25 per crate; Washington plums $1.25 per crate, and Ontario apples $3 to $3.50 per barrel. Sweet potatoes are now quoted at $5 per barrel; celery at 50c a dozen bunches, and green tomatoes at 2½c per lb.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Sept. 1904.

THE exhibition, which opens this week and continues through next week, promises to be the best held for years. The holding of the Horse Show at the same time, together with the high class of entertainment and amusement features which have been provided, ensures a very large attendance. But one more thing is needed—fine weather. The outlook for this is good. Our western friends who are taking advantage of the exhibition for advertising are sure to be satisfied. Those who have not, have made a mistake.

Business is quite good. Markets are generally firm. Rice, which has continued low, is showing a stronger tendency. Cream of tartar while somewhat uneven, is firmer. Hops, while high, are likely to go still higher.

Oil.

The market for some time has shown little change. There is increased business in burning oil. Large orders have been taken for forward shipment. In lubricating oil there is but a fair business at this season; and particularly this year. Paint oils have a fair Fall demand. Linseed oil is very firm. In cod oil the tendency is to lower price.

Salt.

There are continued light arrivals of Liverpool coarse salt, about every two weeks. Prices on the other side are very firm. No change has been made here. Owing to an agreement between importers they quote the same price. In fine salt, season of best demand is over. Canadian has the larger sale.

Canned Goods.

Corn, tomatoes and some other lines are still not quoted; that is, new goods. As nearly all our dealers are under agreement to sell at a certain price they have been able to book largely at open figures. Sale of spot goods is not large. Blueberries are plentiful this year. New salmon continue to arrive with market very firm. Sale of meats is falling off. Strawberries and peaches are very firm. Golden apples are dull. In domestic fish such as sardines, haddies and kippered herring there is a fair pack.

Green Fruits.

Dealers are busy. Apples are cheap and just a fair sale. Gravensteins, our best Fall apples, are not yet received. Quality, it is said, will be particularly good. The best stock just now is our New Brunswick apple. Baldwins are said to be a fine crop. Oranges and lemons are quite high. Jamaica oranges are now offered. American pears are selling freely. In Ontario plums and peaches, receipts are light. Nova Scotia plums are plentiful. In grapes, Ontario fruit is now being freely received. Bananas are rather lower.

Dried Fruits.

Spot market is dull. Prices are very low. Some early valencia raisins are due. Price is lower than usual. Higher figures are now quoted. Owing to the low price of Californias, few other grades are being bought. The demand for layer raisins grows lighter each year. Seeded have the demand. Currants are unchanged. Except package goods, few are sold. Prunes are very low. Evaporated apples are little sold. Citron will be rather lower than last year. Canadian onions are now being offered. Price is quite low. Delivery next month. At present market is supplied with valencias and American. New filberts are higher.

Sugar.

Prices are unchanged and market is very firm. Full stocks are held, and dealers buy ahead as far as the refiners will sell.

Molasses.

The market is quiet. There is a fair stock of Porto Rico held. Barbadoes are rather light supply and prices are unchanged.

Fish.

There is a fair supply of fresh fish. At this season variety is not large. In dry cod fish, while price is rather easier, it is still high. Pickled herring are in light supply and full prices are maintained; there is a good demand. Smoked herring are coming to hand slowly. As yet there is little change in price. Few finnan haddies are yet seen. There are a few pickled shad offered and price is high.

Flour, Feed and Meal.

Flour is held firm but shows no further advance. There has been a large sale. Oatmeal is unchanged. Oats are rather lower. New are now offered. Local cornmeal millers have been short of stock. Prices are unchanged. Beans are rather higher. There is but a limited sale. In barley price unchanged. Dealers report a light demand. Split peas are quite scarce with only a light sale.

PERSONAL MENTION.

Mr. Robinson, of the North-West Miller, Minneapolis, was in Toronto this week.

Mr. R. D. B. Timmons, of Timmons & Co., general merchants, Almonte, Ont., paid The Grocer a call during the week.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B. C., Sept. 8, 1904.

WHILE there is no special feature to note in general groceries, the prices are firm, and in butter and eggs the advance has been maintained to such an extent that a further increase is not improbable. Eggs are very scarce, the first-class article retailing at 40c. It has always been possible to obtain a very good article for household use at 30c, but this price does not command so good an article as before. The cheaper eggs which have been disposed of during the past week or two have not been up to the usual grade, and the consequence has been that there is a greater demand for the best. There has been no change in the price of cured meats, and none in Manitoba flour, though the markets are firm. Okanagan flour has come up to the same figure as the Manitoba product, in sympathy with the recent general rise. Coffees are very firm, and a sharp increase is expected within the next few months. Japan teas are cheaper and the market for all grades of teas is easier than it was a year ago, except for Congos and Young Hysons, which, according to the advance in the rate of exchange in China, are about 20 per cent. higher than a year ago. Taken all round the Fall trade, which is beginning to open, is looking very bright, and the prospects are encouraging. Money is fairly plentiful and payments are easy.

* * *

The fruit market in Vancouver is amply provided, and the demand is well sustained. The shippers are taking more pains with the packing and ship-

Why take Chances with teas less known, and with **teas not so good?**

Blue Ribbon *Ceylon* Tea

is both **popular** and **excellent.**

All people know of "Blue Ribbon." **Sell what is known.**

The Red Label at 40c. is equal to most 50c. teas.

The **Best** way to get the **best** trade of the **best** people is to keep the **best** brands, and be courteous. The **best** brands of Coffee are those bearing the name of **Chase & Sanborn.**

CHASE & SANBORN

The Importers, Montreal

"IF THE SALT HAS LOST ITS SAVOUR"

BUT

"ALVINA" SALT

DOES NOT DO THIS, AS IT IS IN TINS, AND NEVER GETS HARD OR LUMPY AND ALWAYS RUNS FREE. IT SELLS AT 10c. A TIN, AND IS A PROFITABLE LINE FOR YOU TO HANDLE.

ROSE & LAFLAMME,
MONTREAL.

THIS SPACE IS FOR

NEW SEASON JAMS

BATGER'S

But you know all about the fine qualities of these famous jams so we will not mention them except to say that this year we have a handsome new square glass jar with a metal and cork screw top.

IT'S A SELLER.

ROSE & LAFLAMME,
MONTREAL.

Buschetto Freres'

FAMOUS BRANDS OF

Macaroni,
Vermicelli,
Alphabets,
Nouillettes.

Write for quotations—
Lowest prices for BEST qualities.

LARGE DISCOUNTS TO THE TRADE.

P. S.—Write for quotations on PURE TABLE OLIVE OIL (Boys' Salon).

B. O. BELAND,

Agent, - 1684 Notre Dame Street, - MONTREAL.

ping, consequently the fruit arrives here in better condition than it used to. California apples are now about off, and the local grown are taking their place. Some very fine apples are produced in the suburban districts in the vicinity of the city, Gravensteins being the favorite for this time of year. Some fine fruit has been shipped in from Thomas Earl's orchards at Lytton, equal to anything brought up from California, which speaks well for the province. The shipment includes pears, grapes and peaches. There is not a large amount of grapes grown in this province as yet, but the success met with by those who have ventured will encourage others. The peaches are the freestone variety, and of fine quality. Peaches are from 95c to $1.10; bananas, $2.50 to $3.25; pears, $1.50 to $1.75, California Bartletts; grapes, $1.75 to $2, black; green, $1.75; and tokay, $2; hothouse tomatoes, local, $1 per crate; canteloupes, which have been high, are now cheap, and go at $1.25 to $1.50; apples, $1.50; sweet potatoes, of which a large shipment is to hand, 3¾c. Local honey is now in stock. It is of fine quality and plentiful, selling at $2.40 per case.

* * *

The wholesale business in the coast cities of Vancouver and Victoria is good, incident upon better conditions in the interior of the province. Three large lumbering industries have been commenced, and mining generally is looking up. There must be between 4,000 and 5,000 men more than last year at work in the different parts, and a considerable portion of the trade comes to the coast, though a large amount goes east to the large cities. With the establishment of Nelson as a distributing centre, branches of some of the larger houses may be established there to be more in touch with the business and if possible secure some of the trade which is sent to Winnipeg, and even Toronto. There is a good district surrounding Nelson, which promises to become better.

* * *

There are more kicks from the Kootenay District relative to the increased cost of freight to towns in that district. On August 18th the rates from Winnipeg, Calgary and other points were increased 30c per hundred on produce, but merchants were not notified until the 25th. From Sandon comes one of the greatest objections, where the cost of living, already high, is made higher. They are beginning to wonder where they are at.

* * *

There is a small agitation in British Columbia for the erection of flour mills here. The argument is that so much flour is shipped to the Orient, a great deal of it on the Empress liners leaving Vancouver, that it would be a comparatively easy thing to manufacture it in this province. The wheat could be brought from the Territories, and the haul would not be as long as is required to get it to the Atlantic seaboard. Just at present the Byers Flour Mills, of Pendleton, Oregon, are filling an order of 60,000 quarter barrels of flour for Japan, and their capacity is 20,000 barrels a month. Flour from Washington

Sure Money

Grocers are looking to-day to the manufacturer for Money Makers. A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef

will repay the trouble.

This line is a Money Maker. Everybody comes back for more.

TRADE MARK
This design a guarantee of quality

Manilla Paper — SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS

Fibre Paper — THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

EPPS'S

GRATEFUL. COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

Japs that are Sure Winners.

Some time ago we picked up a few lines of Japan Teas consisting of about three hundred packages, which we consider exceptional value; ranging in price from 15 cents to 18 cents per pound. They are sure winners and would help tone up your tea trade. Ask our travellers about them or send for samples direct.

Ceylon Blacks and Ceylon Greens—we can also show you samples that will interest you.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

THIS SHOWS THE

"HALITUS"

THE FINEST VENTILATOR OR CHIMNEY COWL MADE.

It gives a **positive upward draft** under all conditions—can't get out of order—and exhausts more cubic feet of air per minute than any other ventilator.

Made of Galvanized Steel or Sheet Copper.

The perfect simplicity and clever mechanical arrangement of the "HALITUS" will delight you, if you want a ventilator that really and perpetually ventilates.

Read all about them in our catalog.

METALLIC ROOFING CO.,
Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Bird Lovers

know what Bird Seed they want. Most of them ask for

BROCK'S

No waste; good health and song.

NICHOLSON & BROCK, - TORONTO

goes from this port constantly, and the question of having flour mills on the Pacific Coast has been talked of more than once. There are a large number of mills on the Pacific Coast, the neighboring State of Washington having 68, compared to 6 in British Columbia.

* * *

It is expected that very little freight consigned to Dawson will be left at White Horse when navigation closes this year. The White Pass & Yukon Railway Co. stopped receiving freight two weeks earlier this year, and besides the river is higher. Att the boats are carrying larger loads, and all conditions considered all the freight offered should be carried through with little left over. Of course, there is always a rush at the last moment, as in everything else, and if the close-up should be sudden, what is en route may be left for the Spring.

* * *

Oregon dealers afford an instance of the mistake of deceitful packing. A short time ago a crate of apricots was unloaded, and the top layer led one to believe they were of the best that had ever been shipped to this province. Underneath the display layer, the fruit was small and inferior. The fruit inspector appointed by the Government has been very careful in inspection in matters of this kind, and the shippers are becoming educated to the fact that it is a mistake to pack in this way. They find they themselves are in the end the sufferers.

F. R. Stewart, wholesale fruiterers of this city and Victoria, have sent their first shipment of British Columbia fr i to the Territories for this season. They used the refrigerator car system. This firm are building up a good trade with the middle west, having a representative looking up business. The present shipment is apples, plums and crab-apples, and were grown on Vancouver Island.

Dry weather has made things a little dull in the vicinity of Ashcroft. Ther is a large amount of ranching carried on there, and the continued dry spell has affected the ranges. The crop the famous Ashcroft potatoes, however, is fully up to the average, though they are not quite up to their usual size.

The Atlin Trading Co., of which Mr. A. S. Cross is president, is adopting the cash principle, which is gradually creeping into effect in all the mining camps. The population there is so transient that business men feel it is necessary to adopt this mode of doing business for their own protection. It gives a lower price to those who do pay, and prevents loss from customes whose claims do not pan out as well as expected, and who leave the country without notice.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS WANTED.

OF interest to wholesale grocers in the United Kingdom—Wanted, position as buyer of Canadian products, canned goods, fruits, vegetables, meats, apple cider, etc. For information apply CANADIAN GROCER, 88 Fleet street, London, Eng. (40)

SITUATIONS VACANT.

BAKER—Good on pastry, cream puffs, cakes and bread. Apply W. M. Marshall, Niagara Falls, Ont. State wages. f

BAKER—First-class on bread and cakes; state experience and wages. T. W. Stevenson, Galt. f

CANDYMAKER WANTED—For gum and cream department. Bean & Westlake, Woodstock, Ont. f

MILLER — Immediately, for chopping and general mill work; must be strong, active and steady; state age and salary wanted; steady work for suitable man. H. V. Denne & Co., Newmarket, Ont. f

WANTED—Boy for grocery. Apply 19 Howard street, Toronto. f

FOR SALE

A FIRST-CLASS grocery business in one of the best towns in Eastern Ontario, namely, Smith's Falls; stock clean and fresh; reason for selling, other business interests; all information furnished on request to any meaning business. M. W. Everts, Smith's Falls, Ont. (38)

FOR SALE—Old-established grocery, meat and liquor business, Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splenoid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (42)

FOR SALE—Building and plant of the Harriston Pork Packing Co., Limited; capacity, 2,000 hogs per week; modern machinery, in good repair; in centre of hog-growing district and connection with both lines of railway. For particulars apply on the premises, or to W. D. McLelland, secretary, Harriston, Ont. f

GENERAL STORE—Large and new building, and general stock; cost price, $3,000. Particulars, apply T. A. Matchett, Emo, Ont. (40)

Some Exhibits at the National Exhibition, Toronto.

The Cowan Co.

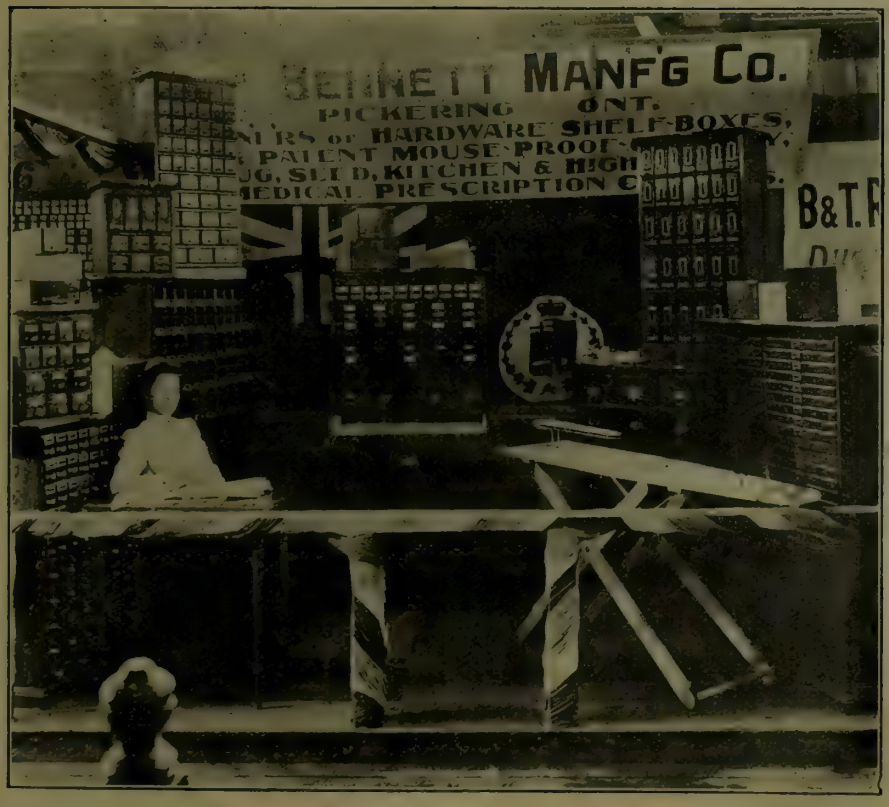
One of the most commodious and attractive booths at the Exhibition is that of the Cowan Co. The predominant colors in the decorations are red and white. Inside the booth are exhibited on tables tastefully arranged, structures of the company's well-known "Perfection" cocoa. The counter displays elegant samples of chocolate, chocolate cream, etc.

Mr. Dimmock is in charge of the booth, assisted by several young ladies whose courtesy and attention are being much appreciated by interested visitors. Dainty cups of "Perfection" cocoa are served from an urn, which like the widow's cruise, never runs dry. Other lines evoking much interest are "Perfection" chocolate and prepared icings in their different flavors.

Another line the company is devoting much attention to is their milk chocolate which has already established a reputation for purity and high quality.

Mr. Cowan has just returned from a trip to Germany where he has been purchasing machinery for the Cowans' fine new factory near the Dundas bridges, Toronto.

Canadian National Exhibition—Exhibit of The Cowan Co.



Canadian National Exhibition—Exhibit of The Bennett Mfg. Co.

The Bennett Mfg. Co.

This manufacturing firm from Pickering, Ont., has an exhibit which is attracting special attention not only among the grocers but also among thousands of thrifty housewives who are visiting the Exhibition. Bennett's grocery and kitchen cabinets have now the commendation of all who have seen them. The latter appeal especially to the methodical housekeeper, on account of their conveniently arranged compartments for holding spices, flour, etc. In addition the Bennett Mfg. Co. have on exhibition seed and medical prescription cabinets and an attractive line of hardware and grocery fixtures.

Ontario Grape Growing and Wine Manufacturing Co.

One of the most attractive and picturesque spots in Canada is "Barnesdale," near St. Catharines, where the Ontario Grape-growing and Wine Manufacturing Co. has been established for thirty years. The company's output of port, claret, sherry, Catawba, Golden Diana and other wines represent an enormous business. Their vineyard con-

Canadian National Exhibition—Exhibit of The Ontario Grape Growing and Wine Mfg. Co.

sists of over 150 acres, and represents a good-sized fortune by way of investment. The vaults of the company are the largest in Canada, having a capacity of half of a million gallons. Their cellars are equipped with both heating and cooling apparatus, so that an even temperature is maintained throughout the year. In fact, the whole equipment is complete for the production of the best and purest article; every detail, from the crushing of the grapes to the bottling of the wine, being carefully looked after.

Col. R. W. Gregory represents this firm at the Exhibition this year. The exhibit, proper, a cut of which appears in this issue, shows the different brands manufactured by the company and is attracting considerable attention among connoisseurs of wines as well as the general public.

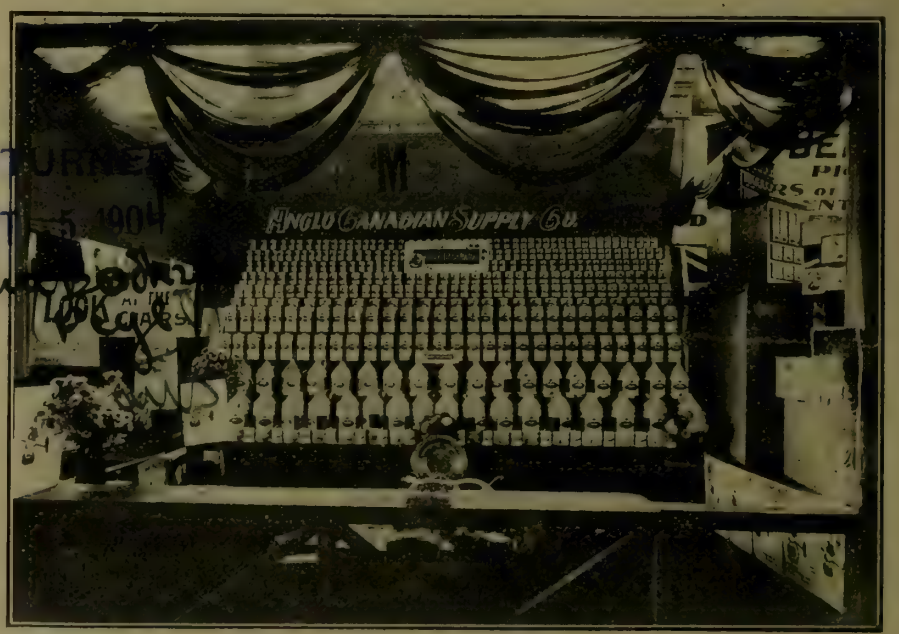
Anglo-Canadian Supply Co.

The exhibit of "York Metal Polish" made by the Anglo-Canadian Suuply Co., Toronto, takes the form of a booth decked in the royal colors of the Autumn, crimson and gold, with an artistic touch added by way of large vases of gorgeous sunflowers. In the background are ranged conventional stocks of York Metal Polish packages with wrappers of red, white and blue checked papers.

The Computing Scale Co.

Quiet and elegant is the exhibit of the Dayton Computing Scale Co. in the Manufacturers' Building. Rich green hangings and moquet carpets serve as a very effective background for the display of this firm's new weightless computing scales, cheese cutters, platform majestics, and near weight detectors, all of which are arranged on shelves at the back or on tables of polished wood ranged carelessly over the floor space, extending from the rear to the front railing.

The machines exhibited include those employed in the grocery, confectionery, provision and butcher trades. The Computing Scale Co. makes in fact all kinds of scales for counter-weighing, and is justly proud of its record. They have been awarded diplomas and medals in the United States, Great Britain and numerous foreign countries for accuracy of weight, workmanship and beauty of finish. The Majestic scale, No. 40, possesses glass platform, locking poises,



Canadian National Exhibition—Exhibit of The Anglo-Canadian Supply Co.

It's to every Grocer's Interest to buy goods that sell.

That's why

ROWAT'S POPULAR PICKLES

are found on all good grocers' shelves.

Look up your Fall order and place it now.

SNOWDON, FORBES & CO., Montreal. F. H. TIPPET, St. John, N.B. F. K. WARREN, Halifax, N.S. C. E. JARVIS & CO., Vancouver, B.C.

BORDEN'S

"Peerless" Brand Evaporated Cream

is simply PURE MILK condensed to the consistency of cream, thoroughly sterilized and preservation insured without any antiseptic or addition of cane sugar, THEREFORE where it is deemed advisable to sell an UNSWEETENED Condensed Milk, Borden's **"PEERLESS"** brand will be found unequalled.

GROCERS,—The use of Condensed Cream and Evaporated Cream is becoming larger every day. **BORDEN'S** are always safe and profitable.

SELLING AGENTS IN CANADA

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO Victoria and Vancouver, B.C.

Your Own Brand

will attract attention. Your progressiveness will be commended. You will be pushing your own business and not advertising that of someone else—then, too, you will make a larger profit on it than on any proprietary brand.

We are making a specialty of packing Baking Powder under grocers' own brands. We will be glad to send you samples of labels and any other information on the subject you may wish. Write us about it.

THE ROBERT GREIG CO., Limited, TORONTO.

and full jewel Siberian agate bearings on patent ball bearing swivel base.

The company's provision and butchers' scale has had a phenomenal sale on account of the accuracy and quickness with which it may be used. At the present time it is being extensively used in many of the largest Canadian stores, the total output being 150,000. The Templeton Cheese Knife is for retailing cheese and is so adjusted that a merchant may take a 60-lb. cheese and divide it into 60 one-pound cuts or fractions thereof as may be desired.

The company will be pleased to mail their fine new catalogue to any merchant interested in the money-weight system.

RETURNED
NOV 8 1904
Cut Book 26
Page 63
Thurs.

Canadian National Exhibition—Exhibit of The Computing Scale Co.

Carling Brewing Co.

The Carling Brewing Co., of London, had, as usual, a splendid exhibit of the products which have given this firm a great reputation throughout the Dominion. Their exhibit occupied a prominent corner in the Manufacturers Building, and attracted considerable attention. The various brands manufactured by the company, including amber ale, export ale, lager, porter and half-in-half, were displayed under an enormous glass case, within which was the office of the firm's representative. Mr. Mace, manager of the Toronto office, looked after the exhibit.

This company takes great care that nothing of a deleterious nature enters its products. Its goods have attained great popularity in Canada, and a large demand for them is coming in from other countries.

Canadian National Exhibition—Exhibit of Carling's Ale.

Alonzo W. Spooner.

The exhibit of Alonzo W. Spooner, Port Hope, in the centre aisle of the Manufacturers Building, is proving a great attraction to hardware and machinery men as well as to grocers and general merchants. The principal lines exhibited by Mr. Spooner are a powdered deodorized and disinfectant known as "Phenyle" and "Copperine," a non-friction, non-fibrous box metal.

In conversation with The Grocer Mr. Spooner, who is in charge of the exhibit, said that "Copperine" is being extensively used in some of the largest agricultural, milling and mining machines, pumps, dynamos on the North American Continent. Mr. Spooner has been selling "Phenyle" for ten years and is justly proud of the comparatively large market supplied by him with this disinfectant.

FLOUR FOR ST. JOHN, N.B.

Mr. David Russel, of Montreal, has donated 1,000 barrels of flour, for distribution among the needy of the city of St. John, N.B. Mr. John Russel, jr., of the Canadian Drug Co, a brother of the donor, looked after the distribution. The flour was sent in barrels and halves, in order that the gifts might benefit as many people as possible. Up to a week ago the various churches sent in the names of 800 persons to share in the distribution.

IVORINE
Cold Water
STARCH

is a firm favorite wherever known. It is the best starch made for Collars, Cuffs, Shirts, Skirts and Blouses

St. Lawrence Starch Co.
LIMITED.
Makers - Port Credit, Ont.

Indian Chutney—Quarts and Pints.
Guava Jellies and Curry Powders
—Choicest East Indian Brands.
Sauces (Chutney)—in Pints.
Olive Oil—Finest Italian in 1-gallon Tins.
Shelled Almonds—Martin Freres—very choice.

Cocoanut "White Dove" Brand

—This brand is superior to any offered, and is sold by the leading jobbers in Quebec and the East. They are convinced of its superior quality.

Drop a post card to me for prices.

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

Forest City Catsup

The Original Home-made with Natural Flavor.

Forest City Catsup is the original home-made catsup and has the same appetizing, natural flavor found in catsup made by the housewife.

Our catsup is made from only choice, ripe, home-grown, hand-picked and hand-wiped tomatoes, the very best quality of English malt vinegar and specially selected combination spices.

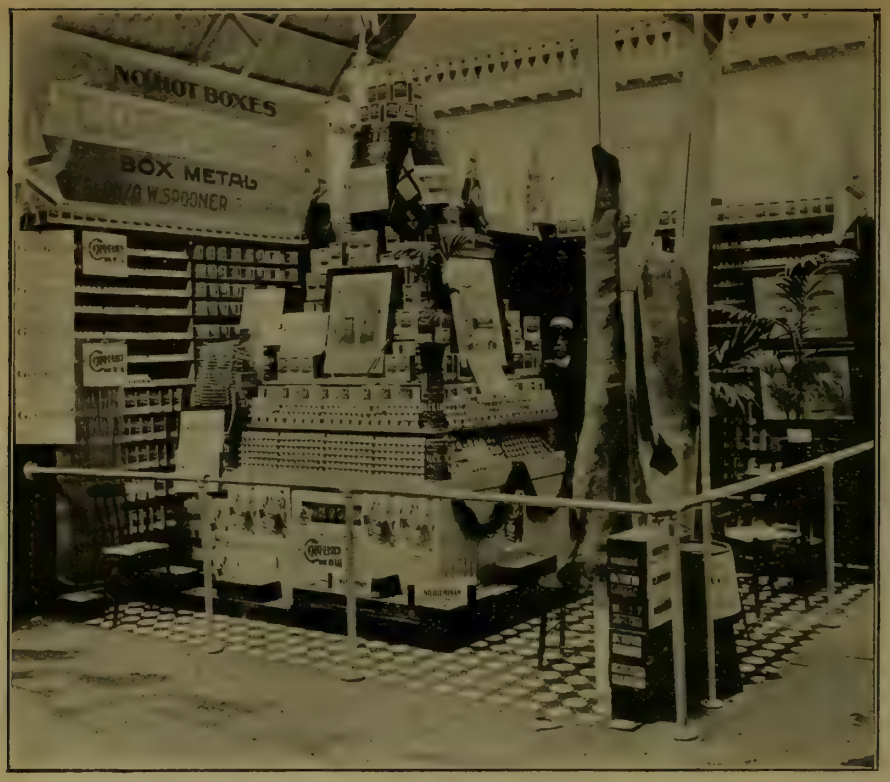
We do not use apple pulp, turnip pulp or the offal of canning factories, all of which are used in common and cheap brands of catsup.

Put up in attractively labeled bottles and jugs, holding from one pint to five gallons.

If you want to handle Forest City Catsup throughout the coming season, get your orders booked early. The tomato crop is not heavy and there may be a shortage.

GORMAN, ECKERT & CO.
LIMITED,
LONDON, CANADA.

Manufacturers of High-grade Spices, Baking Powder, Extracts. Importers and Roasters of Coffee.



Canadian National Exhibition—Exhibit of Alonzo W. Spooner.

TORONTO RETAIL GROCERS MEET.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, September 12, in the rooms of the association, St. George's Hall.

Mr. J. S. Bond, the representative of the association on the Canadian National Exhibition board, gave an interesting account of the Fair. He stated that the profits were considerably in excess of last year, and that Quebec Province had taken every prize in butter this season.

The profits of the July excursion to Niagara Falls and Buffalo were declared to be $292.

Mr. J. K. Nettlefield, the secretary, announced that he had decided to resign that position.

The principal topic of discussion was the treatment recently meted out to a number of members of the association, as well as to a large percentage of the retail grocery trade of Toronto, by a firm selling wooden butter buckets. The selling agent represented that the maximum cost of the buckets would be 12c per lb., whereas when the orders were delivered the cost was found to be 19c. This has caused general dissatisfaction among the grocers, a number of whom have refused to accept their orders. The general feeling of the association was that some definite measures should be taken, and accordingly the secretary was authorized to send a letter of protest to the firm in question on the ground that their salesagent had been guilty of misrepresentation, and requesting an immediate settlement, in the failure of which it would be necessary to make a test case in the courts.

A resolution was passed condemning the newly introduced premium exchange system, which it is claimed is only another form of trading stamps. The "modus operandi" in outline, as described by one of the members, is for grocers, dry goods men, butchers, etc., handling premiums, to pay $10 for the privilege of membership in a joint stock concern which manipulates the premium exchange system. On a motion of Messrs. Panter and Clark, a committee was appointed to co-operate with the Retail Merchants' Association in an endeavor to stamp out the system. The general feeling was that no legitimate business could stand a 5 per cent. rake off.

A motion was passed condemning also the system of exchange by coupons as prostituting legitimate business, and a letter to this effect was ordered to be forwarded to the manufacturers.

J. B. Vanier & Frere, dealers in groceries and liquors, Montreal, have sold to Telesphore and Arthur Vanier, who continue under the same style.

Canadian National Exhibition—Exhibit of Quaker Oats.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

ELITE

The best of its kind.

DIAMOND

No better anywhere for the money.

Both made in Canada.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,

OTTAWA, ——— CANADA.

You think you live too far away from Stratford

to make it worth while ordering

Perfection Cream Sodas

even though you are persuaded that they are desirable.

We ship to any town or village in Canada.

SO SEND ON YOUR ORDER.
3-LB. TINS OR CARDS.

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

TRADE INQUIRIES.

THE following inquiries concerning Canadian trade have been received by the High Commissioner for Canada at London, Eng.:

132. Inquiry has been made for names of Canadian butter makers prepared to supply boxes about 14 lb. weight.

134. A Berlin firm of agents and general merchants desire to be placed in touch with Canadian exporters requiring such representation in Germany as they can offer.

137. A Copenhagen firm with good business experience desires to correspond with Canadian exporters who may be seeking a market in Denmark for any goods except provisions.

The following inquiries in regard to Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

9. An Irish firm has written to the Department asking for the names of some prominent Canadian firms desirous of securing an agency in Ireland for the following commodities: Flour, oats and oatmeal, cheese, bacon, beef and lard.

10. A French firm interested in the export of pumice stone, black lead, glue and gelatine desires to be placed in touch with a reliable agent in Canada.

13. A French firm exporting teas and coffees wishes a good agent to introduce chiefly the French "Annam Teas" in the Canadian market.

15. Wine, cognac (brandies) and liquor merchants in France ask for good representatives in Canada.

17. Manufacturers of chemical products in France ask for agents in the market of Canada.

18. A French firm of artistic chinaware and crockery, wishing to establish a manufacture of such goods in the Province of Quebec, is anxious to get information about such a scheme, and wishes to know what would be the best place in the province to be chosen for that purpose.

[The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce. Persons desiring the same will be careful to quote the office under which the inquiry appears and the number.]

PERSONAL MENTION.

Mr. W. A. Warren, of Warren Bros. & Co., Toronto, was in Sault Ste. Marie from September 8 to 12.

Mr. J. T. Madden, of the Wm. Ryan Co., Toronto, is taking a ten days' automobile trip through New York State.

Mr. W. H. Millman, Toronto, is attending the Western Fair in London this week, and will sit in judgment upon the saddle and thoroughbred horses.

Mr. E. S. Parnell, of New Westminster, B. C., is on a visit to Eastern Canada. Mr. Parnell is a commercial and grocery broker, and during his visit to the east is making arrangements to represent additional firms in this part of the country.

Mr. Frank MacMonnies, of Von Bremen, MacMonnies & Co., 105 Hudson street, New York, is a visitor to the Montreal grocery and jobbing trade this week. His firm import grocers' specialties, handling the finest French, Italian, German, Belgian, etc., goods. Mr. MacMonnies was introduced to the trade by Mr. W. H. Dunn, of Montreal.

Mr. W. J. Wilson, eastern representative of S. H. & A. S. Ewing, Montreal, who is spending his holidays in Western Ontario, paid the Toronto offices of The Grocer a friendly call this week. Mr. Wilson's territory covers Nova Scotia and the Maritime Provinces, and during the last two years he has had the pleasure of opening up 16 or 18 new towns.

Mr. Geo. B. Lockhart, general manager Charlottetown Condensed Milk Co., Charlottetown, P. E. I., was a visitor to the Montreal trade this week. Mr. Lockhart's push and personality are well-known to the grocery trade from the Atlantic to the Pacific. Mesrrs. Rose & Laflamme are agents in Montreal for the products of the Charlottetown Condensed Milk Co., and Mr. Lockhart made his headquarters with this firm.

Mr. Gilbert S. Troop, managing director of Black Bros. & Co., Halifax, made a short visit to Montreal last week. The Grocer had a pleasant interview with Mr. Troop, and learned more about fish and the fishing industry in half an hour than could be learned in a month's reading. Mr. Troop, being largely interested in fish as a commercial proposition, is fully conversant with details and information not usually given publicity. The Grocer will in a later issue endeavor to reproduce for the benefit of its readers the most interesting features of the interview.

TRINIDAL COCOA EXPORTS.

The following comparative figures, submitted by Gordon, Grant & Co., Port-of-Spain, Trinidad, represent the exports of cocoa from October 1 to August 25 during the last four years:

Crop.	England. Bags.	France. Bags.	America. Bags.	Total
1900-1901....	55,105	31,272	47,184	133,561
1901-1902....	64,300	57,848	42,572	164,720
1902-1903....	68,420	50,317	73 725	192,462
1903 1904....	72,965	64,131	77,416	214,512

Cowan's Cocoas, Chocolates, Cream Bars, Wafers, Milk Chocolate, etc.

are sold by all grocers and are guaranteed absolutely pure goods.

The Cowan Co., Limited, Toronto

"Irresistibly Delicious!"

PETER'S THE ORIGINAL MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

THE DEMAND

For **Fruits, Nuts, etc.,** during the period of **Fall Fairs** is certain to be much heavier than in former years. We carry a full line in all foreign fruits and our large daily receipts of **Domestic** products will enable us to fill all orders to your entire satisfaction.

McWILLIAM
Mc. AND E.
EVERIST

Phone Main 645.
TORONTO, CANADA.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Growth of the Banana Trade.

THE consumption of bananas is increasing everywhere as well as the cultivation of this fruit. Even the poorest classes are now able to buy this nourishing and wholesome fruit. From the west coast of Africa it is learned through the French National Agricultural Society that the cultivation of bananas has arrived at important proportions. As many as two and one half million bunches were recently imported into Europe, and there is every probability that this consignment will be duplicated and increased. Thus it is likely that the markets generally will be well supplied with bananas. It is no doubt generally known that most of the bananas consumed in Europe come from the Canary Islands, and so profitable has the cultivation of them proven, that they are now cultivated from the Senegal to the Congo.

It is a noteworthy fact that the largest fruit companies in the United States have decided to adopt the method of selling bananas by weight instead of by the bunch. The reason given for this action is that there was so much variety in the size of the bunches and so much loss and complication that fair dealing has become practically impossible. Some of the large Canadian fruit men say that this method will become general in the Dominion before very long.

Manitoba Prefers B. C. Fruit.

AN interesting and attractive feature of the Winnipeg and Brandon exhibitions this year was the show of fruit made by the Fruit-growers' Association of British Columbia. The object of this display was to bring to the attention of Manitoba people generally the fact that British Columbia is capable of supplying the fruit market of the wheat province, and that the quality of the goods she offers is at least equal to those that can be obtained elsewhere.

Heretofore a very large percentage of the fruit consumed in Manitoba has been obtained from the Pacific states of the Union. The American railway companies have encouraged their fruit-growers to capture the market of Manitoba, by giving them a freight rate enabling them to compete with British Columbia growers, and a rapid service, much superior to that within reach of Western Canadians.

Largely for these reasons British Columbia fruit has not commanded the Manitoba market as it should, and although the B. C. fruit-grower can rejoice in the possession of the Alberta market, he has been inclined to believe that the prospect for controlling the entire market west of Port Arthur was very slim.

Of late, however, the tide has turned. It is now generally agreed that the Manitoba fruit market is for the British Columbia grower. Although the repeated promise of the C.P.R. that a faster service from the coast to Winnipeg would be given for fruit as soon as there was sufficient quantity being shipped to justify it has not been fulfilled to the letter, even that mighty corporation cannot much longer fail to encourage this branch of inter-provincial trade. Manitobans are Canadians, and will give preference to grown-in-Canada fruit.

England Wants Canadian Fruit, Etc.

IN his latest report to the Department of Trade and Commerce, Ottawa, P. B. MacNamara, commercial agent in Manchester, Eng., says the market for canned goods in England is one keenly exploited by United States and other countries doing an export trade. Canadian canned goods are looked on with much favor in this city, the varieties that command the greatest sale being apples, pears, peaches and tomatoes.

TOMATOES.

In the matter of tomatoes it is said the Italian canning is fast finding favor, and that it is supplanting the American. It is not difficult to trace the decadence of trade, usually depending on neglect by employes in preparing and putting up the goods. Canadian canned tomatoes have been all that could be desired and it should be the constant aim of every one connected with the trade to keep up the reputation for quality already established.

APPLES.

There is a great and growing demand for canned apples in one gallon tins, six tins to a case, and a high price can be obtained for them from reliable Canadian canners. United States canners controlled these goods for some time, but they are encountering vigorous opposition of late, while Canadian apples in tins are held in very high esteem by the great consuming public of the Manchester district, and a larger market is

dawning therefor, which can be retained if quality is kept up to standard.

PEARS AND PEACHES.

There is a greater demand for pears than for peaches in the Manchester market, the chief source of supply being California and the Eastern States. California fruit commands a higher price than any other. Canadian Bartlett pear is unsurpassed for flavor and succulence, and should, if canned, bring as high a price as the best Californian.

Instructive Fruit Display.

One of the most instructive exhibits at the Canadian National Exhibition was that of the experimental fruit stations, operated under the direction of the Ontario Department of Agriculture.

In a province so extensive as Ontario, having such a wide range of climatic conditions and such great variety of soil, one of the chief difficulties with which the agriculturist has to contend is the selection of varieties of fruit suitable to his particular locality.

This work of experiment and selection has very properly been taken up by the Government, as representing the whole community. The exhibit of the Ontario Department of Agriculture is ample demonstration of the effectiveness of its work in discarding unprofitable, and introducing varieties of fruit suitable, for various localities, thereby enlarging the farmer's opportunities, increasing the productiveness of his farm and encouraging the development of fruit culture.

What Apple Barrels Cost.

The following facts published in regard to the cost of apple barrels are of interest to Canadian fruit growers and exporters :

(1) Apple barrels are costing 45 cents at the cooper shop.

(2) Similar barrels are costing the farmers and fruit growers of New York State 35 cents, delivered.

(3) A considerable portion of the stock from which these latter are made comes from Canada, and pays duty, besides.

This year barrels are from 10 to 15 cents cheaper than they were last season. Some years ago apple barrels cost about 25 cents, but three good crop years and large exports created such a demand that the price of barrels advanced, the top figures being reached last season. Then the bulk of the apple barrels sold at 50 cents each, although considerable quantities were purchased at 60 cents and some as high as 75 cents. This year from 40 to 45 cents have been asked for apple barrels.

In view of the lighter exports anticipated this year some dealers expect that the price of barrels will yet go lower.

FISH and OYSTERS

The season is at hand when fish can be profitably handled. We are handling a variety of lines of merit.

Finnan Haddie—Fresh Daily by Express.

AGENTS for Black Bros. & Co.'s Halifax Codfish (whose advertisement appears elsewhere).

Long Island Native Oysters— The Most Profitable and Satisfactory Line on the Market.

WHITE & CO., 64 Front St. E., TORONTO

'PHONE MAIN 4106, PRIVATE EXCHANGE.

W. B. STRINGER.
J. J. McCABE.

Best of the Best

PHONE, OFFICE, MAIN 520

The Dealer that orders through us gets the Best Fruit from the Best lines on this market. Let us select your Fruit and it will be an easy matter for you to supply the Fancy Trade of your town.

Authentic Apple Reports issued weekly. If you are a shipper you had better have one—write.

61 Front E., Toronto **W. B. STRINGER & CO.,** Agents Fruit Brokers

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Western Apple Buyers:

Don't buy ordinary pack

When you can get apples of even quality, packed according to government regulations by men accustomed to pack for European markets. Send for quotations.

EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

Guaranteed to Give Satisfaction.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Fruit Notes.

Considerable interest is being taken in a scheme for raising cranberries on the muskeg and marshlands of the Northwest Territories, to be carried out by a number of United States farmers and capitalists.

SPECIAL NOTICE to the TRADE.

IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call their attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole, we have every reason to believe it is the finest in quality that we have ever packed.

Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.

FLOUR AND CEREAL FOODS

The Grain Situation.

REPORTS from Manitoba and the Territories show that from 60 to 70 per cent. of the wheat crop is now in stock. The estimated average yield is about twenty bushels per acre, while in the Brandon District the yield will average as high as twenty-one bushels per acre. On the whole there appears to be very slight damage from rust, except in South Manitoba, and none as yet from frost, except in the extreme north, notwithstanding the herculean endeavors of certain speculators to kill the crop.

According to the Ogilvie Milling Co., the western wheat yield will be fift8-eight to sixty million bushels. Nothing from now out can happen to prevent the crop exceeding that of last year, and if the present high price is maintained the amount of money pouring into Manitoba and the Northwest Territories during the next few months will be enormous, as more money will be paid for the 1904 crop than for any other crop in the history of the country.

T. W. Knappen, secretary of the Western Canada Immigration Association, has submitted the following comparative estimate of the 1904 wheat crop in the great west, as the result of a thorough personal inspection just completed.

Manitoba—Acres, 2,380,000; bushels, 33,950,000; average per acre, 14.36.

N. W. T.—Acres, 1,030,000; bushels, 16,480,000; average per acre, 16.01.

Total acres, 3,410,000; bushels, 50,-430,000; average per acre, 14.77.

Value 1904 crop, 50,000,000 bushels at 85c, $42,500,000.

Value 1903 crop, 53,000,000 bushels at 60c, $31,800,000.

Increased value 1904 crop, $10,700,000.

Among the latest sections in the west are Manitou, Pilot Mound, Minnedosa, Minto, Moosomin, and Indian Head, in all of which the crop is exceptionally heavy and practically undamaged by rust.

If the estimates of the best informed authorities are correct, the wheat harvest of the United States has met with one of the worst disasters ever experienced in the crop history of that country. The estimates range from 490,-000,000 bushels to 550,000,000 bushels, the latter being the estimate of Cincinnati Prices Current; but the general disposition is to accept the lower estimates.

If these are right the wheat harvest of the United States will leave for export the smallest absolute amount for twenty years, and the smallest amount relative to total production in thirty years. The average yield of the past half dozen years has been 611,000,000 bushels. The banner crop of 1901 was 748,500,000 bushels. During the past twenty-five years there have been only two or three crops which are at all comparable with the present as respects a short wheat crop. The first was 1893, when the crop amounted to 396,000,000 bushels, compared with 516,000,000 in the previous year, 611,780,000 in 1891, and an average for the period of about 490,000,000. The second was 1885, when the harvest fell to 357,112,000 bushels from an average for the period of about 450,000,000 bushels. But in neither of these cases was the shortage so great relative to the needs of the home market as in the present instance. From the crop of 1885 some 94,000,000 bushels were exported; and from that of 1893 over 164,000,000 bushels were exported. It is doubtful if much over 50,000,000 bushels from the present crop will be exported.

Not since wheat became a large feature of the export trade of the United States has that country been brought so near to a wheat production which barely suffices for home consumption.

VISIBLE SUPPLY IN CANADA AND UNITED STATES.

The visible supply of grain in Canada and the United States is as follows :

	Sept. 12. 1904.	Sept. 14. 1903.	Sept. 13. 1902.
Wheat	13 115,000	14,176,000	22,056,000
Corn	2,701,000	16 925,000	2,274,000
Oats	11,834,000	7,422,000	4 214 000
Rye	1,194,000	709,000	4,587,000
Barley	1 179,000	1,532,000	323 000

During the week the visible supply of wheat in Canada and the United States increased 301,000 bushels; corn increased 714,000 bushels, and oats increased 2,328,000 bushels. A year ago wheat increased 826,000 bushels, corn 478,000 bushels, and oats decreased 240,000 bushels.

GRAIN ON PASSAGE.

	Wheat & Flour. Bush.	Corn. Bush.
To the U. K.	23,440,000	9,520,000
To the Continent	13,600,000	6,880,000
Total	37,040.000	16,400,000
Last week	40,280,000	19,055,000
This week last year	26,800,000	18,720,000

WORLD'S WHEAT SHIPMENTS.

The world's wheat shipments for the week, with comparisons, follow :

	Sept. 12. 1904.	Sept. 5. 1904.	Sept. 14. 1903
Canada and U. S	1,995,621	1,703,000	3,145,000
Russia	4,225,000	3,672,000	3,656,000
Danube	1,263 000	768,000	.....
India	1,672,000	1,344,000	1 024,000
Argentina	1,103,000	1,616,000	1,336,000
Australia	344,000	720,000	.....
Totals	10,620,621	9,825 000	9,061,000

Ice Breakers and the Export Trade.

GREAT interest is being taken in Montreal in a certain phase of the export grain trade, because in November next a specially made ice breaker is to be tested in the St. Lawrence for the first time. The breaker is now in the course of construction by Fleming & Ferguson, an English firm, who are to deliver it when notified. The Government's intention is to try to break up the ice which forms in great thickness in the river just above Quebec. Thus it is believed that navigation can be kept open at least five or six and maybe seven weeks later than heretofore. At the same time it is expected that navigation can be opened two or three weeks earlier in the Spring.

Last year, for instance, the port of Montreal handled tonnage from the ocean amounting to 1,400,000 tons, or an average of 200,000 tons per month. In the Autumn months the average increases very notably owing to the call upon shipping for new Canadian and American grains seeking a market. It would be a great thing for the port of Montreal if another four or five weeks of navigation could be obtained, since it would mean at least an increase in tonnage of 250,000 tons in ocean shipping, dependent entirely upon insurance rates. This would cut into the Boston and Portland trade, which depend largely upon the closing of navigation in Montreal. From statistics of grain shipments last year Montreal stood third in the list of American ports for grain exports. It would appear an easy

IT IS GOOD FOR THE GROCER

When we began putting in every 15-cent package of Orange Meat a premium coupon, we really had no idea that the collection of coupons would be pursued with such zest by such a large number of people.

To-day, from Atlantic to Pacific

Orange Meat
The Premium Food

THE DEMAND FOR ORANGE MEAT

— the honey-flavored cereal food—is growing. Grocers in every section of Canada have gladly taken up its sale in response to public demand. And they are selling more Orange Meat to-day than they are any other package breakfast food on the market.

Single cases, 36 packages, $4.50.
5-10 case lots, freight paid, $4.40.

ORDER FROM YOUR WHOLESALER.

THE FRONTENAC CEREAL CO., Limited
43 Scott St., Toronto.

matter for Montreal to lead the continent in grain shipping provided another month of ocean navigation were available.

A Novel Scheme.

AN interesting venture, by which United States manufacturers and commercial houses will be able to introduce their goods into Oriental markets, is to be carried out by the North-Western Commercial Company, of Seattle, Wash. The company intends to inaugurate a "floating industrial exhibition." The S.S. Victoria, a large vessel of modern type, was recently purchased by the company, and the lower decks arranged in a convenient manner for exhibition purposes. The ship will accommodate 125 representatives of commercial houses, and space will be rented to exhibitors on the lower decks, which will be decorated and brilliantly lighted by electricity.

The vessel is only for exhibitors and their exhibits, and under no circumstances will any other passengers or cargo be accepted. The Victoria will sail from Seattle on November 15, and will visit Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong, Manila, Singapore, Colombo, Mauritius, Delagoa Bay, Cape Town, Adelaide, Melbourne, Sydney, Honolulu, also Port Arthur and Vladivostok, if war conditions permit. At each of these places the general public will be admitted to the ship from 8 a.m. to 11 p.m. The arrival of the ship will be extensively advertised beforehand.

To Interview Manitoba Grain Men.

On Monday, September 12, Mr. D. Plewes, of Toronto, one of the leading grain and flour exporters of Canada, left for Winnipeg and the West. Mr. Plewes' Western trip is for the purpose of sizing up the grain situation and making arrangements with the grain growers of Manitoba and the Territories for export shipments of wheat. In former years there has always been considerable surplus grain in Eastern Canada; this year, however, shippers will have to draw entirely from the West.

Mr. Plewes will spend a fortnight in Winnipeg and will afterwards visit Brandon, Portage la Prairie and other grain centres, which will afford him an opportunity of coming into personal touch with representative grain men of the West.

Flour as Medicine.

Japanese papers just now are full of comments on a theory current among the medical profession to the effect that a certain malignant disease prevalent in Japan is caused by the continuous and too exclusive use of fish and rice as food.

Foreign flour interests have already begun to speculate as to the possibilities of the Japanese market if the rice and fish diet of the people, even to the extent of 50 per cent. of its present quantity and value, were to be displaced by Manitoba No. 1 hard and concomitant brands. It is being remarked that the application of this remedy, however, will depend upon how far flour can be made to take the place pound for pound and dollar for dollar in food value of rice and fish.

Trade Conditions in Trinidad.

Latest mail advices from Port-of-Spain, Trinidad, dated August 25, 1904, say a sharp advance in cable quotations has brought about a better inquiry for flour of all grades, although no great improvement on previous quotations has thus far been established. Stocks are moderate, and a steady increase in values may be looked for from now on. American corn is scarce, and both oats and oil meal are gradually improving in value.

Cereal Notes.

W. Thompson & Son, millers, London, are erecting a large grain storage warehouse in the rear of their Talbot street premises.

The Royal Grain Co., members of the Winnipeg Grain and Produce Exchange, have opened a grain and commission business.

Mr. W. B. Mack, miller, Cornwall, Ont., has been appointed sheriff of the united counties of Dundas, Stormont and Glengarry.

A movement is on foot for the formation of a new grain exchange in Winnipeg to be entirely independent of the Winnipeg Grain Exchange.

The Sylvester Feed Co., Victoria, B. C., have installed one of the largest rolled oat machines on the Pacific Coast, its capacity being one ton in thirty minutes.

The Mandeville & King Co., of Rochester, who for the past two years have owned The Cleveland Seed Co., have sold their real estate at Picton, Ont., and Cape Vincent, N.Y., including capital stock and seed in growers' hands, to Rochester interests.

One of the largest cargoes of flour ever carried from America to Asia was via the steamship Oanfa, which sailed from Tacoma, Washington, last week. The cargo included 344,000 sacks of flour amounting to 86,000 barrels, the whole consigned to the Orient.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Shredded Wheat
...AND...
TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2 75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

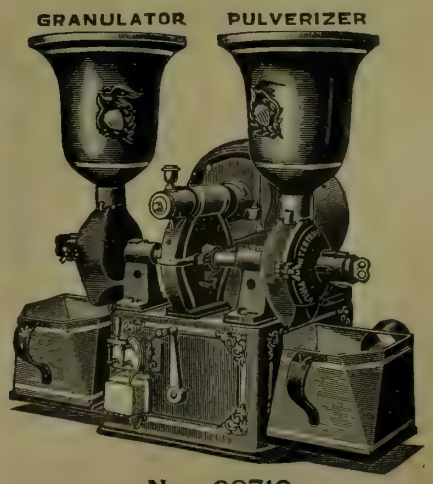
Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



No. 08712
Height 51 inches *Width 32 inches*
Length 25 inches *Weight 320 pounds*
PRICE ON APPLICATION
Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cuban Tobacco.

MR. LEONARD SISMAN, of Havana, Cuba, contributes the following special article to the Western Tobacco Journal on tobacco culture in Cuba

This plant, whose rich leaf as produced on Cuban soil, is reputed to be the best in the world, occupies the second place in Cuban agriculture. Although it is not cultivated as extensively as cane, it serves as the basis for two important industries; one of which is the agriculturist, who prepares and packs the weed for export, and the other is the manufacturing of the millions of cigars and cigarettes consumed in the country or exported, giving employment to skilled workmen and contributing to the welfare of the laboring classes in Havana.

For the cultivation of tobacco a loose, rich, sandy soil is required. That which serves the best purpose is in the Province of Pinar del Rio, on the southern side of the range of hills that form the vertebrae of the province. Here is grown that of the greatest value, for which high prices are paid by the consumers in the United States. Also to the western end, from the city of Pinar del Rio to the Remates de Guane. In the small valleys among the hills the leaf is even more aromatic, that of Santa Isabel, Cabezas, Sumidero, Caliente and Luis Lazo being preferred. The leaf from these parts is not perhaps so fine as that grown around San Juan and San Luis, but has a good reputation among the Cuban tobacco buyers.

The fragrant weed is also grown in the Province of Santa Clara and Santiago de Cuba, but the prices paid per quintal (101 pounds), is much less than that of the Vuelta Abajo.

Notwithstanding its well earned fame the Cuban product can not reach the development it should, as all countries consider tobacco an assessable article and burden it with high import duties, which in some cases become almost prohibitory.

The recent reciprocity treaty between the United States and Cuba will no doubt be of great benefit to the Cuban planters and be appreciated by both sides; then the increase will necessarily follow.

A great deal of tobacco is grown under cover; the product being a very fine wrapper, perhaps not as aromatic as that grown in the open, but a dangerous opponent of the Sumatra wrapper, which is to-day preferred by numerous consumers.

An extract from the Cuban Government report by the Secretary of Agriculture as to the cost of preparing soil, its fertilization, value of seedlings, planting and distribution of fertilizers, care of plant, rent and general expenses, the cost per cabelleria (cabelleria equals 33 1-3 acres) from the time it is plowed up until the crop is gathered, varies considerably, due to many causes, but taking as an average the cost in the Province of Pinar del Rio would be per cabelleria (33 1-3 acres) $7,940. The yield of a cabelleria consisting of an average of 211 bales, at $50 per bale, 54 arrobas (twenty-five pounds) of seed at $4 per arroba (one arroba equals twenty-five pounds), and 12 cart loads of stems at $1, would make the receipts about $10,778, leaving a balance as profit of $2,838 per caballeria, or about $260 an acre.

Althought these figures are official, the average is much higher. For example a certain (Vega) plantation of three caballerias (near San Juan y Martinez) produced 40,000 poles of tobacco one year, worth at least $50,000, and taking official figures of cost of production of $7,940 per caballeria, left a profit of $8,726 per caballeria, a good general average for a good crop. The above plantation is one of the finest in the province.

The benefit derived from covering the tobacco with cheese cloth is to protect from and temper the sun's rays, to moderate the force of the wind and its action upon the leaves, keeping the earth moist, and above all to protect the plants from insects, which are oftentimes a pest to the planter. With the cheese cloth the insects are unable to deposit their larvae upon the leaves. The results obtained up to this time with this system of cultivation have been satisfactory, as according to the data furnished to the Department of Agriculture by the Provincial Board of Pinar del Rio, 212 hectares (one hectare equals

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Payne's Standing Offer to Canadian Grocers

1,000 Cigars, assorted as desired, sent express prepaid, on usual terms. Unsold stock bought back at the end of three months, at invoice price.

This offer has made us many a customer, and has made many a customer a tidy sum of money each year.

And this offer is made you, and you can begin, right off, to make a nice "pot boiler" monthly. The way to do it is to send us an order.

It is well to specify **Pebble** for a 5-center, and **Pharaoh** for a 10-center.

J. BRUCE PAYNE, Limited, Mfrs., Granby, Que.

T & B

IN HIS YOUTH

he knew **T. & B.** Smoking Tobacco and he never knew it to be anything but the very best tobacco obtainable.

This is why every grocer should keep well stocked with **T. & B.**

10-CENT SIZE IS MOST POPULAR.

Geo. E. Tuckett & Son Co., Limited
HAMILTON, ONT.

2,471 acres), in which 6,776,000 seedlings were planted gave trees, according as they budded or not, varying in height from 1.78 to 2.10 metres (about six feet), with fourteen to eighteen leaves to each plant, with a yield of 14 per cent. for filler for trees weighing 40 pounds and 60 per cent. of first-class leaf for wrappers, and the balance includes stems, stalks, etc. The average total cost per hectare (2,741 acres) in the Province was $736.44.

Again two well known and experienced tobacco planters of Pinar del Rio state that tobacco grown under cover will yield to the cabelleria 330 bales, instead of 150 by the ordinary method, producing leaves from 28 to 30 inches long by 14 to 16 inches wide in the proportion of 7 per cent. of the plant, but this may be because some planters have been planting two crops per annum under cover. The total number of plants laid out for the crop of 1902 and 1903 in all the island was about 1,260,628,800, which yielded approximately 399,020 bales, weighing 563,654 quintals, one quintal is equivalent to 46 kilograms (101 pounds) at an average price of $21.70 a bale and $15.70 per quintal.

Cigarette Factory in Corea.

The habit of cigarette smoking is growing in those countries which formerly used little or no tobacco, and also in those countries where the pipe was the usual method. Corea is a recent sample of this fact. A new enterprise has been started there, for the manufacture of cigarettes, in the city of Chemulpo, called the Chemulpo Cigarette and Tobacco Company. At first this company had in operation six cigarette making machines, but since the capacity has been doubled.

Three qualities of cigarettes are produced, the first made entirely of American to-

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

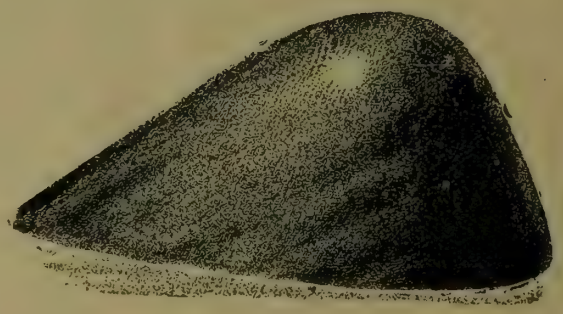
SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



A Little Mountain

of extra profits is made each year by the Canadian retail grocery trade through selling

McALPIN'S TOBACCOS

How much of the mountain do you own?

McAlpin Consumers' Tobacco Co, Limited, Toronto.

hacco, the second of a mixture of American and Corean tobacco, and the third entirely of native tobacco.

Cigarette smoking in Corea is replacing the pipe. Importations of cigarettes from Japan have not been able to meet the demand and the enterprise mentioned above has resulted. The activities will be extended to China and other Oriental countries as rapidly as possible.

Cheap Cigarettes.

THERE is great possibility of an interesting rate cutting war in the Dominion tobacco trade, says The Winnipeg Telegram, which will for the time being benefit the consumer, if no one else.

The American Tobacco Co. has been doing business in Canada for about 12 years, and until recently has had things pretty well its own way. Of late years, however, Canadian manufacturers of cigarettes have managed to make considerable headway in spite of the field being so much in the hands of the combine, and the result, according to certain dealers, is that the combine started on a policy of killing Canadian trade. It is alleged that the combine differentiates between the dealers, calling some of them consignees. To such consignees it offered special privileges, and in addition agreed to take any unsalable goods off their hands at cost. The consignees, on the other hand, had to agree not to handle the goods of other cigarette manufacturers unless obtained through the Trust.

Certain Winnipeg firms have complained again and again of the treatment meted out to independent concerns, and welcome accordingly the recent action of the Dominion Government in enforcing the law which practically nullifies the consignees' agreements and restores to every Canadian dealer full liberty of action to deal in his own or any other market without asking permission of the Trust.

It is surmised that the Trust may find a new means of carrying out its aims, i.e., rate-cutting. The Trust may decide to sell its goods at cost or even at a loss in order to force smaller manufacturers to come to terms. The outcome will be awaited with interest by the trade.

On September 8, Ottawa tobacconists received the following letter from the American Tobacco Co:

"Dear Sirs,—Recent legislation and the action of the government based upon it, make it necessary to cancel our contract with you relating to the sale of cigarettes and you are notified that this cancelation will take effect from this date. We hope that the withdrawal of this contract, which has been satisfactory to the trade and under which you have had a fair and reasonable profit on the sale of our goods will not prevent your making a satisfactory profit in the future.

"Our cigarettes will no longer be shipped on consignment, but will until further notice be sold to you, should you desire to obtain them, at the prices now prevailing; terms, 2 per cent. discount for payment within 30 days, freight prepaid.

"We offer you a rebate of 8 per cent. on cigarettes billed by us to you on the following terms: The rebate will only be paid providing we are satisfied that you have not sold any of our cigarettes at less than the retail prices as shown on our current selling price lists, as fixed from time to time. Dealers who sell at less than the list prices will not be allowed any rebate. We will remit you all rebates earned in respect of cigarettes purchased during any month, at the end of the next following month.

"Thanking you for your support in the past, and trusting for a continuance of the present cordial relations, we remain, yours very truly, The American Tobacco Co. of Canada."

This means that retail tobacconists hereafter will pay the same price for American Tobacco Co.'s cigarettes as before contracts were signed, and this decision also places them, so far as competition is concerned, on an equal footing with other companies.

Worthless Tobacco Destroyed.

A firm of customs brokers at Victoria, B.C., have destroyed about 20 tons of worthless tobacco which was recently shipped to them from the United States. The object of the shippers in sending it to a foreign country was to obtain a rebate of the stamp duty from the Washington authorities, to which they were entitled for doing so. The tobacco, it is believed, was originally exported to the Philippines from the States for the use of Uncle Sam's troops, but was found unsatisfactory and returned. A stamp duty was paid, but under the U.S. customs regulations part of the amount is refunded if the stuff is shipped abroad.

Tobacco Crops.

Word has been received from one of the largest tobacco growers in Western Ontario that the tobacco crop in the vicinity of Amherstburg will be very light this year. The chief cause is that the growers lost most of their young plants last spring in the hot beds when too late to secure others. The cold weather during the summer was against the development of the plant, but tobacco that has reached maturity is very good. If growers have good luck in cutting and curing the crop they will get better prices than last year.

The 1904 crop of Connecticut tobacco will be known as the best crop of tobacco in the past fifty years when it went into the sheds, but how it will come out of them is a question. The plants are so large that it will require one-quarter more curing space than the usual crop. It is too late now to build more shed room. If the weather for curing tobacco this year is not more favorable than it has been during the last few years, the prospects are for one of the worst pole sweat crops ever known.

Tobacco Notes.

Mr. T. M. Harris, wholesale and retail cigar dealer, Toronto, was married on September 6.

Mr. W. T. Rutherford, senior member of the firm of W. T. Rutherford & Co., wholesale cigar dealers, Winnipeg, is dead.

The consolidation of the American Tobacco Co., the Consolidated Tobacco Co. and the Continental Tobacco Co. into one corporation, to be known as the American Tobacco Co., is looked forward to at an early date. The earnings of these three companies in 1903 were over $22,000,000.

The Erie Tobacco Co., of Windsor, Ont., will shortly move its factory to Leamington, whence it came to Windsor three years ago. The company claims that concessions promised in the way of exemption from taxation and free water have not been carried out.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

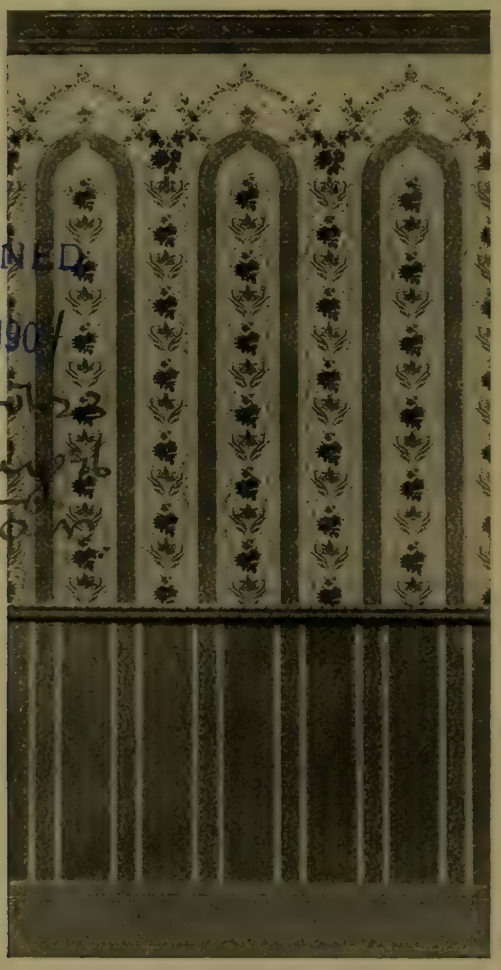
Sold by all Leading Wholesale Houses.

WALL PAPER.

COLOR EFFECTS.

THE study of color effects is the basic study of the decorator's art. There is no need to be afraid of color. In fact, the decorator who will use color freely, firmly and liberally, and will induce his customers to have colors used according to his tastes, will find the homes he decorates improved 100 per cent.

Formerly the subdued wall papers gave no character to the walls, and did not help out the other home decorations. Now the whole room is enriched, the furniture is given a positive setting, and there is a reflection from



RETURNED
SEP 22 1904

One of the new crown effects.

the wall paper that gives the one essential of all the decorations of a room positive character.

It is sometimes a little difficult to convince a customer that bold colors are the proper ones to use. Many women think that washed-out comparatively insipid designs are more refined. However, it has been demonstrated that even green and blue, which often will hardly go together, can be made to harmonize beautifully. Colors seemingly in glaring contrast are brought together, and we find harmony. Put together properly, they are rich and in nowise obtrusive. In such cases we will generally find that somehow or other a little yellow is worked in. Yellow seems to be the color that links all others.

Of course we are not in favor of any glaringly incongruous effects in colors. Bold colors, to be artistic, must be used with particular care to be in harmony. The tendency toward such forms of richer harmony is growing stronger and the demand for bold designs and strong, striking colors will be even greater in the future than now.—Painter and Decorator.

Upper Third Treatment, manufactured by Stauntons Limited, Toronto.

WALL PAPER
YOU TAKE NO RISK IN WAITING FOR THE
"STAUNTON"
SALESMAN,
HE WILL SHOW YOU THE BEST LINE ON THE MARKET, ONE YOU CAN MAKE GOOD PROFIT ON.
STAUNTONS LIMITED
TORONTO.

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

AMERICAN COFFEE & SPICE CO. TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

September. 15, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
2 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 85
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	1 [illegible]
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 76
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S MAPLE LEAF BRAND BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ 90
¼ " " ¼ " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 31c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

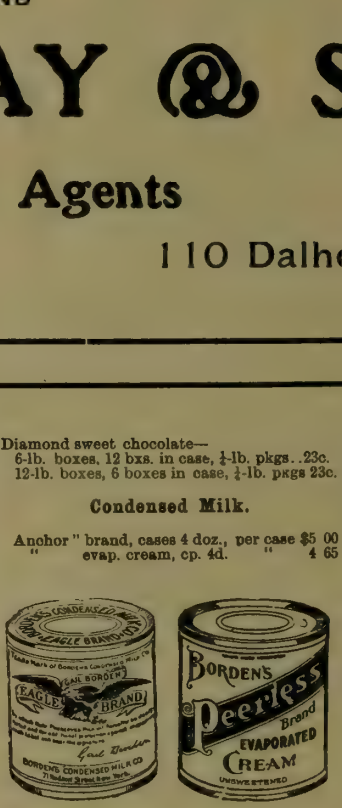
Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case 0 20

Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

The consumption of Syrups is increasing at a remarkable rate.

Edwardsburg "Crown" brand Table Syrup

Look for the "Crown" on every package.

is the leading factor in the increase. The high quality and perfection of "Crown" brand Syrup are sure trade winners. For sale by all jobbers.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. Works: CARDINAL, ONT. 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

	Per doz
Gelatine.	
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

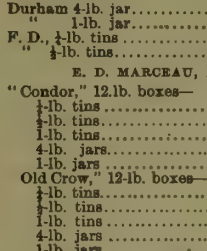
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

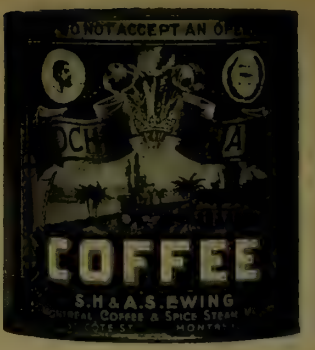
Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and a half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

A **"GOOD COFFEE"** reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



"Prince of Wales"

MOCHA & JAVA COFFEE

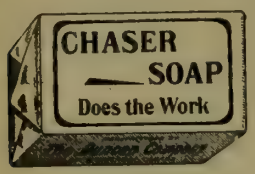
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

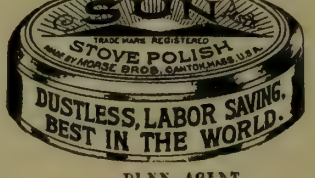
San Toy Starch—	
10c. pkgs, cases 5 doz., per do less 5 per cent.	1 00

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

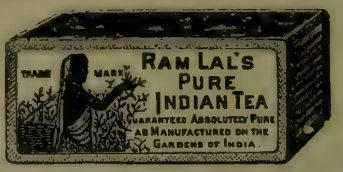
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label. retails	0 26 at 0 20
Chocolate Label. "	0 35 at 0 25
Blue Label. "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 25
Yellow Label, ⅛s and ¼s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	Sold ¼ lbs. for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47
" " B Red	40	43
" No. 1 O Pink	35	37
" 2 O Orange	28	
" 3 O L. Blue	22	
" 4 O L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 30
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 5s.	0 44
" Currency, 12 oz bars, 12s	0 47
" 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 61
" Fay Roll, 7s and 6½s	0 43
" Fair Play, 8s. and 13s	0 58

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 85
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 50
100 5c. "	3 50

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 25
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	3 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 3 doz. 10c.	1 00

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT
Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS
We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

Infact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

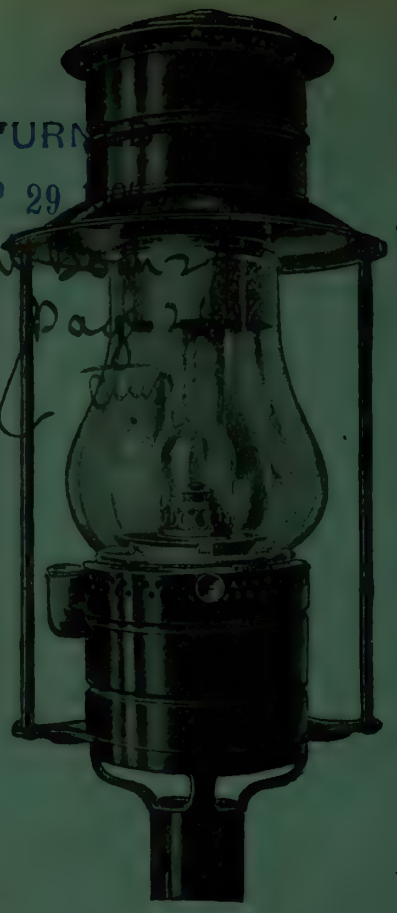
Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

A Wonderful Post Lamp for Kerosene.

RETURN
SEP 29



THE BELGIAN NO. 57 GLOBE POST LAMP

WRITE FOR FULL PARTICULARS.

Gowans, Kent & Co.

Toronto and Winnipeg

"Perfectly clean from our kitchen to your customer."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

on the wrappers guarantees quality of the goods.

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

REPORT OF THE CANADIAN MANUFACTURERS' ASSOCIATION CONVENTION IN MONTREAL
CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, SEPTEMBER 23, 1904. NO. 39.

Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---
Keen's Oxford Blue and no other.

SOLEIL—The Sun.

This new biscuit is so aptly named because it is designed to

BRIGHTEN and ATTRACT TRADE.

Soleil is handsome in design and toothsome in taste.

Christie, Brown & Co. Limited

TORONTO AND MONTREAL

C. & B.

on the wrappers guarantees quality of the goods.

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.

Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week —looking for bait to build up their businesses with — in THE CANADIAN GROCER. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait agin;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto. 232 McGill St. Montreal

Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

APPLES
Finest quality for some years.
Write or wire us for prices.

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - - Toronto, Canada

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

ROW'S PURE SPRUCE LUMP GUM
ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

TAYLOR & PRINGLE CO.,
Limited,
OWEN SOUND,
Manufacturers of
German Sauerkraut
Whole Pickles in Brine
For Lumber and Mining Camps.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL **TELEPHONE MAIN 3171**

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

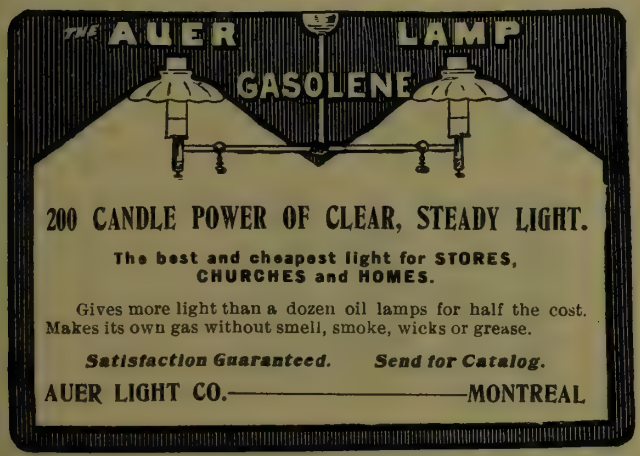
Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.



200 CANDLE POWER OF CLEAR, STEADY LIGHT.

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. ***Send for Catalog.***

AUER LIGHT CO.——————MONTREAL

RETURNED
OCT 8 1904

THE CANADIAN RELISH.

This is one of the additions to our splendid list of "Sterling" Brand Pickles and Relishes.

It's a Royal relish and worthy of being made in Canada. Grocers should have this relish in stock.

Among others, we have :

Canadian Relish,
South Africa Relish,
Chili Sauce,
Royal Club Sauce,
AND OUR POPULAR
Sweet Pickles.

Write your jobber or direct to the manufacturers.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

French Castile Soap

Made with Pure Olive Oil. The best quality manufactured by the famous maker, Felix LyDoux, of Marseilles, France.

Packed in boxes of about 40 lbs., in the following styles :

9 LB. BARS, WHITE, $ .07½C. PER LB.
5 " " " .07½C. "
9 " " GREEN, .07½C. "
LA VIERGE, 3 OZ. CAKES, 200'S, $3.00 PER BOX.

These soaps captured the "Grand Prix" at Paris, 1900.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea. Like the Soap "It's the Best."

No matter what others say, (and you know some people will say most anything on paper), it is an indisputable fact that **JAPAN** grows **BETTER GREEN TEA** than India, Ceylon, or China.

"Brain Work, or Science," does not count when Japan knows how to make Tea right and clean. For cleanliness **JAPAN TEA** stands above all others. **JAPAN TEA** is not picked by dirty Chinamen or darkies of India and Ceylon.

JAPAN TEA

is picked by the cleanest people on earth, who recognize that "cleanliness is next to godliness," consequently

JAPAN TEAS

are always

PURE,
CLEAN
and
HEALTHY.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE**, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts, - London, S.E.

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S

BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Ceylon Teas

are

Green

—if you want them green.

Green Ceylons are yet something of a novelty, but not on that account to be regarded as unsafe.

Ceylon Green Teas

have established themselves solidly in the esteem of those whose business it is to know teas. The public, naturally, are slower in their appreciation, but time will work out the fact.

We emphasize Ceylon Green Teas for the benefit of those who think they must have green teas. Tea color is largely a matter of fancy.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

A **1c.** postal card will bring you full particulars as to our **Profit Sharing System** ON

Chaser Soap

—It is money to you to
—drop us a post card.

The Duncan Company
Montreal

IF FLIES CARRY DISEASE

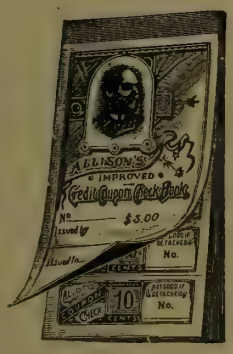
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

If You Have Money to Burn



Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. — **Limited,**

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
In all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co., WATERLOO, ONT.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
Wilbert Hooey, Manager.
54 Noble St., TORONTO.
Phone Park 513.

This cut represents No. 13.

Salt!

How is your Supply?

Why not stock up before transportation companies get busy and weather broken?

Verrat, Stewart & Co.

Montreal.

Then, too, there is the Label

A label can't make the contents good or bad, but a label stands for something. It may mean and should mean that what it describes is just what one has a right to expect.

The Label

on

The Old Homestead Brand

of fruits and vegetables is at once a pledge and a guarantee of superiority. Moreover, the label in itself is so attractive—rich in embossing, in colors, red, and gold and blue—that the ordinary tin of canned goods looks cheap alongside of a can of OLD HOMESTEAD BRAND.

A rich label helps the grocer make sales.

This is why we have put on our goods such a rich and attractive label. We send a sample label free on request to any one interested. Drop us a post card asking for one.

The Old Homestead Canning Co.

Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

Indian Chutney—Genuine—Quarts and Pints.

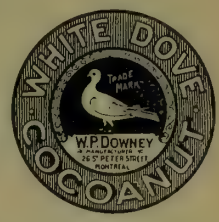
Guava Jellies and Curry Powders
—Choicest East Indian Brands.

Sauces (Mango)—in Pints—superior to all others.

Olive Oil—Finest Italian in 1-gallon Tins.

Shelled Almonds—Martin Freres—very choice.

Cocoanut "White Dove" Brand



—This brand is superior to any offered, and is sold by the leading jobbers in Quebec and the East. They are convinced of its superior quality.

Drop a post card to me for prices

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

Best Values in TEAS

Write us for Samples

Teas and Coffees

Ceylon and **Indian** Greens, at **10**c. to **18½**c.—Special value. Try a sample lot.
Special values now in **Japans,** all grades, from 11c. to 35c.
Ping Suey Gunpowder, in boxes, from 9c. up—all grades.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock

JAMES RUTHERFORD & CO.

DIRECT IMPORTERS

27 St. Sacrament Street MONTREAL

Better Currants are not Grown

than

HAY CASTLE
BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS.
BY APPOINTMENT – W. H. GILLARD & CO.,– SOLE AGENTS.
HAMILTON, ONT. FOR CANADA.

and

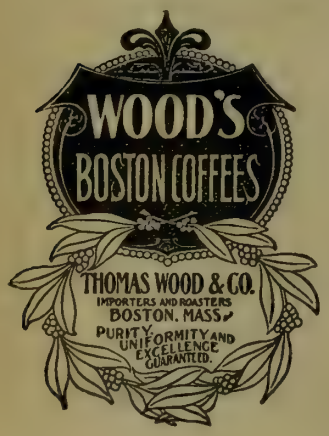
Produced in a specially selected and favored district in Greece, renowned for the handsome appearance and unequalled flavor of its fruit.

Approved by the Greek Government as being of superior quality.

Packed Solely for

W. H. Gillard & Co., - Hamilton

Wholesale Grocers and Importers of Fine Fruits, Etc., Etc.



VICTORY—

The fruits of victory are sweet, but they do not grow on trees of chance or idleness.

The most real gain from them is in the active toil which brings fruit to your hand.

The Grocer's victory is in a list of well pleased patrons fairly won.

No one thing leads up to this so surely as a finely adapted line of

WOOD'S COFFEES.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St. MONTREAL

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y..	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

St. CHARLES ILL., U.S.A.

Correspondence and Trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles and Chenning, Ill.

Window and Interior Displays

Timely Hints and Suggestions

THERE is scarcely a merchant who will at the present day put himself on record as doubting the value of a well-dressed window. It is safe to say that, save in the most backward locality of the country, where no one bothers to attend to display of any kind, the successful merchant is in every case found to strive after attractive windiw displays. This fact alone would silence any argument brought against window dressing as a principle. But the merchant who allows an untidy, careless window never argues against the principle, he is in doubt as to the profit that would accrue to him from a display involving both time and expense.

That he will admit the value as a principle should convince him that even in his case there might be profit. Where he so easily deceives himself, is in his idea of the time and expense involved. Neat windows more or less attractive take very little time and can be arranged at no expense worth mentioning. An empty window would be preferable to the dirty, careless windows so often seen, but an hour or two a week would bring results which would change the tone and quantity of business done, and convince the most hard-headed, old-fashioned merchant that window dressing pays. The excuse so often heard that "I have no time," is usually the merchant's interpretation of "I have no inclination," or "I'm too lazy," and the expense cry is, on the face of it. given without any practical idea as to the expense to be incurred. When such a small amount of time and practically no expense is required to produce passable windows, what excuse has the believer in methods of fifty years ago for persevering in his unprogressive ideas?

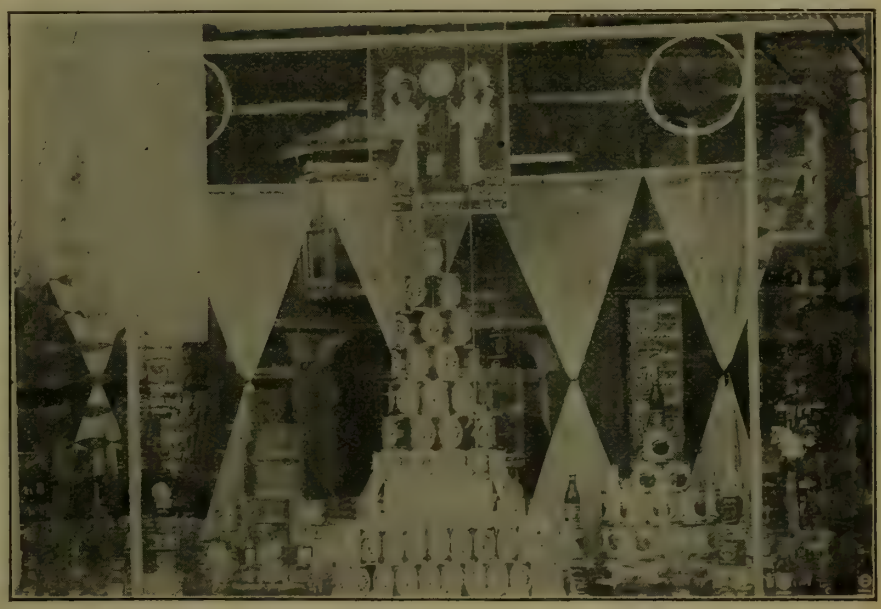
Man's dislike of untidiness should be sufficient incentive to neat displays. It will always be found that the store exhibiting neatness in the interior, makes some effort to decorate its windows. This the public knows, and concludes that a well-dressed window betokens a neat interior, a careful merchant, and an up-to-date stock.

If window dressing pays, and time cannot be set apart for it the conclusion follows that an extra clerk is required. Window dressing in any community brings as good results as any other feature of the store system. Not only are the direct returns worth considering, but the indirect profits are a big item as well and require just as close attention as an actual customer.

The value of a good window can never be accurately or even approximately calculated, and the merchant who commences dressing his windows after years of inattention to them, only realizes how much they pay, after the work has been continued for a year or more. The expense of a couple of dollars in a window display may not sell that amount of goods apparently, but the moral benefit is worth many times the money spent.

One of the good results of window dressing is the superior class of custom it draws. The wealthy and the good housekeeper (the buyer whose custom counts) will assuredly not patronize the store with untidy windows, but will go where business is carried on under conditions that show progress and a desire to please. It is through his windows that the merchant shows the public that he is after trade and is willing to exert himself to get it. The customer whom the merchant seeks, takes his trade where appreciation is shown, and in modern business a carelessly dressed window denotes a carelessly managed business.

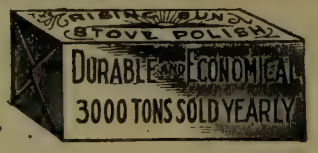
There are so many other good qualities guaranteed in a merchant who has good window displays that the public trust him and feel more sure of being suited in the stock carried, in his method of doing business and in the cleanliness of the goods. The attractive window follows the advertisement in the local paper, and attracts inside the people who have read the paper. Once inside it rests with the salesmen to bring about a sale; two thirds of the battle, however, is won when the customer enters. "Goods that are well shown are half sold."

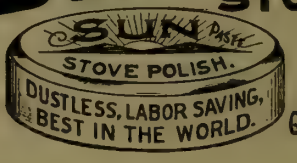


Arranged by T. A. Hammill for D. Almas & Son, Hagersville, Ont.

The small merchant on the side street argues that dressed windows do him very little good, as he has his regular customers. At the same time his most regular customer will buy on his trips

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

to other parts of the town, if he is stopped on the street by a window display. The elaborate windows of the departmental store may not be suited to the small merchant, but they are not necessary. Neatness and effect can be obtained without nearly so much spectacular display, and the feeling of confidence inspired by such inexpensive but expressive windows will prevent surrounding residents from buying elsewhere. No merchant is too small to profit by a carefully arranged window, and no business is too steady to be uninfluenced by the neater, more attractive windows of a rival. The life of the larger business depends upon its push and wide-awakedness, and even the volume of business done depends to a certain extent upon the slowness and backwardness of small side street merchants who argue that their business does not demand a well-arranged window.

To get an idea of the value of the store front appealing to the public, it is only necessary to observe present-day conditions. All large businesses pay strict attention to their windows. An attractive display will stop a crowd any day. An article seen in a window will prompt a forgetful memory. Luxuries and lines other than staples can be successfully brought before the public in no other way. A common sense appreciation of these facts is all that is required to convert the most pronounced antiquarian as far as correct window-display is concerned.

COMMERCIAL TRAVELING IN CANADA.

THE following letter received from an eastern correspondent serves as additional proof that Canadian business men not only read The Grocer, but consider it one of the best possible mediums for the discussion of matters of public interest :

Editor Canadian Grocer :

Permit me to express my appreciation of the reproduction in your valuable journal of the correspondence published in the Birmingham Daily Post, between "Correspondent" and Mr. P. B. Ball, the Commercial Agent for Canada in Birmingham, on "Commercial Traveling in Canada." If you will not consider it presumptuous on my part, I am of the opinion that the gentleman who signed himself "Correspondent" is one too many for Mr. Ball. I consider Mr. Ball's reply to his first letter sadly lacking in logic and judgment. It is not my intention to discuss the relative merits of the different letters, but I do consider that it is most essential to do justice to Canada in the eyes of the people of the Mother Country, particularly to the readers of the Birmingham Daily Post, that such subjects should be discussed and Canada's methods of doing business, her transportation facilities and customs regulations, be upheld by a more liberal and broad-minded critic that Mr. Ball. In my opinion the reply by "Correspondent," which you publish in your last issue, does not leave a single argument brought forward by Mr. Ball in reply to "Correspondent's" first letter unanswered. I presume that part of the duties of Mr. Ball, as Canadian Commercial Agent, is to foster and encourage a closer commercial relationship between the Mother Country and Canada. A commercial agent, however, who ridicules the experience of any commercial traveler who wishes to expound his views through the medium of the public press, and resorts to personalities, as Mr. Ball certainly did, is sadly lacking in judgment.

He evidently wished to hold up "Correspondent" as an ignoramus, but "Correspondent's" reply shows that this is far from being the case.

There is no doubt that English business men are, as a rule, far from conversant with the methods of doing business in Canada, with the requirements of the Canadian market, and the class of goods wanted by the Canadian buyer. I presume as Canadian Commercial Agent it is part of Mr. Ball's duty to enlighten the English manufacturer and dealer on this subject; I do not believe it is his duty to hold up to ridicule in the eyes of the people a gentleman who went through the trying ordeal of a first trip through Canada, where conditions are so different from those of the Mother Country.

I believe that "Correspondent's" sole motive in writing to the press was to give a few friendly pointers to any manufacturer or traveler contemplating an initial trip to Canada, and if his views were not exactly in accord with those of Mr. Ball I believe Mr. Ball could have framed his reply in a more diplomatic and courteous manner.

There is no doubt that we travelers on the road, who meet some representatives from the Old Country on their first trip to Canada, see some amusing incidents, and are sometimes tempted to repeat them at his expense, but put the shoe on the other foot, and send over one of our most experienced Canadian travelers on a trip through Great Britain, he would appear equally odd. Let us remember that these English gentlemen who come out here carry home impressions, either favorable or otherwise, so let us boys on the road give them a helping hand, a kind word, and be more charitable to our brothers from over the sea. When they return they will have nothing but good to say of Canada and the Canadians, thus adding another link to bind the Empire closer together.

W. C. M.

Truro, N. S., Sept. 5, '04.

CHEESE SAFES

They have arrived. Back orders have all been shipped out. We have a few left. Get in your orders quickly.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

New Arrivals

ANT SUGAR
The best thing for keeping ants away from food.

STRETTONS' SAUCE
Reputed ½ pints.

JAMES ROBERTSON & SONS
SCOTCH MARMALADE
1-lb. Jars.
7-lb. Tins.
THE GENUINE.

SAMUEL HANNAH & CO.'S
IMPORTED PICKLES

16-oz. Octagon Mixed,	cases,	each	4 doz.
16 oz. " Chow Chow,	"	"	4 doz.
40-oz. Mixed,	"	"	2 doz.
40-oz. Chow Chow,	"	"	2 doz.

Write to us for quotation on the above

James Turner & Co., - Hamilton
BRANCH CANADA GROCERS LIMITED

WE HAVE IT ONCE MORE

TARTAN Japans to retail AT... 25c

Our trade will appreciate it as they did in 1901 and it is up to that standard of cup and leaf. Book your orders to arrive.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

TEAS

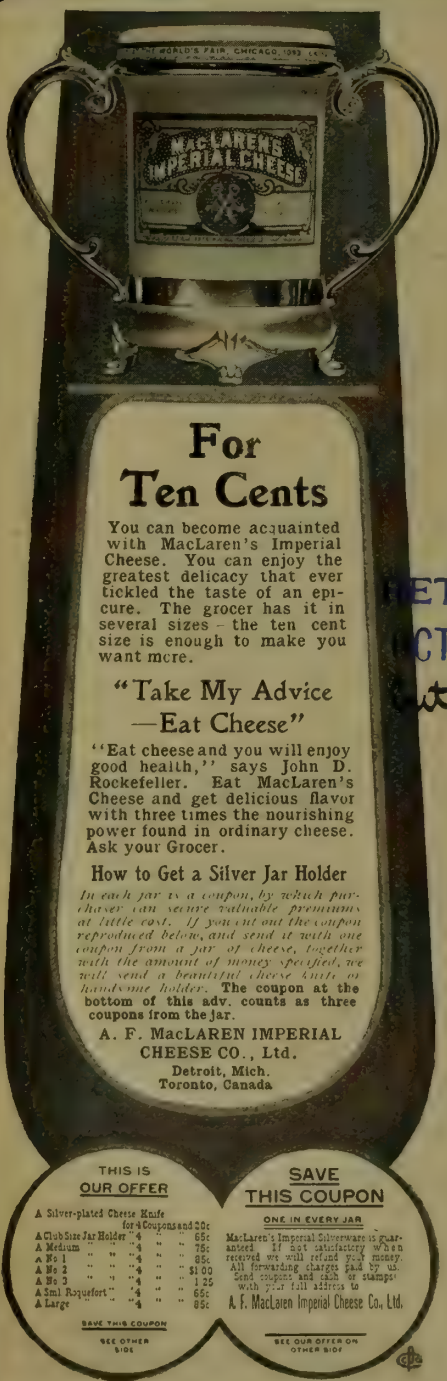
We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers. **49 Front St. E., Toronto**


MacLAREN'S IMPERIAL CHEESE
For Ten Cents
You can become acquainted with MacLaren's Imperial Cheese. You can enjoy the greatest delicacy that ever tickled the taste of an epicure. The grocer has it in several sizes - the ten cent size is enough to make you want more.
"Take My Advice —Eat Cheese"
"Eat cheese and you will enjoy good health," says John D. Rockefeller. Eat MacLaren's Cheese and get delicious flavor with three times the nourishing power found in ordinary cheese. Ask your Grocer.
How to Get a Silver Jar Holder
In each jar is a coupon, by which purchaser can secure valuable premiums at little cost. If you cut out the coupon reproduced below, and send it with one coupon from a jar of cheese, together with the amount of money specified, we will send a beautiful silver knife or handy nut holder. The coupon at the bottom of this adv. counts as three coupons from the jar.
A. F. MacLAREN IMPERIAL CHEESE CO., Ltd.
Detroit, Mich.
Toronto, Canada
THIS IS OUR OFFER
A Silver-plated Cheese Knife for 4 Coupons and 20c
A Club Size Jar Holder " 4 " " 65c
A Medium " " " 4 " " 75c
A No 1 " " " 4 " " 85c
A No 2 " " " 4 " " $1.00
A No 3 " " " 4 " " 1.25
A Sml Roquefort " " 4 " " 65c
A Large " " " 4 " " 85c
SAVE THIS COUPON
SEE OTHER SIDE
SAVE THIS COUPON
ONE IN EVERY JAR
MacLaren's Imperial Silverware is guaranteed. If not satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupons and cash or stamps with your full address to A. F. MacLaren Imperial Cheese Co., Ltd.
SEE OUR OFFER ON OTHER SIDE

You can work up a strong cheese trade in less than no time by simply urging your customers to use only

MacLaren's Imperial Cheese

RETURNED
OCT - 8 1904
Cut Both 25
Page 9
Duo to MacLarens.

It's a sure thing that they will keep on using it.

"Nothing Better"

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
51 COLBORNE ST., TORONTO, ONT.

Business Changes

ONTARIO.

A MEETING of the creditors of M. Greenspoon, general merchant, Hawkesbury, is to take place today, Sept. 23.

R. B. Neil, grocer, Leamington, has sold out to Geo. McIntyre.

P. F. McBride, grocer, Hamilton, has sold out to Crofton & Sturdy.

N. P. McIntyre, grocer, Durham, has assigned to Thomas A. Harris.

J. W. Warder, grist miller, Bluevale, has assigned to R. G. Reynolds.

Morris & Co., grocers, Hamilton, have sold out to H. C. T. Smith.

Hines & Kelleher, tobacconists, etc., London, have sold to J. D. Graham.

Mrs. Richard George, baker, Arkona, has advertised her business for sale.

Geo. Pernockes, confectioner, etc., Hamilton, has been sold out by bailiff.

J. Percival, flour and feed merchant, London, has sold out to H. Colerick, Jr.

Thomas Davis, tobacconist, etc., Toronto, has advertised his business for sale.

The stock of J. G. Wyatt, tobacconist, Ottawa, has been sold at 79c on the dollar.

J. D. Smith, general merchant, Billing's Bridge, has sold his stock at 25c on the dollar.

John Skitch, general merchant, Gravenhurst, has assigned to H. B. Bridgland; meeting of creditors Sept. 23.

QUEBEC.

J. A. Lafrance, general merchant, Grand Mere, has assigned.

J. A. Marchant, general merchan Fraserville, is offering to compromise.

F. J. Morin, general merchant, Montmagny, has assigned to V. E. Paradis.

If you want THE BEST, order

"FALCON"
Extra SIFTED PEAS
— The Finest Packed —
THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, Toronto

Mrs. N. Martel has registered under the style of N. Martel & Co., grocers, Montreal.

Ratte & Payment, general merchants, St. Anne De Beaupre, have dissolved partnership.

H. Mercier, general merchant, St. Ephrem D'Upton, has offered sixty cents cash for claims.

Jos. Gaumond, general merchant, St. Jean Port Joli, has assigned to Lefaivre & Taschereau.

Lafaivre & Taschereau have been appointed curators to Ignace Marquis, general merchant, Sayabec.

The assets of L. E. Desilets, general merchant, Shawinigan Falls, were to have been sold on Sept. 21.

The assets of Mrs. G. O. Tousignant, general merchant, Chichoutimi, were to have been sold on Sept. 21.

A meeting of creditors of J. H. Therrien, general merchant, St. Gregoire, is to take place on Sept. 26.

A. E. Begin, general merchant, St. Charles, (Bellechasse County,) has assigned to Lefaivre & Taschereau.

V. E. Paradis has been appointed curator to S. E. Adam, general merchant and lumber dealer, Disraeli.

M. S. Ouellet & Cie., general merchants, Beausejour, (Rimouski Co.,) have assigned to Lefaivre & Taschereau.

Lamarche & Benoit are curators to Narcisse Leclerc, general merchant, French Village, who is offering 30c on the dollar.

Adelard Laberge and Honore Doutre, lumber and grain merchants, Belocil Station, have registered under the style of Laberge & Doutre.

J. T. Poirier and N. Grimard have registered under the style of J. T. Poirier, Fils & Co., grocers and provision dealers, Montreal.

NOVA SCOTIA.

E. M. Boutilier, fish dealer, Halifax, has suffered loss by fire.

Cook & Co., fruit dealers, Halifax, have suffered loss by fire.

W. J. Nauss, grocer, Halifax, has been burned out; small loss.

Catharine Bates, liquor dealer, Halifax, has suffered loss by fire.

McDonald & Bryant, wholesale tea dealers, Halifax, have sustained loss by fire.

Bauld Bros. & Co., wholesale grocers, Halifax, have been burned out; loss small.

Hon. William Ross, commission fish dealer, etc., Halifax, has sustained loss by fire.

Michael Neville, lobster exporters, Halifax, have been burned out; partly insured.

Leslie Hart & Co., commission and fish dealers, etc., Halifax, have sustained loss by fire.

The premises of N. & M. Smith, wholesale fish dealers, Halifax, have been damaged by fire.

Partnership has been registered between Daniel J. McDonald and Margaret Rankin, Glace Bay, to do business under the style of McDonald & Rankin.

NEW BRUNSWICK.

John D. Creaghan, general merchant, Newcastle, has suffered by fire at Chatham; loss partly covered by insurance.

MANITOBA AND N.W.T.

The Griswold Milling Co., Griswold, has been incorporated.

Jackson & Campbell, grocers, Winnipeg, have dissolved partnership.

B. Burke, general merchant, Gainsboro, has sold to Nrigg & Bohmer.

Fisher & Ross, general merchants, Claresholm, have sold their Leavings branch.

W. T. Rutherford, of W. T. Rutherford & Co., wholesale cigar dealers, Winnipeg, is dead.

BRITISH COLUMBIA.

It was announced that the creditors of F. G. Hitt, grocer, Victoria, were to file claims before Sept. 16.

Upton's

Jams,
Jellies
and
Orange
Marmalade

are not the cheapest but they are the very best and the best is none too good for you.

Explain to Your Customers Why the Japs are so successful.

You will be healthier if you eat dried fish like the Japanese.

Have you noticed that the leading medical authorities are drawing attention to the fact that the food of the fighting Japs consists largely of dried fish and connect their success to a large extent with this fact.

It may seem strange to the average reader that this diet should have so much to do with success.

But it is a fact that dried fish is both a wholesome and nutritious diet, and especially valuable as a brain food.

The moral of this is that it would do Canadians good to eat less meat and more of "Halifax" and "Acadia" Brands of Prepared Codfish—the nicest form of dried fish on the market.

YOU CAN MAKE MONEY BY GIVING THIS INFORMATION.

BLACK BROS. & CO., Limited

HALIFAX, N.S.
LAHAVE, N.S.

A. H. BRITTAIN & CO., Rep. in P.Q. and ONT.
BOARD OF TRADE BLDG., MONTREAL.

Fresh and Cured Fish

Scotch Fishermen to Come to Canada.

MR. J. MACKENZIE, of the firm of Mackenzie Bros., of Stornoway, Scotland, an authority on the Scotch herring fisheries has suggested the emigration of Scotch fishermen to Canada believing they would prove a great acquisition to the Canadian herring fisheries which are now being experimented with in Nova Scotia. He writes as follows:

"I venture to bring under your notice the development of the Canadian herring fishing in Nova Scotia, now being experimented on. From my personal experience I am satisfied there is a great future before this industry.

"The herring fisheries of Scotland are at present in a state of transition, steam vessels taking the place of sailing boats, causing hundreds of first-class fishermen, who have not the funds to purchase steam, to fall behind. These men, to my mind, would prove a splendid acquisition to your populace, and, added to these we have even in this district a large number of skilled coopers, whose occupation is being wiped out by the introduction of machine-made barrels. Female expert fish workers, chiefly single women, could also be obtained in this district, and an exodus of such skilled workers would not only benefit the Lewes, but, I think, add to the extension of an additional important industry in your direction."

Codfish in the Grocery Store.

To grocers desiring to stock prepared codfish for which the demand is continually improving it will come as welcome news that Black Bros. & Co.'s prepared codfish, "Acadia" brand, may be placed in immediate proximity to any other goods in a grocery store, without the least danger of the latter absorbing or acquiring any bad odors, etc. The codfish itself is absolutely non-odoriferous, on account of the particular process employed in preparation, and the fact of the enclosing packages being constructed of non-porous wood. This brand of prepared codfish has for years been a regular item in the itinerary of the finest groceries in Quebec and the Maritime Provinces, both in Summer and Winter, which cater to what is known as "the gilt-edged trade."

Newfoundland Fisheries.

The departmental councils of Seine-Inferieure, Ille-et-Vilaine, and Loire-Inferieure have been passing resolutions with the object of obtaining further concessions for French fishermen on the Newfoundland coast before the Anglo-French treaty is ratified. Among other things, the councils demand the repeal of the Newfoundland Bait Act, the authorization for French fishermen to purchase bait along the entire coast, and the right to erect establishments for the curing of fish and lobsters on the French shore.

If the French Chamber of Deputies listens to these petitions of the departmental councils and refuses to sign the Anglo-French treaty until the above concessions are granted, the whole treaty will, in all probability, fall to pieces. Great Britain has, however, conceded so much to France in order to deliver her colony from foreign dictation that the Chamber of Deputies is hardly likely to turn its back upon so much good fortune.

Halifax Fish Firm Burned Out.

Halifax has been visited with another severe conflagration, the second within two weeks. Among those destroyed was the warehouse of Black Bros. & Co., Limited, the well-known fish house packers of Acadia and Halifax brands. The warehouse was a three and a half storey wooden building, which was also used partly for storing hardware. The stock of dried fish was a prey to the flames.

Pickford & Black's three-storey warehouse, and Leslie, Hart & Co.'s were also among the sufferers.

Fish Notes.

It is reported that $1,000,000 worth of fish were destroyed in the big Halifax fire last week.

As a result of a complaint made by Western Ontario fishermen regarding the tardy opening of the fishing season in Canadian waters, Mr. Bastedo, deputy commissioner of the Ontario Department of Fisheries, has given consent to allow them to commence fishing operations at once.

The question of co-operating with the United States in regard to the protection of the British Columbia fisheries is engaging the attention of Dominion Government and it is believed that the invitation from Washington to hold a joint conference may be accepted.

NEW YORK FIRM ENTERTAINS.

The last of a series of entertainments by Francis H. Leggett & Co., wholesale grocers, New York, to some 300 of their town and country patrons was given on Wednesday, Sept. 7.

A reception was held in the Franklin street offices by Mr. F. H. Leggett, after which the guests were escorted to the factory, where they were shown the methods and processes employed in manufacturing, preparing and packing "Premier" products, (one of the specialties of this New York house). Luncheon was then served, consisting entirely of foods prepared on the premises, and interesting address delivered by Mr. J. C. Juhring, vice-president and secretary of the firm, Mr. R. N. Conger of the Sheldon School of Scientific Salesmanship, Messrs. T. M. Letson, J. B. Jones, E. J. Gage, and C. A. Hamner, on topics of interest to the retail grocery trade.

The entertainment was concluded by a sail around Manhattan Island.

CATALOGUES, BOOKLETS, ETC.

THE GROCER is in receipt of a copy of the thirty-fifth anniversary edition of the American Grocer. The issue is a creditable one, containing copious reviews of various departments of the grocery trade, as well as a fac simile of the title page of the first edition of the American Grocer, dated Sept. 15, 1869.

One of the most interesting and attractive official publications of the Canadian Government in years is a book of colored cartoons, issued recently by the Hon. Clifford Sifton and dedicated to Canada, the granary of the world. The cartoons are cleverly wrought out, the object being to impress probable immigrants with a sense of Canada's vast resources.

Through the courtesy of the executive of the Vancouver Board of Trade, The Grocer has received a copy of the seventeenth annual report of this progressive western organization. The report follows in detail the transactions of the board during the year 1903-'04, and contains a valuable resume of commercial and industrial conditions in British Columbia, in addition to a number of representative half-tone illustrations.

Mr. Stanley Bois, Commissioner General of Ceylon, who is in charge of the

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

Our Premier Pickles in bottles are high-grade pickles at a low price. They are well cut, firm, crisp, and a good color, nicely packed in the usual size bottle, with an air-tight capsule, and neatly labeled. They make an attractive package that is easily and quickly sold. Retail for 15c. In cases of 3-doz., $1.05; or in bbls. of 6-doz., $1.00; nett 30 days. We will pay the freight in lots of 5 bbls. or 10 cases or over.

Our Bulk Pickles are packed in a clean, wholesome manner and nothing but the best of the vegetables goes into them. They are spiced with pure spices by an adept. The vinegar is our own special pickling, pure and pungent. It brings the best results. In pails, 1 gall., 75c.; 2 galls., $1.40; 3 galls., $1.95; 5 galls., $3.00; 10 galls., $5.50. In barrels, any size, 45c. per gall. Freight paid on five 5-gall. pails or over.

THE OZO CO., LIMITED

MONTREAL

Do you get our Quarterly Price Current?

Government exhibit at the St. Louis Exposition, has presented The Grocer with a copy of the official handbook of Ceylon for 1904. It takes the form of a condensed octavo volume, brim full of interesting information about the "Sunny Isle." Not the least interesting feature is a series of illustrations of characteristic scenes in this great tea producing district.

The Grocer has pleasure in commenting favorably on a prize essay by A. M. Payne, of Halifax, N. S., on the subject of "Halifax, the Key of the Dominion." Within brief compass the writer has succeeded in giving an interesting historical sketch, as well as the outstanding features of Halifax as a trade and shipping centre for the Dominion of Canada.

HAMILTON RETAIL GROCERS MEET

At the regular monthly meeting of the Hamilton Retail Grocers' Association last week, it was decided to prosecute in future all clerks caught pilfering from their employers. A resolution was adopted officially thanking the grocery travelers and the clerks for their assistance in connection with the games at the annual picnic.

A discussion took place on the question of the association doing its members' collecting, but no definite action was taken. Mutilated coin will be discussed at the next meeting of the association.

NEW VINEGAR FACTORY.

A big vinegar factory is about to be started in Vancouver in conjunction with the British Columbia Distillery Co., now erecting buildings in Westminster. A new company has been formed and registered as the British Columbia Vinegar Works Co., which will erect works either in Vancouver or Sapperton as soon as preliminary plans have been settled. The vinegar industry will be part of the distillery, and its officers will be shareholders in the latter.

FISH AND OYSTERS

WE HANDLE THE LARGEST VARIETY OF FISH IN CANADA

OUR SPECIALTIES

SMOKED FISH.
FINNAN HADDIES,
KIPPERED HERRING,
SMOKED SALMON,
SMOKED HERRING,
BLOATERS,

FRESH FISH.
SALMON,
HALIBUT,
TROUT,
WHITEFISH,
PICKEREL,
HADDOCK,
COD.

DRIED AND PREPARED FISH.
PURE BONELESS COD,
PURE BONELESS FISH,
SKINLESS COD, in cases,
DRY COD, in bundles,
DRY POLLOCK.

OYSTERS.
STANDARD BULK OYSTERS,
SELECT BULK OYSTERS,
MALPEQUE SHELL OYSTERS,
FANCY CUP SHELL OYSTERS,
CARAGNET SHELL OYSTERS.

PICKLED FISH.
LABRADOR HERRING, in brls., halves and pails,
LABRADOR SALMON, in brls. and halves,
B. C. SALMON, in brls. and halves,
LAKE TROUT, in kegs,
LAKE WHITEFISH, in kegs,
NO. 1 MACKEREL, in brls, halves and pails.

OUR BONELESS FISH

is sold by grocers from the Atlantic to the Pacific Ocean.

— ASK FOR "LEONARD" BRANDS. —

Direct shipments to all parts of the Dominion.
Correspondence solicited.

LEONARD BROS.

WHOLESALE FISH MERCHANTS

YOUVILLE SQUARE (Near the Customs House)

Brittain St.
ST. JOHN, N. B.

MONTREAL

Grand River
CASPE, QUE.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

NEW PACK TO ARRIVE SHORTLY

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.

CROCKERY DEPARTMENT

How Venetian Glass is Made.

AMONG the lagoons, nearly due north of Venice, is the Island of Murano made famous by those light, thin blown, shapely colored glass miracles, in the manufacture of which the glass-makers of the fifteenth and sixteenth centuries astonished the world and made those graceful vases, bowls, goblets, decanters, and wine glasses which in harmonious admixture of metal, form and outline, and masterly finish, will ever stand as the highest possible achievements of skilled handicraft.

The old Venetian glass was blown off-hand, but the name gives a very small idea of the manufacture. Glass has certain characteristics which give it its true beauty and value for art purposes, and though you may neglect these and force it to take forms utterly foreign to its nature, you are producing, not works of art, but monstrosities. Whatever glass may be, it is in its natural state not crystalline, so that nature is ennobled when we grind it into sharp angular lines that belong rather to other materials. The old Venetian glass was light, bright, vitreous, and all these qualities are retained in the newly revived manufacture at Murano. There is one more strong point in favor of glass blown and worked over that moulded—namely that every individual piece is an original work of human art, and as it is almost impossible that any two should be exactly alike, unless their form is very simple indeed, the buyer chooses according to his fancy, and is sure that no one else possesses a piece of exactly the same shape and size. The Murano material is worked as the ancient Venetian glass made on the same island used to be, and all the old methods have been discovered, or at least the same effects have been produced. The flamma, perhaps more strange than beautiful, the millefiore, the smelze, including perfect imitations of agates, chalcedons, lapis lazuli, etc., for mosaic and aqua marine, rich ruby colors, the brilliant aventurino, all are here, and many other kinds of work, some of which are imitations of the old glass and some new inventions.

The tools used are a hollow pipe of iron, a few instruments like shears, of different sizes, and a stamp with a strawberry shaped die. The end of the rod is dipped into molten glass of, say, ruby color, and a portion gathered on its end. If too much or too little is taken, the wineglass will not be of the right size, and if the metal, as it is called, is not too dark or too light, the lump is rolled on a table into symmetry and heated again. A few turns of the pipe and a breath or two through it, and a hollow ball appears at the end. One extra puff of the breath and the bowl will be too large and too thin. A boy brings up a small portion of white glass, which he has gathered out of another pot and blown hollow. This must be so hot as almost to drop off the rod, and must be ready at the exact moment. He touches the bowl with it, and the two adhere like sealing wax. A pull asunder and one dextrous twist form the delicate stem of the wineglass, upon which three little lumps of glass are then stuck and stamped as strawberries, and the whole is again introduced into the furnace, where it would instantly droop out of shape but for the deft manipulation which it undergoes. By the time it is heated the boy is ready with another globe of glass, perhaps of a different color, which he causes to adhere to the bottom of the stem. The man spins it around between his shears, nipping part of it off, and thus gaining the right quantity of metal for the foot, no less and no more. One tap of the pincers breaks off the superfluous piece, and leaves a small hole at the point of fracture. Once more the action of the fire is called in to soften the brittle material, and when the pear-shaped end comes out, the points of the closed shears are introduced to widen the opening into a cup-like form. A small lump of aventurino is by this time on the end of the boy's rod, melted and only saved from dropping by his dexterity. One touch and it adheres to the end of a cup just formed. He pulls it out, and winds it around, adhering as it goes to the edge. Again the fire does its duty, and then the artist finishes the form of the foot, detaching immediately the bulb at the top from his hollow rod. Another rod, with a molten piece of glass is prepared for him by the boy's ready co-operation, and is pressed against the centre of the foot, to which it adheres. Into the fire goes the whole piece, and when withdrawn the bowl of the glass is partly shaped by the shears, aventurino wound around the edge as before with the foot, a last heat, and with artistic care the delicate, crocus-like bowl, which is some day to contain the sparkling wine, is completed.

Metallic Lustre on Ceramics, Etc.

MR. RICHARD ZSIGMONDY, doctor of philosophy, of Blumenstrasse. Jena, Saxe-Weimar, Germany, has recently patented improvements in producing a coating of metallic lustre on ceramic objects, enamels, glasses,etc. The present invention presents a cheap way of producing metallic lustre on ceramic objects as well as of preparing lustre metals.

The reduced silver resulting from Mr. Zsigmondy's process is not fire-proof in itself however, and when burnt in, as usual, in muffles lost its lustre partly by oxidation partly by molecular variation. In order to elaborate a useful process on the basis of these facts the following problems had to be solved: (1) To prevent the reduced silver from losing its lustre. (2) For the purpose of imitating metals or alloys which reflect yellow, or yellowish-green, or red, to modify the silver-lustre by suitable additions. (3) To make the coatings sufficiently adhere to the objects. All these requirements have been met successfully by employing certain preparations and deviating from the common process of burning in the lustre-metals in muffle-furnaces under red heat.

Terra-Cotta Building in Pittsburg.

Word has been received that a new building, twelve storeys high, which is to be built for a Pittsburg firm, is to be constructed throughout of white enamelled terra-cotta. It is anticipated that the highly glazed surface of this material will enable it to be readily washed—an important consideration in so grimy an atmosphere, but one would imagine that considerable labor will be entailed by the cleansing of so great a wall area. Perhaps the fire engines will be called into use for this purpose. If so it will afford a good test of the power attributed to terra-cotta of resisting all forms of attrition.

E. W. Klotz, 24 Wellington Street West, Toronto

IMPORT HEADQUARTERS

JOHN MADDOCK & SONS, LTD, ENGLAND.

1904 Import Samples now for Sale. A choice variety.

Foreign Cut Tumblers
Plain and Engraved Stemware
Fancy China, Glass and Pottery
from all countries.

Lamp Prisms for immediate delivery.

SOLE AGENTS IN CANADA FOR:

The Maryland Glass Etching Works, - Cumberland, Md.
Pressed and Blown Etched Tumblers.

John Maddock & Sons, Limited, - - Burslem, Staffordshire.
White and Printed Dinner and Toilet Ware.
Welded Edge Hotel Ware, White, Printed, Badged and Decorated.

Charles Allerton & Sons, - - Longton, Staffordshire.
China Tea and Breakfast Ware. Jardinieres.
Cheap Teas, Plates, Bowls and Jugs. Earthenware Lustre Goods.

Fancy China

Fancy China

Our travellers are now out with Fall Samples and would invite all who handle our lines to see our samples before placing orders. Our stock is large, all goods up-to-date, and prices rock bottom.

Taylor & Mulveney

Importers of
Crockery, China, Glassware and Lamp Goods
Hamilton, Ont.

HAVE YOU BOUGHT YOUR CHRISTMAS CHINA YET?

B. H. M.

LET US SEND YOU LISTS OF OUR ASSORTMENTS JUST ARRIVING.

WHEN YOU BUY ANY OF THESE YOU GET

GOODS FROM STOCK AT IMPORT PRICES!

ENGLISH CROCKERY, TOO, ON SAME BASIS.

Barnard & Holland Co.
MONTREAL

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

MR. CHAMBERLAIN'S POLICY AND THE CANADIAN PROVISION TRADE.

THE provision merchants of Canada are not losing any sleep over Mr. Chamberlain's proposed duty on provisions imported by Great Britain from the colonies, preferring to see a promise of preferential treatment beneath the surface of the Welbeck address.

Undoubtedly a tariff wall against Canadian products such as meats, cheese, butter and eggs, would be a serious blow to the Canadian export trade. In the face of the fact, however, that there is not sufficient acreage nor facilities within the bounds of Great Britain to grow nearly enough provisions to supply the home consumptive demand, it is hardly likely that Mr. Chamberlain will be a party to increasing the cost of what has to be imported from the colonies.

The cheese trade would suffer most, since Canada has a practical monopoly of cheese in Great Britain. In the matter of bacon Canadian exporters would undoubtedly feel the weight of a heavy duty, as this department of the provision trade is becoming an increasingly important item in the yearly export list. A duty on fresh, chilled and cured meats would militate principally against the United States, which exports to England annually large quantities of barrel pork, etc. In regard to bacon, however, since the Canadian article compares so favorably with the Danish and Irish products, which are the only lines of bacon it has to compete with, the Canadian provision trade ventures to express the opinion that Canada can hold her own, even if the duty is imposed, provided only she is placed on an even footing with her competitors, notwithstanding the disadvantage of great distance. The same remarks apply to the butter and egg trades, which are steadily improving on the whole on account of the excellent transportation and cold storage facilities provided by trans-Atlantic steamship companies.

Cool Cured Cheese.

JUDGING from the greater demand for cool cured cheese which exists this season, Old Country merchants are beginning to realize more fully the advantage there is handling cheese which have not been exposed during the process of curing to a temperature higher than sixty degrees. Cheese factories able to offer strictly cool cured cheese are deriving so much benefit that it must be only a question of time, a short time in fact, until all factories are equipped with proper cool curing rooms.

The experience gained at the Government cool curing rooms has demonstrated that, while the first requisite is to control the temperature, it is also necessary to provide for some circulation of the air to carry off the moisture escaping from the cheese, and which comes from the increased relative humidity due to the reduction of temperature. If the relative humidity is too high the cheese will have soft skins and develop a tendency to mould badly.

The system adopted at the Government curing rooms has worked admirably, and can be employed without difficulty and at a moderate cost in connection with any cheese factory. Indeed, a large number of factory curing rooms have already been remodeled on this system. The necessary alterations and additions involve the putting in of a cement concrete floor, some extra insulation, and the erection of an ice chamber.

The question of the cool curing of cheese is one in which the patrons of cheese factories should take the keenest interest, because they will gain more through its adoption than any other section of the trade. They should be willing to bear a share at least of the expense of refitting the factory. The present scale of charges for manufacturing cheese based on the old plan, is too low to secure a good service.

Some of the factories with cool cured cheese have during the present season been getting one-fourth of a cent above the highest price paid for the ordinary cured article, and there is not the slightest doubt but the difference will be greater as cool cured cheese become better known. In addition to the increased price there is a saving in shrinkage of about one and a half per cent.

Canadian Meat Trade in Great Britain.

IN his last report to the Department of Trade and Commerce, Ottawa, J. B. Jackson, Canadian Commercial Agent in Leeds and Hull, Eng., says that although a large trade is done in Canadian cattle, there are drawbacks to the extension of this trade on account of the regulations that cattle have to be slaughtered at the ports. Until these regulations are rescinded he would suggest that a greater quantity of dressed meat be shipped from Canada, in which line there is a great future before the Canadian exporter. Chilled meat sells in Great Britain for almost the same price as fresh meat, the price at present retail being from 20c to 26c per lb. The cost of transportation of the live animal, feeding, attendance, lairage, etc., must of necessity be very much greater than the freight on the dressed meat, and with proper cold storage on steamer and at port the dressed meat business should not only be very much safer but also much more remunerative than that in live stock. The risk in shipping meat in this way is also much minimized.

There is also a splendid opening for a strong Canadian company exporting dressed meat, and with adequate cold storage facilities at British ports and in the interior cities, such a company could do a very large, remunerative and ever-increasing business, and easily compete not only with the American but especially with Australian and New Zealand exporters. Dressed meat exported from Australia and New Zealand into the United Kingdom is growing into vast proportions, the "Canterbury" lamb being quite a feature in the English meat markets. The carcasses arrive as a general rule in prime condition, and the "Colonial" lamb is preferred by many to the home-grown lamb.

It would be well for our Canadian exporters who are interested in the cattle trade to fully discuss this question, as it would undoubtedly mean extending Canadian trade to a very large extent. It would involve considerable expense, as proper cold storage would have to be obtained at London, Liverpool and Manchester, and would best be done by a large corporation organized jointly in Canada and Great Britain, who would own their own cold storage at the ports and principal centres in Great Britain.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

BEECHNUT

BRAND

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

FRESH SAUSAGE

The season for sausage is near at hand, we count upon a good demand by October 1st. Let us have your order now for daily or weekly shipment.
There is nothing that will give you such good satisfaction as good sausage and nothing that will give you as poor satisfaction as a poor one. We can recommend our own to you, and you can recommend them to your customers.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,
LIMITED

PORK AND BEEF PACKERS,

TORONTO. ONT.

A Strong Point

in favor of "Rose Brand" Bacon is the fact that it is always new cured and fresh smoked on date of shipment.

PEA MEALED, PARCHMENT WRAPPED, or PLAIN SMOKED, as you desire. A sample shipment to convince you of the superiority of Matthews' cure.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING POWDER
INSURES
PURE FOOD.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of
Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited
73-75-77 Colborne Street
Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Meats—Conditions in the smoked meat market tend to make it very strong. The demand is well sustained considering the small stocks carried. These are getting very low and roll bacon is difficult to obtain even at the half cent advance of this week. One condition that will count against smoked meats is the fact that fewer lumbermen are going into camp this Fall than for several years past, on account of the poor season of last year. This, however, will have only a minor effect on account of the shortage of supplies. In fresh meats the market is quiet and no change is quoted except in Spring lamb and light hogs both of which have declined. We quote:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 11½	0 12½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 08	0 08¼
" pails "	0 08¼	0 08¼
" compounds, per lb	0 07	0 07¼
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	7 50	9 50
" front quarters	4 50	5 50
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	6 50	7 50
Veal	6 00	8 50
Hogs, light	7 50	7 75

Butter—As one dealer puts it there is no backbone in the butter market. Prices remain lower than usual although this week there is a little stiffening up. Receipts of creamery butter are larger, and there is a slight improvement in the amount of dairy prints coming forward. These will not be shipped in large quantities, however, until the factories close. A larger range is quoted this week, the higher price being for extra good quality. We quote for this week:

	Per lb.	
Creamery prints	0 19	0 21
" solids, fresh	0 18	0 20
Dairy prints	0 15	0 17
" in tubs	0 13	0 15

Cheese—The cheese market is fairly strong in spite of unsatisfactory conditions abroad. Although the price on the boards is not too high, the falling off in demand in the English market is being felt in Canada. Conditions are bad over there and a curtailment in the consumption of cheese is noticeable. No doubt if it could be sold more cheaply the demand would be stimulated, but makers here are unwilling to agree to this. This week prices are quoted a quarter cent higher all around. Board meetings for the week ending September 20, resulted as follows:

Board.	Boxes.		Price.
Campbellford	1,735	(1,345 sold)	0 08⅞
Stirling	1,105	(1,055 sold)	0 08⅞
Woodstock	2,046	(no sales)	0 08⅞
Picton	*1,100	(1,010 sold)	0 09
Brockville	3,081	(810 sold)	0 09
Kingston	1,329	(no sales)	0 08⅞
Barrie	505	(445 sold)	0 08⅞ 0 08⅞
Tweed	600	(250 sold)	0 08 13-16
Madoc	1,000	(450 sold)	0 09 0 09 1-16
Vanleek Hill	1,926	(no sales)	0 08⅞
Winchester	1,443	(no sales)*	0 08⅞ 0 08⅞
Perth	2,200	(few sold)	0 08⅞
Napanee	1,772	(80 sold)	0 08⅞
Iroquois	*1,079	(few sold)	0 08⅞
Listowel	2,501	(no sales)	0 08⅞
Kemptville	1,540	(no sales)	0 08⅞
London	1,332	(no sales)	0 08⅞ 0 08⅞
Belleville	3,200	(2,600 sold)	0 08⅞
Cornwall	3,117		0 08⅞

*Colored Cheeses.

We quote the following prices:

	Per lb.	
Cheese, large	0 09½	0 09¾
" twins	0 09½	0 09¾

Montreal.

Provisions—The provision market has been very firm, although no actual change has taken place in the condition of the market. Nearly a thousand dressed hogs arrived in the market Monday morning on through shipments for export account. The condition of the market for live hogs is very steady, owing to the small offerings and the demand from packers' being very good. Sales were made at $5.50 to $5.60 for selected lots, and $5.25 for mixed lots, and at $5 for heavy per hundred pounds. In fresh killed abbatoir dressed stock, considerable trade was done and prices were unchanged, at $7.75 per hundred pounds. Pure lard is very strong in tone and there seems to be an easing off in demand for hams and bacon, while the demand for pork is improving. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12¼
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 06⅞
" " ½-tierces, per lb		0 07⅛
" " 60-lb. fancy tubs		0 07⅛
Cases, 20 3-lb. tins, per lb		0 07⅛
" 12 5-lb. tins "		0 07¼
" 6 10-lb. tins "		0 07⅜
20-lb. wood pails, each		1 48
20-lb. tin pails, each		1 38
Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¼
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese—There is some improvement in the cheese market, as there was a better enquiry. Buyers, however, were still backward about conceding the full figures asked in some cases. On Monday morning, 5,000 boxes were sold at the wharf freely at 8 3-4c, in one lot competition was so keen that they sold for 9c. Spot quotations are finest Ontarios, 9 1-8 to 9 1-4c; finest Easterns, 9c to 9 1-8c; and finest Quebecs, 8 7-8 to 9c.

Cheese Exports—The exports for the week ending September 19, were 76,081 boxes; of this 68,425 boxes were local export, and 7,656 were through. Compared with the corresponding week of last year, the exports were 106,371 boxes.

Butter—A sharp advance in the butter market during the week attracted some attention. The advance was 1 1-2c in England. Some of the best informed merchants in the trade seemed unable to explain what occasioned the advance. Its effect, however, on the local market was very marked. At first, prices were marked up 1-4 of a cent on receipt of the news; 500 odd boxes of Quebec creamery sold as high at 20c, being an advance of 1c per lb. on the previous week's basis. On spot, finest Townships are held at 20 1-4c to 20 3-8c, and finest Quebecs, 20c to 20 1-8c, while

Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B.C.

Wilson's Fly Pads
. . (POISON) . .
Sure Death to Flies
Clean, Safe, Effectual.
Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

Look At It

any way you like and you will find that

Napoli Macaroni

is a better line for you to handle than the imported.

We want to send samples to every grocer who is not already selling our brand.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

We Blend Coffees

—bulk and package. Incomparable qualities and values. Samples prove it —free.

Toronto Club Coffee

is a coffee for the critical.

SAMPLES FREE

TORONTO CLUB COFFEE CO.
85 Jarvis St., TORONTO.

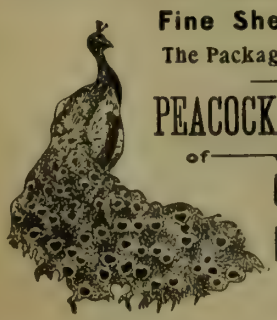
COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.



Fine Shelf Goods
The Package is Right.

PEACOCK BRAND
of
Condensed Mince Meat

Order from your wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

undergrade range down to 18 1-2c. Second quality seemed to be in pretty fair supply, and one merchant claimed that he had been compelled to accept 18c for some butter in order to make a sale. Fresh dairies are scarce, and 15c to 15 1-2c would be paid for them. It is stated that London is not buying at all, the orders being principally from Liverpool and other northerly points. Factorymen were receiving 19 3-4c for choice make at cold store, during the week. The 20c mark may be said to have been realized.

Butter Exports—The total exports of butter amounted to 28,110 boxes. Of this 25,537 were local. For the corresponding week of last year the shipments were 19,383 boxes. The total shipments of butter since May 1st to date, amounted to 339,966. Of this amount, 302,655 boxes were local shipment. The corresponding period of 1903 the shipments were 233,853. Since May 1st there have been 25,850 boxes shipped via Portland from Canada, and during the corresponding period of 1903, there were 38,217 boxes shipped via Portland.

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 55

Cured Meats—The market is now firm. Our quotations are as follows:

Hams per lb	0 13
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Butter—The market is a little firmer as there is very ltle stock coming in from the country owing to the fact that the farmers are so very busy with threshing operations. Our quotations are as follows:

Creamery, fresh churned, per lb.	0 22
" per lb.	0 20
Dairy, bricks, per lb	0 18
" in tubs "	0 16

Cheese—Supplies are running rather light for the demand and the market now quotes cheese a little firmer:

Cheese, per lb.	0 10½

St. John, N.B.

Provisions—There is little of interest. Lumbermen look for a dull Winter, which affects the demand for barrelled pork and beef. Prices are quite low. Pure lard is very firm. There is now quite a difference in price between pure and refined. Smoked meats are unchanged. Fresh beef is low and no change is expected. Lamb is very plentiful. Mutton is very dull. Veal is low, with just a fair sale. Pork is more plentiful and quite low.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08½	0 09
" " pails	0 08¼	0 08

Butter—Butter is dull. There is too much of but very medium quality.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—There have been no cheap eggs this year and prices continue to advance slowly.

Eggs, hennery	0 20	0 22
" case stock	0 18	0 19

Cheese—Just a fair sale. The make in this province is not large. Prices are firmer.

Cheese, per lb.	0 10	0 11

English Butter Market Quiet.

DOWDALL BROS., of Manchester, write as follows under date of September 3rd, regarding the butter market: "During the week the strong brisk tone which has prevailed for some time has been less noticeable. Notwithstanding reports of smaller arrivals in Denmark of both Danish and foreign, trade is inactive. Prices are, however, fairly well maintained. German markets are also reported rather weaker. Co enhagen telegraphs that orders from Great Britain are again curtailed, which may be due to holidays in the large northern industrial centres. Irish reports indicate a large and rapid shrinkage in production. Prices remain unchanged, and still show extremely good value compared with other classes.

QUEBEC EXHIBITION.

Among Montreal exhibitors at the Quebec Provincial Exhibtion Sept 1—10, were The Duncan Co., manufacturers of "Chaser" soap, who had a fine display of this popular product, as well as of premiums.

Mr. W. J. Condron was in charge of the Duncan Co's. exhibit, and as an old experienced grocery salesman did good work.

Mr. J. H. Maiden manufacturer of "San Toy" starch and "Eagle" Baking Powder had a particularly effective exhibit of his varied lines, the merits of which were keenly appreciated by exhibition visitors if one were to judge from the amount of sampling done.

Back again——

We are at last settled in our old premises—corner Scott and Front Sts. — glad to be rid of the inconveniences of temporary premises—WE HAVE AN ENTIRELY NEW STOCK—and while we are still short on some lines, these are being filled in as rapidly as the transportation companies can bring the goods from the point of production. WE ARE IN A BETTER POSITION THAN EVER to look after the requirements of our customers and the trade generally.

NEW VALENCIA RAISINS DUE TO ARRIVE THIS WEEK

The fruit of the first shipment is of exceptionally fine quality.

WE ARE QUOTING SPECIAL FIGURES ON OUR—

—"ANCHOR"— FINEST OFF STALK AND FINEST SELECT

—GOLD MEDAL— FANCY 3 CROWN —SELECT—

SEND US YOUR ORDERS FOR SHIPMENT UPON ARRIVAL OF FIRST IMPORTATIONS

THE EBY, BLAIN CO., Limited, Wholesale Grocers, TORONTO.

PERSONAL MENTION.

Mr. McKay, of the "Blue Ribbon Tea Co.," is spending the week in Hamilton.

Mr. W. H. Tyson, one of the veteran crockery dealers of St. John, N.B., is dead.

Mr. F. J. Ward, of John P. Mott & Co., Halifax, N.S., is a visitor to the Montreal trade this week.

Mr. Ed. Lowe, of the F. J. Castle Co., Limited, Ottawa, was a visitor to Montreal the early part of this week.

Mr. George Tuckett, president Tuckett & Son Tobacco Co., Limited, Hamilton, was a visitor to Montreal during the past week.

Mr. A. E. Sterling, representing the T. A. Lytle Co., Limited, Toronto, was a caller on the Montreal trade during the past week.

Mr. W. B. Stringer, of W. B. Stringer & Co., Toronto, is on a tour of inspection through the western apple district this week.

Mr. Henry Wright, of the MacLaren Imperial Cheese Co., Toronto, is in Montreal attending the convention of the Manufacturers' Association.

Mr. Wm. Dobie, general manager of E. W. Gillett Co., Toronto, accompanied by Mrs. Dobie, left on Saturday last on a visit to friends in Chicago and St. Louis.

A visitor to the Montreal trade this week is Mr. F. Roblin, Ontario and Eastern Quebec representative of the Hamilton Distillery Co., Limited, Hamilton.

Mr. Geo. W. Baines, representing the Preston Metallic Shingle and Siding Co., Limited, Preston, Ont., is in Montreal this week. Business is reported up to the limit.

Mr. G. J. Wilson has resigned his position as general manager of the British Columbia Packers' Association. He will be succeeded by Mr. W. H. Barker, of Astoria, Oregon, whose long experience in the cannery business on the Columbia River eminently fits him him for the position.

Mr. Jason S. Creed, Montreal, Canadian agent for Lipton's jams, jellies, and pickles, has returned from a three months' thorough canvass of the Maritime Provinces. Mr. Creed's success is reported by him as most satsfactory, in fact, he feels satisfied the grocery trade has found a brand reliable in every way. Mr. H. S. Wallace, his Toronto representative, also sends in most satisfactory business and reports encouraging trade prospects.

A HALIFAX VISITOR.

Among the numerous callers at the Toronto offices of The Canadian Grocer this week was Mr. F. K. Warren, of the Dominion Molasses Co., Halifax. Mr. Warren is spending a few weeks in Ontario and Quebec in the interests of his firm, and reports that the volume of business resulting from this trip will be considerably larger than that of any previous campaign.

It looks as if West Indian molasses was gradually getting a firmer grip on the Ontario market, and the opinion has been expressed in trade circles that it will not be long before this section of the molasses trade will be as important an item as it is in Quebec and the Maritime Provinces where West Indian molasses is classed as one of the necessities of life.

The Purity Mfg. Co., Toronto, are about to establish a soap factory at the corner of Florence street and Brock avenue.

HINTS TO BUYERS.

E. D. Marceau, Montreal, reports arrival into stock this week of 20 packages choicest high-grade Formosa Oolongs.

Expected within a few days by the F. J. Castle Co., Limited, Ottawa, a carload of Santa Clara prunes, "Carnation" brand, new pack.

James Rutherford & Co., Montreal are offering special values this week in Ping Sueys, Gunpowders, Moyunes.

Owing to favorable market as advised by E. D. Marceau, Montreal, in his ad. lately, Condor Japan teas are of higher grade and less money than previous years.

White & Co., Toronto, have received their first shipment of Cape Cod cranberries for the season.

The F. J. Castle Co., Limited, Ottawa, Ont., have received into store the first car of new pack salmon, O-Wee-Kay-No brand. These should be ready sellers under the present condition of the market.

Wilson's fly pads are now being advertised in five hundred and one Canadian newspapers.

"Wee Macgreegor" Breakfast Food is having a very large sale with the F. J. Castle Co., Limited, Ottawa.

The first car of Jamaica oranges of the season has been received by White & Co., Toronto. The quality is excellent and the fruit exceptionally sweet for the season.

PROGRESSIVE FIRM.

The Grocer has received the official announcement that the capital stock of the Mooney Biscuit and Candy Co., Stratford, Ont., has been increased from $100,000 to $250,000.

MEXICAN STEAMSHIP SERVICE.

It is understood that the subsidy demanded for the proposed steamship service between Canada and Mexico via the Atlantic Ocean is much larger than the two Governments had expected. As a result direct communication may have to be confined to the Pacific Coast alone. If President Diaz's Government is ready to increase the appropriation Canada would no doubt gladly follow suit, so as to enable steamers to be put on the regular service along the east as well as the west coast.

CANADIAN TRADE STATISTICS.

A better showing is made by Canada's export trade for August than was made in previous months. The agricultural industry is the one which shows the greatest improvement. The exportation of animals and their produce exhibits a gain of $578,000, whilst in exports of agricultural produce there was an improvement of $119,469. Fishery exports were better by $29,000. There was, however, a decline of $2,206,467 in exports of mine products, and in imports of dutiable goods for consumption a gain of $200,000. Taking the first two months of the present fiscal year, the showing is not a very good one, but it is due to the temporary setback of trade in July.

The total imports for consumption in July and August were $40,499,000, and the duties $6,782,568. Last year's figures were $41,030,289, and $6,720,777. The exports of domestic products only were $35,680,255, as compared with $39,855,302.

For the month of August the imports for consumption were $22,479,102, as against $22,315,725 for the same period last year. The exports of domestic produce amounted to $21,824,954, a decrease of $1,671,831 as compared with August 1903.

Forest City Catsup

The Original Home Made with Natural Flavor.

Our catsup is made from the choicest tomatoes, English malt vinegar and combination spices.

No apple pulp, turnip pulp, or offal of canning factories as in common and cheap brands.

Your trade will appreciate the high quality and purity of Forest City Catsup.

If you do not handle, try a sample order.

Gorman, Eckert & Co., Limited

London, Canada.

Manufacturers of High-grade Spices, Baking Powder, Extracts. **Importers and Roasters of Coffee.**

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Maiden, J. H., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Davidson & Hay, Toronto.
Old Homestead Canning Co., Picton, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.
Taylor & Mulvaney, Hamilton.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Stringer, W. B., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.
Myers Royal Spice Co., Niagara Falls, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt
Canadian Salt Co., Windsor, Ont.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.
Verret, Stewart Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Provost & Allard, Ottawa, Ont.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Toronto Club Coffee Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Davidson & Hay, Toronto.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adamson, J. T., & Co..... 67
Allison Coupon Co..... 7
American Tobacco Co. 75
Auer Light Co 3

Balfour & Co..... 13
Barnard & Holland..... 21
Bates, Peacock Co 26
Batty & Co..... 5
Bennett Mfg. Co..... 42
Black Bros. & Co..... 16
Blue Ribbon Tea..... 51
Bradstreet's .....inside front cover
Brantford Starch Works..... 40
Burlington Canning Co..... 7

Canada Paper Co..... 53
Canadian Press Clipping Bureau.....
inside back cover
Canadian Salt Co 30
Canadian Swiss Trading Co..... 65
Capstan Manufacturing Co 3
Castle, F. J., Co..... 63
Ceylon Tea..... 6
Chaput L., Fils & Cie..... 47
Chase & Sanborn..... 51
Christie, Brown & Co..outside front cover
Clark, W. 53
Coles Manufacturing Co 40
Colson, C. E., & Son .....inside front cover
"Commissioner" Tea 7
Common Sense Mfg. Co 26
Cowan Co..... 65
Cox's Gelatine..... 7
Creed, J. N., & Co..... 47
Cullen, Orlan Clyde..... 54

Dalley, F. F. Co..... 47
Davidson & Hay 15
Dawson Commission Co 66
Dingle & Stewart 2
Dominion Molasses Co. inside back cover
Dominion Packing Co 23
Downey, W. P 9
Duncan Company 7
Dunn, Wm. H 65
Dutch Chemical Works. inside back cover

Eby, Blain Co 27
Edwardsburg Starch Co 79
Empire Tobacco Co.. 72
Epps's Cocoa. 53
Eureka Refrigerator Co 7
Ewing, S. H. & A. S. 88
Ewing, S. H., & Sons..... 3

Fearman, F. W., Co 23
Finkle & Ackerman..... 67
Force Food Co..... 71
Fortier, J. M 74
Foster Pottery Co 2
Frontenac Cereal Co 70

Gibb, W. A., Co. 66
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd..... 24
Gorman, Eckert & Co..... 28
Gowans, Kent & Co. . outside back cover
Greig, James R ..... outside back cover
Greig, Robt., Co..... 68

Heinz, H. J. Co..... 30
Hill, Evans & Co 18
Husband Bros. & Co. 66

James, Eben..... 67
Japan Teas..... 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner"....inside back cover
Kinnear, Thos., & Co..... 14
Klotz, E. W..... 21

Lake Huron & Manitoba Milling Co... 68
Lambe, W. G. A..... 2
Lamont, Corliss & Co..... 65
Leonard Bros 19
Lucas, Steele & Bristol 13
Lytle, T. A., Co 3

Maiden, J. H..... 30
Matthews, Geo. Co 24
Metallic Roofing Co. 54
Millman, W. H., & Sons..... 2
Milne, Chas..... 25
Mooney Biscuit and Candy Co.. 64
Morse Bros..... 12
Mott, John P., & Co 63
Myers Royal Spice Co..... 78

MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 74
McCann Wm., Milling Co ... 64
McDougal & Lemon..... 67
McDougall, D. & Co 75
McGregor-Harris Co. 42
McIntosh, P., & Son 63
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co.. 24
McWilliam & Everist 66

Napoli Macaroni Co 26
National Licorice Co 5
Nicholson, Bain & Johnston..... 2
Nicholson & Bain 2
Nicholson & Brock 54

Oakey, John, & Sons ...inside front cover
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 8
"Ozo" Co..... 18

Page, C. S.... 54
Park, Blackwell Co..... 23
Payne, J. Bruce 73
Provost & Allard..... 3

Rattray, D., & Sons 5
Reckitt's Blue and Black Lead 78
Rose & Laflamme..... 63, 77
Row & Co..... 2
Rutherford, James, & Co..... 9
Rutherford, Marshall & Co ... 42
Ryan, Wm., Co 42

"Salada" Tea Co 40
"Sovereign" and "Lynx" Salmon.. 19
Stavanger Preserving Co..... 71
St Charles Condensing Co 10
Stewart, A. J..... 63
Stringer, W. B., & Co..... 67

Taylor & Mulveney..... 21
Taylor & Pringle Co..... 2
Thum, O. & W., Co 7
Tippet, Arthur P., & Co 1
Todd, J. H., & Sons 19
Toronto Club Coffee Co 26
Toronto Salt Works....inside back cover
Tuckett, Geo. E., & Son Co..... 73
Turner James, & Co..... 13

United Factories 61
Upton, Thos., & Co..... 15

Verret, Stewart & Co..... 7

Walker, Hugh, & Son ... 67
Walkerville Match Co. outside back cover
Waterloo Broom and Brush Co 7
Watt, J. L., & Scott 63
Wethey, J. H.....outside back cover
White & Co. 67
Wilson, Archdale..... 25
Wilson Commission Co..... 2
Wilson, W. H., Co. ....inside front cover
Winn & Holland..... 9
Wood, Thomas, & Co..... 10
Woods, Walter & Co..... 25

Years and Years!

For years and years the most persistent buyers of Windsor Salt have been the most successful cooks. One woman has told another about the salt that doesn't cake, the salt of unequalled purity, whiteness, dryness, and each woman is a link in the chain that has been forged from one little word, "confidence."

A woman can make or mar your success in business. She can influence trade—above all, ***she does like to talk.*** Think of the cumulative effect of years and years of constant talking—***constant praise for Windsor Salt.***

Windsor Salt

The Canadian Salt Co., Limited,
Windsor, Ont.

HEINZ

57 VARIETIES

You will find them in complete array at the various Exhibitions.

Your customers will sample them and will want more.

If you have them in stock you will get the orders.

We would be very glad to see ***you*** at our Exhibit.

H. J. HEINZ CO., = Pittsburgh, U.S.A.

Seasonable and Saleable Eagle Baking Powder

Since its introduction to the trade this Baking Powder has established itself firmly wherever used. Makes customers, brings and holds trade.

Write for sample and prices.

J. H. MAIDEN, Agent
MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Barnard & Holland, Montreal.
Winn & Holland, Montreal.
Leonard Bros., Montreal.
Charles Milne, Vancouver, B.C.

MONOPOLY OF MEDICINE TRADE?

ONE of the most interesting developments in Canadian trade circles during the last few months is the joint agreement of some 25 Canadian wholesale drug firms and the Retail Merchants' Association, whereby the former shall have exclusive control of the sale of proprietary medicines in Canada. To this end the wholesale drug trade is making an effort to form an alliance with the Proprietary Medicine Association — with little or no success, it is believed—offering to take their entire output, the proposed object being to prevent the cutting of rates on patent medicines.

Already a large number of retail druggists have become parties to what is known as "the trade improvement scheme." It is believed that the promoters hope to secure the names of two-thirds of the retail drug trade; they will then go to the medicine manufacturers and say, you must sell to us exclusively else we will boycott your products. On the surface it is dificult to see where the general merchant or the wholesale grocer stands to profit by the trade improvement scheme. The former is, in many outlying districts, the only medium for the sale of patent medicines and it is well known that a number of the leading wholesale grocery firms in Canada make a feature of their patent medicine trade. Perhaps the wholesale druggists hope to secure the co-operation of Canadian wholesale grocers by allowing them to come into the combine on certain hard and fast conditions. If such is their intention they may as well give it up as hopeless since the wholesale grocery trade will not suffer dictation from any source. One case in point is that of a prominent Montreal wholesale grocer who has refused point blank to enter into any agreement which would not allow him a free hand in his patent medicine department.

The aim of the association is undoubtedly to block wholesale grocers and general merchants from selling proprietary medicines. From present indications, however, it does not look as if they would realize their ambition, because the medicine manufacturers prefer to sell to whomever and on whatever conditions they wish. On the other hand 33⅓ per eent. of the retail druggists in the Dominion in conjunction with the general mercantile trade can effectually hinder the introduction of a uniform scale of prices throughout the country which is ostensibly the aim of the Wholesale Druggists Association. There are always job lots of patent medicines available and the outside retail drug and general trades will cut and slash prices on these to spite their fellow tradesmen on the inside if for no other reason.

CARELESS LETTER DELIVERY.

THE case of Mr. Chouillou, of Montreal, reported in another column, brings into prominence a state of affairs which is, to say the least, most unpleasant. Mr. Chouillou, a prominent citizen of Montreal, and a man whose honesty it would be insulting to question, was accused in the courts of having received and opened letters not intended for him. In the trial, which ensued, it was shown that Mr. Chouillou was constantly receiving letters on which the addresses were misspelt, and that when the letters, concerning which he was accused came to hand, it was quite natural for him to conclude that they were intended for him.

While it may appear that in many cases the writers of letters are to blame and while it is certain that the postoffice authorities are not expected to be infallible, yet it must be admitted that there is too much carelessness in the handling of letters by the postoffice authorities.

There seems to be an amazing amount of carelessness in the delivering of letters at the Montreal postoffice. Letters come to the MacLean Publishing Co. addressed to J. C. MacLean, McGill street, to the Dominion Publishing Co., the Dominion Gazette, and the Military Publishing Co., none of which have anything about them similar to the proper address. It would be impossible to detail the scores of faulty addresses that continually pour into this office, and which must not only cause annoyance to the postoffice officials, but to those persons for whom these letters and parcels are properly intended. The Chouillou case should be taken to heart by the postoffice officials, and greater pains should be taken to look into the exact meaning of an address before it is blunderingly handed over for delivery to a postman who knows little more than an automaton.

EXPRESS SERVICE ON THE I. C. R.

DESPITE some faults incidental to a political railroad, the service on the Intercolonial is highly satisfactory and creditable to the management, and in some respects superior to anything either in Canada or the United States. An improvement, however, in the express service is very urgently needed, and it is to be hoped that the Minister of Railways and Canals may shortly be able to remedy the grievance and meet the wishes of business men generally by providing for a competing express service on the people's road.

As it is at the present time the Canadian Express Co., notwithstanding a stipulation in their agreement with the

Government providing for equal facilities and terms for competing companies, has a practical monopoly of the express business on the Intercolonial and Prince Edward Island Railway, and the Dominion Express Co., which desires to enter this territory has so far failed to overcome the obstacles placed in its way.

Meanwhile business men suffer in two ways. The absence of competition leads to laxity and carelessness on the part of employes and a general disinclination to extend accommodation and courtesy to patrons which is common to all monopolistic corporations. On the other hand, shippers have to bear the high rates charged for shipping over two lines in order to reach points not covered by the Canadian Express Co.

The chief sufferers are the fish shippers of Nova Scotia, the fruit growers of Ontario and the produce men of Prince Edward Island. Fish and fruit, particularly, require despatch and cannot bear the high charges entailed in shipping over two lines. Both these lines are capable of large development and the competition of rival express companies, in addition to ensuring expeditious dispatch, would lead to the opening of new markets and a general increase in that inter-provincial trade which is so necessary for the solidarity of the Dominion.

At the Maritime Board of Trade meeting in Moncton the feeling of the Maritime business men was expressed in no uncertain way, while that of the Ontario fruit growers was voiced by Mr. E. D. Smith, M. P., of Winona who, at the invitation of the board, addressed the delegates.

This is a point on which the east and west are as one for the good of all. Mr. Emerson would do no small service to the business interests of Canada by speedily providing for a competing express service on the I. C. R.

PREFERENTIAL TRADE WITHIN THE EMPIRE.

THE cable reports to the effect that Mr. Chamberlain's policy is to give such protection to the milling industry that all flour will be ground in Great Britain, we cannot believe to be correct. Advocating as he does an Imperial policy, we cannot conceive him becoming a party to a policy which would place the important industry of milling in the colonies in a far worse position that if it were in a foreign country, not only as far as exports to Great Britain are concerned but also trade in their own home markets.

If a tax of 2 shillings per quarter or 6c a bushel is put on wheat (corn) and it is admitted free, or on a preference of say 50 per cent. or 3c a bushel from the colonies, and an equivalent tax of say 1 shilling and 9 pence per sack is put on flour, whether from the colonies or foreign countries, it must be evident that all the wheat in the colonies will be taken by the mills in Great Britain to be ground there, as it would be cheaper than foreign wheat by the amount of the preference. This of course excludes such small portion of the crop as is required for home consumption in the colonies, which is all the colonial mills could hope to grind under such a policy, they having to pay the same price for the wheat as the English miller and 50 or 100 per cent. more duty on the same wheat when made into flour.

Even admitting colonial wheat and flour on exactly the same footing, the mills in Great Britain have a certain measure of protection in the lower freight rates granted on wheat than on flour. For instance the rate from Fort William to Liverpool at present is only 10c per 100 pounds, while on flour it is 19 1-2c per 100 pounds, thus giving the English miller a straight protection of 9 1-2c per 100 pounds or 10c per sack in freight alone. They enjoy another decided advantage over colonial mills in being located so they can distribute their products to the consumers at first cost, while the colonial mills have to pay heavy tribute to middlemen and a vast number of port and other charges, the aggregate of which shippers know to their sorrow.

If Mr. Chamberlain is correctly reported, colonial milling companies wishing to have a chance to export their flour to the Mother Country will be driven to start mills in foreign countries in order to be on an equal footing with foreigners. In this event the wheat they buy will be subject to the same rate of duty as the flour, so that they could buy their wheat at a price equivalent to what the English miller could afford to pay for it. This the colonial miller could not do if he remained within the colonies, as foreign countries would thus be built up by this policy instead of the Empire which is Mr. Chamberlain's heart's desire.

This can be easily shown. Suppose wheat (corn) is 33s 4d per quarter or $1 per bushel, and the duty is 2 shillings per quarter or 6c per bushel, wheat in the United States would only sell for 94c a bushel (that is after paying the 6c a bushel duty) less freight and other charges, while the price of colonial wheat would be $1 if admitted free, or 97c on a 50 per cent. preference, less the same freight and other charges, which means that the foreigner could buy his wheat equal to 42c or 21c per sack cheaper according as to whether it is free or has a 50 per cent. preference and yet his flour would go into Great Britain on exactly the same basis as flour made in the colonies.

Again if such a duty is put on flour as will make its importation into Great Britain prohibitory, the price of flour will inevitably be raised to the consumer even if wheat is admitted free from the colonies, unless colonial flour is admitted also, as the milling capacity of Great Britain is not sufficient to grind all the flour used in that country, nor could the capacity be increased sufficiently to do so for a number of years to come.

From the foregoing it would appear that the best interests both of the wage earner of Great Britain and the Empire at large will suffer severely unless colonial flour receives the same treatment as colonial wheat and it is to be hoped that Mr. Chamberlain and his associates will consider this question very carefully in all its aspects before deciding in favor of a policy which must prove

disastrous to the colonial milling industry.

Canada has been termed a protectionist country, the acknowledged policy of this country has been to protect its native industries, and yet the Canadian miller has enjoyed no such protection against the United States miller in the past as it is now proposed to give to the English miller, as the duty on American wheat has always been equivalent to or higher than the duty on American flour coming into Canada. In view of this it sounds strange to hear of free trade England contemplating the adoption of a policy which the millers in protectionist Canada did not even ask the Government to grant, although they have always advocated a duty equivalent to that on wheat being placed on flour.

A communication from our London, Eng., office just as we go to press supplements the brief information cabled about Mr. Chamberlain's intention to protect the flour trade under his tariff reform scheme.

Mr. Chamberlain's idea is one that will be of great value, our correspondent thinks, to the Canadian milling trade. While Mr. Chamberlain does not go into details, our correspondent gathers from a source which enjoys a good deal of Mr. Chamberlain's confidence, that his idea is to overcome the objection to taxing food by admitting all wheat free of duty, but by putting a heavy tax on foreign flour and admitting Canadian and other Colonial flour free of duty. In this way he hopes to encourage the manufacture of flour in Great Britain and her colonies. This policy was advocated in the columns of The Canadian Grocer in the early part of the year.

BLAME THE POSTOFFICE.

A MONTREAL commission broker faced the courts last week on a queer charge, namely, that of receiving letters which did not belong to him. Now that he has been honorably acquitted of any criminal intent, it is easy to deal with the mixture of names which caused the action to be taken, in a more or less jocular mood.

Mr. Chouillou received letters which were addressed to a man named Cailloux. He stated to the court that he had been doing business with a French firm with whom the man named Cailloux was now dealing. Naturally enough when a letter came to him from that firm, he thought it was an overture to resume business relations, and took no more cognizance of the affair, until two or three letters had been exchanged. Mr. Chouillou further presented letters which showed that his name was spelt in about a hundred different ways and it was not surprising that the letters addressed to Cailloux should have come to him. The day after the case was settled in court, he happened to find in his letter box, a letter addressed to the name Chompton. Its post-mark showed that it came from Charlottetown. Immediately Mr. Chouillou took the letter to Mr. Palmer, the assistant postmaster, remarking—"Surely Mr. Palmer, your clerks are determined to put me in St. Vincent de Paul." Mr. Palmer looked at the letter and he found the name Chouillou wrtten in pencil at the bottom o fthe envelope. He immediately called the clerk of that department and an explanation was given him. He believed that the letter was for Mr. Chouillou. Mr. Palmer asked Mr. Chouillou if it was possible that he was expecting a letter from Charlottetown. He said that possibly he might get a communication from one of his customers there, Carvel Bros.

"Open the letter," said Mr. Palmer, "and see if it is for you." Mr. Chouillou did so, and to the amazement of all concerned he found that the letter was meant for him and was in answer to a circular he had issued to the trade clerk as to how he knew it was for Mr. clery as to how he knew it was for Mr. Chouillou, the poor fellow was unable to explain. He simply said that Mr. Chouillou's mail, which often embraced as many as a hundred letters a day had more peculiar combinations of letters, which meant his name, than any other firm that did business with the postoffice.

A PROGRESSIVE FIRM.

ONE need but glance at the statistics of the trade and commerce of Canada to realize the rapid strides of progress which have been made in the fish trade.

In this wonderful expansion of the past quarter of a century no name has occupied a higher place than that o Leonard Bros., whose establishments at St. John, N. B., along the Gaspe Coast and in Montreal, have been distributing centres for all important points between the two great oceans. One of the striking features of the trade, and of which Leonard Bros. are the pioneers, was the introduction of modern, attractive and sanitary methods in the preparation of fish for the vast army of consumers from coast to coast.

The process of drying, curing, smoking and packing the product of the sea and inland waters has, under the enterprising direction of this firm, increased the consumption in a marked degree.

In addition to the resources which the firm possesses in its many fishing stations in New Brunswick, Nova Scotia and on Gaspe Coast, they are large receivers from various other important fishing centres skirting the Atlantic Coast, also in the districts of Lakes Ontario, Erie, Superior and Manitoba, and in recent years have been handling la quantities of frozen and pickled halibut and salmon from the Pacific Coast during the Winter months, as well as b express during the Summer.

The firm was organized in 1879, and then consisted of C. H. Leonard and W. F. Leonard. The former, since dea was in charge of the business in the

Mr. D. J. Byrne.

Maritime Provinces, while the latter, who still directs in an able manner the policy of the firm in the east, spent much time in Montreal in the endeavor to organize a central depot of distribution. The progress of this venture was necessarily slow in the opening years, but, as in all things, the reputation which the firm earned by its strict principles of honesty and its aim to furnish its patrons with the best article obtainable, bore good results.

At present Mr. W. F. Leonard devotes his whole time to the large equipment down by the sea, while the administration of the constantly expanding business in Montreal is in the hands of one of Montreal's best known young citizens, Mr. D. J. Byrne, who entered the office of the firm shortly after he completed his studies in 1885. Mr. Byrne from the hour of his entry into the

establishment manifested a deep interest in every department of the business. He was ready to obey the command of his superiors and not slow to appreciate the persistency of his employers in attending to the supervision of the smallest details. As a result Mr. Byrne was appointed local manager in 1894 and given the full direction of the business in Montreal. So well did he discharge the important task that he was given an interest in the business in 1900, six years after his appointment as manager. Since Mr. Byrne's entry into the firm its operations have been largely increased. The scope of its work has undergone a marked change, and despite the competition from many quarters it has maintained its place as the leading establishment in the trade in this district.

Recently extensive improvements have been made in the premises occupied by the firm in this city, with a view of furnishing ample cold storage facilities, and other alterations are under consideration.

Mr. Byrne is very enthusiastic in regard to the future of the business of which he is now one of the proprietors. He is in the full vigor of his young manhood, possesses energy and experience, and is of acknowledged integrity. He enjoys, as few young men enjoy, the esteem and good will of all classes with whom he comes into contact.

RETURNED
OCT - 8 1904
Cut Book 24
Pages
Illus.

The Warehouse of Chaput, Fils & Cie, Montreal, damaged by fire September 21.

DISASTROUS FIRE IN MONTREAL.

FIRE visited the wholesale business district of Montreal on Wednesday morning early. The loss will run into half a million of dollars and is divided between two large firms, Chaput, Fils & Co. and the Canada Hardware Co. The fire started about 1 o'clock a. m. in the premises of the Canada Hardware Co., DeBresoles street. Before 2.30 o'clock their building and stock were a total loss. By this time the whole brigade had been called to the fire which was spreading so rapidly that the whole district was threatened.

The handsome wholesale grocery premises of Chaput Fils were next door and quickly the flames licked over the fire walls and threatened the business house of one of the oldest firms in Montreal. It also spread in the opposite direction and damaged the premises of Meagher Bros. and those of the Central Agency. A weird and terrific sight added gruesome interest to the fire in the Canada Hardware building when a terrible pillar of dark red flame shot into the air accompanied by an explosion that told that gunpowder and cartridges in the warehouse had been reached by the flames. Incessant and continuous reports followed which sounded like the desultory fire on a battle field.

Meantime the firemen were putting up a strenuous fight to save Chaput Fils, but to no purpose. Already the big grocery emporium was ablaze. Liquors and groceries of all kinds furnished fine fuel and the fire greedily worked its way through the five floors of the structure. At once the fire took on renewed vigor and it was long after daylight before the flames were under control. Tons and tons of water poured into the building and and the damage by smoke and water was even greater than by the fire itself. The whole place was gutted. One very spectacular feature was noticed when the flames caught a broom room where 1000 dozen brooms were stored. They made a huge blaze for a few moments and the glare conld be seen for miles. The fire was under control by 7 o'clock and the total loss was estimated at $425,000 for Chaput Fils alone.

Long before daylight the different members of the firm were on the spot and arrangements were quickly made for new premises and the work of filling orders will be courageously undertaken even under almost insurmountable difficulties. The Chaput firm has been in existence since 1842 and is known from one end of the country to the other. Telegrams of sympathy were received by the Chaput firm from many quarters including the Old Country and certainly in Montreal every courtesy was shown. In fact some of their most vigorous competitors in trade paid the graceful tribute of inviting them to use their premises to continue business temporarily. Immediate orders were filled in a manner that was a compliment to the business energy and determination that would overcome almost any obstacle. An announcement elsewhere will tell to the trade briefly what the firm will do for the immediate future.

The Grocer extends the most sincere sympathy and with it the hope that this time honored house will be in shape shortly to do ample justice to the trade which it has maintained so well for over half a century.

L. Chaput & Fils are now temporarily located at 21 St. Antoine Street, where all orders will be promptly filled.

John Dais, wholesale commission dealer in all kinds of fish, of New York, was in Montreal during the week on business widening pursuits.

CANADIAN MANUFACTURERS' ASSOCIATION

Thirty-Third Annual Meeting held at Montreal, Sept. 20, 21, 22, 1904

IN many respects the thirty-third annual meeting of the Canadian Manufacturers' Association held in the Windsor Hotel, Montreal, September 20, 21 and 22, was like other conventions, warm in words of welcome and appreciation, only vastly magnified even in this superficial aspect as befitting the largest association of its kind in the world. But when the deeper significance of the meeting of the leading business men from British Columbia, Manitoba, Ontario, Quebec and the Maritime Provinces is considered, the gigantic task the association has set itself strikes home with full force, and it is fully realized that the Association needs all the strength, energy and earnestness it can muster to bring to a successful issue the arduous duties undertaken. It was a remarkable meeting in many ways, remarkable for the vigor and energy displayed in grappling with the problems confronting the existence of Canadian industries, remarkable for the clear insight displayed in recommendations to secure proper legislation and to prevent improper legislation affecting our manufacturing or trade interests, remarkable for the encouraging reports received from the various committees which have been actively engaged during the year, and lastly truly remarkable as clearly depicting the identical interests of all Canadians, and serving as an irrefutable denial to all who have contended that the Association is but a mere tool for devising ways and means to satisfy the greed of the insatiate industrial class.

RETURNED
OCT 24 1904

W. K. George, Toronto.
Elected by Acclamation President of the Canadian Manufacturers' Association 1904-1905.

Work of the Branches.

The Association's branches cover the Dominion, with special executives at each centre to concern themselves with local affairs and to bring suggestions before the general executive council, and there are sections of the different trades to guard the interests of each. The reports brought in from these denoted not only wonderful numerical growth, but all told of accomplishment evincing earnestness and energy, and these suggestions were pregnant with the effort and time spent in their preparation.

It was noticeable how important were the tariff and labor problems in the discussions, although the conditions and outlook of business and suggestions for the remedy of grievances occupied a good share of attention. All the various phases of the many difficult problems were met with a bold front, and grappled with in an earnest and fair manner, as is only natural in men dealing with large issues.

The Members.

The members themselves who thronged the corridors and rotunda of the Windsor Hotel bore striking testimony to the future of Canada. Some there were who exchanged confidences in earnest discussion, while in others the spirit of jovial good fellowship reigned supreme. They all, for the most part, exemplified the best type of Canada's sons, vigorous alike in mind and body, and it was encouraging to note the large number of men who were in the pink and prime of life, indicating that the killing pace of modern business methods had touched them but lightly, at least to outward appearances.

Tuesday, the first day of the convention, was devoted to the meeting of the various trade sections of the association.

Manufacturing Grocers' Section.

At ten o'clock a meeting of the Manufacturing Grocers' Section was held in Club Room B, Windsor Hotel, under the chairmanship of Mr. S. W. Ewing. The attendance was the largest the section has had since its formation and the greatest interest was manifested by all. The various questions brought up for discussion, and those embodied in Chairman Ewing's report were closely gone into and the deliberations will be resultant of much good to the trade generally.

Hon. Mr. Brodeur, Minister of Inland Revenue, who had signified his intention of being present to receive the views of the members on the question of the Pure Foods Act and kindred subjects, was unavoidably prevented at the last moment from attending.

The section as a whole was thoroughly in accord with the intention of the department as regards the better enforcing of the law though it was felt that some modifications were necessary. A committee was appointed to bring these subjects to the attention of the Minister. Credit was given by the chairman to Hon. Mr. Brodeur for having deserted precedent and attempted in some measure to enforce the provisions of the Act, and the Grocers' Section was prepared to assist him in the work of securing legitimate manufactures. The question of freight rates was also taken up and will receive the attention of a special committee.

The members present were:

Chairman, S. W. Ewing; Secretary, E. H. Cooper and Messrs. R. A. Donald, Henry Wright, J. Rose, W. S. Kerry, Geo. F. Benson, R. Herron, Roy Ewing, Col. Fred. Welker, H. Picard, Robt. Greig, A. H. Brittain, W. H. Dunn, L. C. Van Bever, A. G. Spencer, A. W. Ewing.

Lack of space prevents a full report of the chairman's address. The election of officers resulted as follows:

Chairman—S. W. Ewing, of S. H. Ewing & Sons, Montreal.

Vice Chairman—Henry Wright, of The A. F. MacLaren Imperial Cheese Co., Limited, Toronto.

Secretary—E. H. Cooper, Montreal.

Committee—Messrs. J. Rose, R. A. Donald, Robt. Greig, Geo. F. Benson, L. C. Van Bever, Roy Ewing, R. Herron, Jr., W. S. Kerry, W. H. Dunn, W. P. Downey, John Carsley, J. Goldstein.

Delegates Entertained.

At 2.30 p.m. the members of the association were given a sail around the harbor by the Harbor Commissioners on the Duchess of York. Though the weather was raw and wet, about 100 delegates and their lady friends availed themselves of the courtesy of the commissioners and the trp proved highly enjoyable. Refreshments were served in a sumptuous manner. As the steamer neared the dock Mr. W. K. George, vice-president, in the absence of the president, Mr. George E. Drummond, thanked the Harbor Commissioners on behalf of the Canadian Manufacturers' Association for their kindness and courtesy. In a few well chosen words Mr. George expressed the opinion of the association that Montreal is the natural port of Canada and that the association stood prepared to assist them in making it the greatest port on the continent. Its future was assured and as it was the outlet of the products of the great west Montreal Harbor Commissioners were warranted in asking for the substantial support of the country at large. Mr. George closed his happy speech with the slogan:

"The National pride of Canada
Is the pride of a princely land,
And the goods that are 'Made in Canada'
Are the goods that her sons demand."

This apt slogan was received with cheers. Hon. Senator McKay responded on behalf of the Harbor Commissioners, expressing pleasure at the acceptance of the members of the Canadian Manufacturers' Association of the board's harbor trip.

OPENING SESSION.

The formal opening session was held in the Ladies' Ordinary, at the Windsor Hotel, Tuesday evening at 8 o'clock. The room was tastefully decorated with "Made in Canada" emblems. Representatives of the Dominion's manufacturing interests from Halifax to Vancouver were in attendance. Mr. Geo. E. Drummond, the president, presided, and after an inspiring invocation had been pronounced by the Rev. Dr. Barclay, Mayor Laporte, on behalf of the city extended a most cordial and sincere welcome to the delegates, naively pointing out the advantages Montreal offered as a manufacturing centre. He was greeted with loud applause. Mr. J. J. McGill, chairman of the Montreal branch

C. C. Ballantyne,
Vice-President Canadian Manufacturers' Association, 1904-1905.

followed, tendering the welcome of that body and expressing the pleasure the local branch experienced by having the meeting at Montreal and assuring the delegates that the local branch would do all in their power to make their stay a pleasant one.

Mr. W. K. George, Toronto, vice-president of the association, replied, alluding to the pleasure of renewing friendships in Montreal, and discoursing on the growth of the association.

Then followed the feature of the evening, the president's address, which naturally dealt with the great trade issues affecting the country, and needless to state Mr. Drummond carried his hearers with him from the start, and applause burst forth frequently, especially when he urged the importance of conserving home markets and the need of radical changes in the tariff.

President's Address.

Mr. Geo. E. Drummond's rising to give his address was the signal for an outburst of applause which lasted several minutes. He was obviously both surprised and affected by the tribute.

The president in a manly, straightforward way, referred felicitously to his pleasure in welcoming the delegates and then plunged into a masterly and full review of the position of manufacturers and industrial conditions. He urged that Canadians should read correctly the signs of the time, which interpreted meant they must be up and doing, and they must recognize this national and imperial obligation in respect to the naval protection of their commerce. By adept reasoning, he showed that in considering the course adopted for the building up of Canada, the manufacturing industries in Canada were of vital importance. Continuing, he showed clearly that the great fabric of commerce is all woven together on the warp of production.

By reference to industrial statistics he showed the importance of manufacturing compared with other great interests, proving that they entailed a larger output than the combined interests of agricultural, dairying, mineral, forest and fisheries, although by no means did he attempt to belittle their importance.

Mr. Drummond said in supporting these assertions:

"Let us as briefly as possible take stock of the position that our Canadian manufacturing interests occupy to-day.

"In the first place, I think we are well within the mark when we estimate that we have now not less than $520,000,000 of capital invested in manufacturing in Canada. In 1881 there were $159,000,000 so invested. Thus, in twenty years we have, in the face of many difficulties, increased our capital investment by $361,000,000.

"I have been favored with some particulars in regard to the 1901 census of the Canadan manufacturing industries, and in those statistics I find that we have much cause for congratulation.

"The total production of the 14,650 Canadian factories in 1901 is estimated at $481,053,375. To produce this amount of goods there were 344,095 work people and clerks employed, to whom were paid $113,283,146 in wages."

Mr. Drummond proceeded to quote figures to prove the importance of the manufacturing industries.

Then followed the question of marketing the enormous production, and it was strongly urged to conserve the home market, and to further establish native industries that will create and maintain a prosperous people and provide a home market.

In support of this Mr. Drummond said:

Make the Goods at Home.

"Can we not preduoe more in Canada, and what would that production mean to this country?

"Our importations of dutiable goods this year have been to a value of about $149,000,000. Statistical returns are not yet to hand to enable us to fully analyze the goods actually covered by this amount, but as a guide we know that our importations of wholly or partially manufactured goods last year was $149,600,000. With these figures before you I believe you will agree with me that with a properly constructed tariff, admitting raw material at a low rate of duty, and with proper protection upon the finished article, we could easily increase our output of manufactures by $60,000,000.

"According to the census returns 344,095 operatives produce $481,053,375 worth of goods, and the manufacture of $60,000,000 of goods will employ 42,900 work people—yes, even more, for we shall be making the more highly finished class of goods, which require more labor than many of the lines now manufactured. The employment of 43,000 people will build another city equal in population, if not in wealth, to that of Toronto, and it will consume upward of $20,000,000 worth of farm products annually. Surely here is a policy worthy of the support of a patriotic Government and people."

In referring to trade and navigation returns he maintained that they afforded ample proof for the need of the revision of the Canadian customs tariff. He condemned the growth of importation of goods from the United States. In urging tariff revision he alluded to the measures the Government has passed acceding to the points they had urged.

Canada's Importations.

"The trade and navigation returns," he stated, "for the year 1904, are ample proof of the need of radical changes in the present Canadian customs tariff. On the basis of goods entered for consumption and reports of domestic produce, the increase in Canadian trade for the past year was $2,788,611, which is a small increase compared with those of the years immediately preceding. A further analysis brings to light the fact that the domestic exports show a shrinkage of $15,987,235. This decrease is accompanied, first, by an increase of $1,813,152 in the export of foreign produce; and secondly, by an increase of $18,775,896 in the importation of goods for consumption; in other words, while our total trade statistics have not altered materially, the balance of trade has turned against us in one year to the extent of $34,763,131. That fact explains the liquidation of woollen mills, the four thousand silent cotton looms, the

George E. Drummond, of Montreal,
Retiring President Canadian Manufacturers' Association.

transformation of shirt manufacturers into shirt importers, and it is a striking statistical accompaniment to your need of business during the first six months of the present year. What further do we find? In 1903 our importations from the United States amounted in value to about $129,000,000. This year they have increased to $143,010,578, excluding bullion, an increase of more than $14,000,000, or about 10 per cent. Of this increase over $8,850,000 was dutiable goods, so that the main feature of our trade, during this past year has been the growth of importations from the United States, and the main feature of these imports is that they are to a large extent in goods that could be made in Canada. The amount of dutiable goods imported under the general tariff from the United States in the year ending June, 1904, was $77,390,807. That, in short, represents the value of the Canadian harvest reaped last year by the United States—a country that will not admit our goods on anything like reasonable terms. Nevertheless, we must admire the strong, consistent national policy pursued by the United States in conserving her own interests.

"In 1903 over 38 per cent. of that country's imports consisted of crude products, which are raw material for their industries. In Canada only some 20 per cent. of the imports is in the form of raw material, and that in spite of the fact that we must import our cotton, anthracite coal, and so forth, which the United States produces at home. The United States importation of articles wholly or partially manufactured, and articles of voluntary use, which are largely manufactured goods, comprises 40 per cent. of their importations, whilst similar goods in Canada made up 66 1-2 per cent. of our importations."

Canada's Tariff.

Continuing, Mr. Drummond said:

"Now, let us consider the Canadian Customs tariff and our trade relations.

"With respect to our present Customs tariff, the Canadian Manufacturers' Association occupies exactly the same position to-day as when we met at Halifax two years ago and adopted the following resolution, namely:

" 'Resolved, That in the opinion of this association the changed conditions which now obtains in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries;

" 'That, in any such revision the interests of all sections of the community, whether of agriculture, mining, fishing or manufacturing, should be fully considered, with a view not only to the preservation, but to the further development of all these great natural industries.

" 'That while such a tariff should primarily be framed for Canadian interests, it should nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be ar-

ranged, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers.'

"As I have said on a former occasion, 'the two great and practically the only markets available for Canadian products to-day are, firstly, the home market; and secondly, Great Britain, the Mother Country.' What I may call our 'Halifax policy,' therefore has a double purpose, viz., to conserve as much as possible these two markets to the Canadian people, and in the case of the British market, to transfer orders for our surplus requirements to our own customers, the people of the Mother Country."

With regard to preferential trade he said in part: "We have placed ourselves unreservedly on record as favorable to a tariff arrangement that while encouraging the development of industries in Canada, will nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged." He continued by discussing particular aspects and colonies in a full manner.

The labor problem loomed large and he advocated clearly that labor and capital were mutually dependent and should work hand in hand. Strikes always involved loss on both sides, generally with a settlement which could have as easily been made at the outset. Mutual peace was the cry and the necessity of this day. Reference was made to the successful exploiting of the engineering trade, and then the vital question of fire insurance, which is agitating the business men, particularly of Montreal and other cities with congested districts was touched upon. As the manufacturers are the largest payers of such insurance, it was strongly urged that measures be taken to secure not only proper inspection but also proper adjustment of rates, which was hardly the case at present. This was gone into very fully.

In conclusion he referred not only to the remarkable growth of the association but also to the national character it had assumed and its consequent national importance. The importance of unity and co-operation was dwelt upon. His parting message as retiring president was in part: "Let Canadians be known for their fair dealing and business integrity the world over. Take pride in your national products and let the goods be of such a standard of excellence that the stamp 'Made in Canada' will ensure recognition in every market."

Vote of Thanks.

Mr. E. Gurney, of Toronto, in moving the vote of thanks for the able and careful address sparkled with mother wit and endorsed the opinions expressed in no uncertain manner, concluding by an earnest appeal for the co-operation of all concerned to make Canada a name to be proud of. He ridiculed reciprocity arrangements.

Mr. R. H. Alexander, of Vancouver, seconded the motion by referring to the national scope of the organization as well as alluding to the noble work done by the president.

The president then called upon Sir Lloyd Wise, of England, who in a few happy words endorsed the president's address and made mention of an exhaustive report he had prepared for the consideration of the association. With a fervent singing of the National An-

S. W. Ewing, re-elected Chairman Manufacturing Grocers' Section, Canadian Manufacturers' Association, 1904-1905.

them the meeting broke up to begin its active business duties in the morning.

Business Sessions.

The first business session was commenced Wednesday morning at 10 o'clock in the Ladies'. Ordinary of the Windsor Hotel, with President Geo. E. Drummond in the chair, and past and present officers on the platform, and a fair representation of the manufacturing interests present.

After a summary disposal of a few preliminary items of business and the reading of several letters of regret, the reports of the proceedings of the committees were taken.

Treasurer's Report.

Mr. Geo. Booth, Toronto, presented a most satisfactory report, which clearly showed the marvellous growth of the association, and notwithstanding greatly increased disbursements the balance was the most satisfactory in the history of the association since its re-organization four years ago. The total receipts principally from membership fees were six times as large as four years ago, and although the detailed accounts were higher and more numerous the cash balance was satisfactory.

The total receipts were $34,417.13, and the total disbursements $30,006.11, leaving a cash balance of $4,816.38.

In moving the adoption of the report Mr. R. C. Wilkins, Montreal, contended that it was advisable to have the next treasurer's report printed and distributed to all visiting delegates. Mr. T. P. Murray, of Toronto, also spoke in reference to this, and the resolution was unanimously carried in adopting the satisfactory report.

The Secretary's Report.

The call for the secretary's report was greeted with loud applause, testifying to the popularity of that gentleman. Mr. R. J. Younge, B. A., the secretary, presented a report which he characterized as the most successful in the history of the organization. He traced the history of the association since its re-organization four years ago when it had a membership of 120. Now from a provincial association they had grown to national importance with six branches and 13 sections, with a membership of over 1,500, an increase of 246 in the past year. He outlined the importance of the association and advocated correspondent membership in foreign markets. Note was made of the progress during the past year and the problems discussed. The association was advertising Canada and creating a national patriotism. There had been 120 committee meetings at the head office with an average attendance of six, and ten legislative measures were traceable to this influence. He cordially thanked the associate secretaries for their co-operation.

In moving the adoption Mr. T. P. Murray, Toronto, commented upon the modesty of the secretary and testified to his untiring energy and ability. The report was unanimously adopted.

Reception and Membership Committee Report.

Mr. Robt. Crean, chairman of the reception and membership committee, presented the report. The membership campaign had resulted in a net increase of 246 during the year, giving a total membership of 1,511, of which Ontario has 876 and Quebec 412. Reference was made to the successful western excursion after the conclusion of the meeting last year, as well as a mention of the Quebec banquet.

A Great Britain excursion was recommended also. In conclusion the active interest of the association in securing new members was requested.

The discussion following touched upon all features, the Great Britain excur-

sion being especially commended as ensuring both interest and instruction. Mr. Murray was particularly interesting.

Commercial Intelligence Committee.

Mr. Arnold W. Thomas, chairman of the committee, presented a report eloquent of increased activity and usefulness. Eleven good meetings had been held and among the subjects of discussion might be mentioned the correspondent membership question, and in this connection it was resolved that whereas valuable markets for Canadian products are to be found in many parts of the world, the following resolutions be submitted :

(1) That the Dominion Government should be urged to extend its system of commercial agents.

(2) That the representatives should be active, energetic men, and should revisit Canada at least every three years to keep in touch with Canadian exporters.

The Japanese tariff discriminates against Canada, and it cannot be removed till 1911. The admission of United States catalogues was now subject to duty, although the circulation of their magazines could not be restricted. In conclusion the members were urged to use the facilities offered to the fullest advantage.

After some discussion the report was unanimously adopted.

Railway and Transportation Committee.

Mr. J. O. Thorn presented a very satisfactory report touching fully upon the transportation problem, and thus commending the building of the Grand Trunk Pacific Railway. The following resolutions were introduced as essentially sound :

(1) That rates shall be, with qualifications, what the traffic will bear.

(2) In the consideration of what the traffic will bear the cost of manufacturing or preparing freight for transportation must be a factor.

The committee had secured the services of an expert in the person of Mr. W. H. D. Miller, whose work was highly commendable. The function of the committee was advisory, although freight classification, especially a temporary schedule which would give manufacturers the reductions due them, was discussed. Coast rates, import and export rates, marine insurance, cartage, claims, delays in shipments and demurrage all had received attention and were commented upon. Specific cases and their adjustment were reported, and the railway express service touched upon. Among the resolutions submitted the following loom up :

(1) That Canadian steamship lines should be extended a preference by Canadian shippers in both import and export trade.

(2) That the Railway Act of Canada should be amended so as to place the express companies in Canada under the jurisdiction of railway commissioners.

In moving the adoption of his committee's report, Mr. J. O. Thorn commended the work of Mr. Miller and urged the use of the committee. Mr. W. K. George also bore out the above. In seconding the adoption Mr. Wilkins urged that copies of the able report be sent to manufacturers not present at the meeting. The entire report was unanimously adopted.

Parliamentary Committee.

Mr. P. W. Ellis presented a full and exhaustive report, the following features being worthy of special mention. The aggressiveness of organized labor was exemplified in the Union Labor Bill, which, owing to the work of the committee, was held over, as several clauses of this bill were shown to be particularly injurious to the manufacturing industries of Canada. It was also urged that the importation of workmen who could not be secured at home be encouraged.

It was pointed out that there was a scarcity of labor in Canada, and in this connection the work of the Parliament in placarding Great Britain to the effect that skilled mechanics were not wanted in Canada was shown to be false, as in July last 6,717 hands were needed among this association.

In resolutions submitted to be forwarded to the Dominion Government the following are especially important :

(1) That the Dominion Department of Labor should give equal consideration to the needs of employer and employe.

(2) That provision should be made for the importation of skilled labor, provided the same cannot be secured in Canada.

The general labor question was not in as favorable position as desirable and strikes were too numerous. A more friendly relation was hoped for during the ensuing year.

The Provincial legislation in both Ontario and Quebec was closely watched, and the influence brought to bear upon several bills was touched upon.

In moving the adoption of the report Mr. P. W. Ellis outlined the classes of labor and prayed for two classes of unions. In seconding the adoption Mr. J. J. McGill commended the work of the committee. A discussion followed. Mr. Wallace gave the views of the stove section, while Mr. J. S. McKinnon followed by praising the work in watching the bills introduced in the Parliaments. Mr. S. J. Vaudry gave an outline of Quebec legislation. The report was finally unanimously adopted.

Amendments to the By-laws.

Mr. R. J. Younge, the secretary, read two amendments, the first of which enlarging committees of the Parliamentary section to include chairmen of branches and sections, was adopted. The second amendment, dealing with the disposition of finances from the branches and restricting their expenditure so as to have it referred to the executive council, was finally thrown out.

The conclusion of the afternoon session witnessed a deputation from the Lord's Day Alliance, which urged the observance of the Sabbath. The reverend gentlemen were particularly happy in their views, and evidently favorably impressed the delegates. Canon Renaud urged the attention of manufacturers to this aspect of labor, while Rev. Dr. Gordon cited instances of Sunday work which he considered shameful. He thought a more equitable adjustment in some cases was necessary, although realizing the exigencies of expedition in some cases. The Rev. Dr. Pedley indorsed the views expressed by the other reverend gentlemen.

In the evening the delegates attended the performance of "The Silver Slipper" at His Majesty's threatre, as the guests of the Montreal branch.

PERSONAL MENTION.

Mr. J. Donnelly, Jr., of the Pittsburg Milling Co., Limited, Pittsburg and New York, was in Montreal this week. Mr. Donnelly enjoyed some pleasant automobile tours as the guest of Me. Anson, of the Ogilvie Milling Co.

Mr. L. C. Van Bever, of the Toronto branch of Armour & Co., Chicago, was a delegate to the Canadian Manufacturers' Association, held at the Windsor Hotel, Montreal, this week. Mr. Van Bever in an interview with The Grocer stated that since the establishment of their branch factory on Alice street, Toronto, their Canadian business was developing extensively, their ability to promptly attend to the requirements of the trade was established and a large business is looked forward to in this market.

A visitor to Montreal this week was Mr. J. M. Wiley, vice-president of the Dominion Packing Co., Limited, Charlottetown, P. E. I. A representative of The Grocer interviewed Mr. Wiley at the Windsor. He had just returned from a trip through the Northwest and British Columbia, and speaks glowingly of the future prospects of that great section of Canada. The tour, Mr. Wiley stated, was of a missionary character as regards the introduction of his company's products, and the result was most satisfactory and encouraging. The fame of "Beechnut Brand Bacon" had been carried to the far west. Mr. Wiley before returning to the east will make a trip through Ontario, and also visit Chicago.

Just think--That amongst the multitude of varied tastes and desires -- did you ever hear of a customer complaining of the quality of "Salada"?

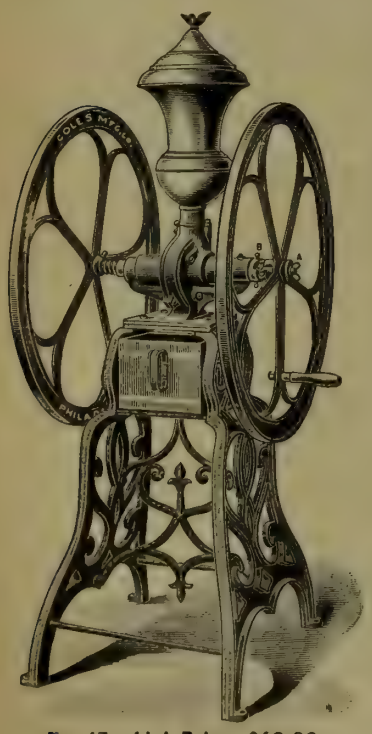
But rather, to keep on buying day in--and day out--showing no desire to change.

Then again — do you fully realize what a remarkable testimonial this condition of affairs is to the packers, and its value to you

"SALADA" is packed in Black, Mixed or Natural Green Sealed Packets only.

Wholesale Terms and samples from

"SALADA" TEA CO.,
Toronto or Montreal.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

Most women would like to be good ironers and all women can be if they use

Celluloid Starch

Never Sticks Requires no Cooking

It is easy to use and results cannot help but be good.

Help your customers to be better ironers by getting them to try Celluloid Starch. They'll thank you for the tip.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Sept. 22, 1904.

Groceries.

THE grocery trade shows signs of steady improvement as the Winter season advances. Travelers continue to bring in satisfactory reports concerning trade conditions existing throughout the country and what is better are effecting larger sales than ever before. The wholesale houses report generally that this season's trade promises to be away ahead of last year's average. Good sized orders from Northern Ontario are still being received.

Sugar continues firm with business quiet. New Orleans molasses has advanced 1c within the last two weeks, and an increased volume of trade is reported at current quotations. New prices on 1904 pack peaches are out and are considerably above last year's level. Tea and coffee business is quiet to fair, prices on coffee being very firm and advancing. Dried fruits are firm, an advance being reported in California seeded and Malaga raisins. Evaporated apples will be on the market within the next few days to replace old stocks which are entirely exhausted.

CANNED GOODS.

A seasonable demand all round summarizes the canned goods market for the week under review. The most interesting item is the prices of 1904 pack canned peaches quoted this week which are considerably firmer than last year's quotations, this in view of a comparatively short pack. At the present time packers are veritably falling over one another to buy stocks of fruit wherever they are available. Prospects point to a fair pack of tomatoes. Salmon continues very firm, none at present offering at the coast. Other lines continue unchanged from last week. We quote below prices on Clover Leaf sockeye salmon. Our quotations are as follows :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus, American	....	4 00
" tips, 2's	....	2 65
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 80	0 92½
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 82½	1 30
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 75
" 3's	....	2 50
Peaches, 2's	....	1 87½
" 3's	....	2 82½
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 90
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 75
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases	....	1 72½
1-lb. flats, 1 to 4 cases	....	1 87½
1-lb. talls, 5 to 9 cases	....	1 70
1-lb. flats, 5 to 9 cases	....	1 85
1-lb. talls, 10 to 25 cases	....	1 67½
1-lb. flats, 10 to 25 cases	....	1 82½
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" F. & C., ¼s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	.	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ¼s, "	....	0 50
" ½s, "	....	1 00

SUGAR.

Considerable uncertainty has prevailed in the sugar market during the past week, at one time a decidedly easier tone was noticeable, especially in Europe where beets declined again to 10s 7½d for September. Since then, however, the market has taken a firmer turn; beets have recovered what they lost and are now quoted firm at 10s 9d for September, and 11s 1½d for October shipment, the former being a net gain of ¾d per cwt. for the week, while the latter is a gain of 2½d per cwt. These advices reflect the influence of the latest European beet crop estimates of Mr. Licht figuring the probable outturn at 5,170,000 tons, which when compared with total outturn of last year's crop of 5,865,000 tons would show a decrease of 695,000 tons. Later cables from Willett & Gray estimate the entire deficiency for Europe at 13 per cent. less than last year's outturn, thus giving a total crop of 5,103,000 tons. This is confirmed by a cable from London, Eng., to Willett & Gray reading, "Estimate deficiency beet crop 760,000 tons, being average commercial opinion."

Business in raw sugars in American markets has been restricted to small parcels at current quotations. Arrivals to refiners at present are heavy which makes them indifferent to offers. The latter, however, have been light and there has been no pressure to sell though it is believed that business could be done on current basis. Cuban sugars for shipment are held at 3c c. and f. for 95 test, which, if realized, would be an advance of 1-16, but there are no indications that this will be paid. We therefore quote the market firm at former figures, namely, 4 5-16c duty paid for 96 test.

Receipts at Atlantic shipping ports for the week ending Sept. 14 were 68,720 tons, with meltings 46,000 tons, the highest for the season so far. Stocks in all hands were 148,583 tons as against 125,863 tons for previous week and 195,110 tons last year at the same time. Combined stocks of U. S. and Cuba were 174,583 tons, or 210,084 tons less than last year. Total stocks of Europe and America at latest uneven dates were 1,387,583 tons against 1,967,987 tons last year, the decrease now being 580,398 tons, which is the greatest deficiency apparently so far this year. Present indications are that the new campaign will be entered upon with visible supplies very much short of those with which the present campaign began. The prospects are that there will be a further shrinkage to an abnormally low figure in consequence of the deficiency in the beet crop and of the requirements to meet the increased consumption which as indicated in last report shows 25 per cent. more than last year in Europe alone.

Cuba is practically no factor now in the sugar situation, stocks in the island on Sept. 14 being only 14,000 tons as compared with 189,557 tons in 1903, and 166,303 tons in 1902. Only two central factories remain in operation. Indications for the coming crops are favorable and prospects are that it will be large provided weather conditions are satisfactory during the months of grinding.

The only change to note in the refined sugar situation is a shading of 5c per 100 lbs. by one of the American refiners, making the net selling price for granulated now 4.95c, thus reducing the margin between raws and refined to 64c per 100 lbs.

Locally there have not been any changes, and the market is without special indications at the moment. Apparently there is not much new business but prices are firmly maintained and only two refiners have sugar to offer. Our quotations are as follows :

Paris lumps, in 50-lb. boxes	5 38
" in 100-lb. "	5 28
St. Lawrence granulated	4 73
Redpath's granulated	4 73
Acadia granulated	4 63
Berlin granulated	4 63
Domestic beet, granulated, 1902 (off grade)	4 43
Phoenix	4 63
Bright coffee	4 53
Bright yellow	4 48
No. 3 yellow	4 43
No. 2 "	4 23
No. 1 "	4 13

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

Order Them

They are as staple as anything you have in your stock.

McGregor's Preserved Pineapple and Marmalade

Send for sample case if you do not know how good they are.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,

PICKERING, ONT.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited.

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA** and **LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

SYRUPS AND MOLASSES.

Considerable business is reported in New Orleans molasses for the week, prices being fully 1c higher than they were two weeks ago. Trade during the Summer has been slack as usual in syrups and molasses, but it may be expected to pick up from now on. There are no special features of the syrup market to record. Our quotations are as follows :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

Business in tea has been rather quiet during the past week. Cable reports state that cold weather has set in and that the quantity of tea for price for this reason will in all probability be much curtailed. Well informed buyers apparently are not looking for lower prices than exist at the present time and in consequence there has been more buying in Calcutta during the past week than for several weeks previous.

Japans are unchanged and selling slowly. The same remark applies to green teas generally, with prices becoming established on a fixed basis. Our quotations are as follows :

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

COFFEES

Very little buying is reported for the week on account of the excessively high prices ruling. Purchasers' ideas are that the coffee market will be easier in the near future and they are buying to fill immediate requirements only. The lowest quotation on Rios is 9c, prices laid down ruling on the street at 9 to 9¾c.

In mild coffees there is very little change, although the feeling is strong and there are prospects of an advance. Mochas are higher as well as West Indians, while other mild grades hold about normal.

Wholesalers report that September business is away ahead of last year's. The demand for coffee from now on ma be expected to improve owing to the season.

During the week the tendency o speculative prices in New York was towards a higher basis. At the close, however, part of the advance was lost.

The buying in the speculative market was induced by the bullish character of the crop cables received from Brazil. Of the numerous Brazil cables received they have, with few exceptions, reported unfavorable prospects for the growing Brazil crops, and the estimates of the present Santos crop now current range from 6,250,000 to 6,750,000 bags. The receipts of Santos coffee thus far this season, it is true, are larger than for the same time last year and also in 1902, but the information received during the week from Brazil quite generally stated that the receipts in October will show a falling off.

Although there has been more activity to the trading in the speculative market, the trade demand for actual coffee has continued limited, the interior trade still showing a disposition to hold back and await developments. The large visible stock of coffee and the indications that on October 1 the world's visible supply of coffee will exceed 14,000,000 bags have a tendency to hold trade interests in check. Believers in the market continue to argue that although the world's visible supply of coffee is slightly larger than a year ago that the invisible stock of coffee, owing to the comparatively small takings by the trade the past six months, is much smaller than a year ago, and that the total world's supply of coffee is therefore smaller than at this time last year.

We quote the following prices :

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6	....	0 10½
" " No. 5	....	0 11
" " No. 4	....	0 11½
" " No. 3	....	0 12
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
" Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

There are no changes to report this week in either the rice or tapioca market. The heavy stocks of tapioca held all Summer are beginning to dwindle and for the time being the market is a shade firmer. Regular shipments, however, are expected to arrive in 6 weeks,

which will adjust the irregularity. We quote the following prices :

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03½	Tapioca, staple..	0 03½	0 03½
Patna.....	0 05	0 05½	" double goat	....	0 04½
Japan.....	0 06	0 07	Carolina rice....	....	0 08
Sago.....	0 03½	0 04			

SPICES.

The activity of the spice market shows no signs of abatement. Peppers continue firm and the clove market is stronger if anything than last week. There are no other special features to record. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk.....	0 18	0 19	Cloves, whole.....	0 25	0 35
" white....	0 23	0 27	Cream of tartar...	0 25	0 30
Ginger.....	0 18	0 25	Allspice.....	0 14	0 17

Foreign Dried Fruits

The Valencia raisin market is unchanged although latest cables advise an advance in primary markets. Raisins and currants generally are working at about the same level as last week. Malaga raisins are fixed at practically the same price as last year, since the crop is not larger than last year's and barely sufficient to meet the consumptive demand, being less than 1,000,000 boxes all told. Malagas are not being offered at lower prices for later than for prompt shipment. Last year later actually cost more than early shipments, although this is contrary to the usual rule and it looks as if the same thing would be repeated this year.

California raisins are in a stronger position as to prices than a week ago, fancies having advanced 1-4c. In the interval the seeders' combination and the Raisin Association have come together and prices are fixed for old seeded at 1-2c above what was being currently quoted by firms disposed to cut prices in anticipation of the arrangement with the association possibly falling through. Any orders, however, given on these cut quotations were not executed as the parties forming the combination had control of the fruit during the process of negotiation. It would therefore be correct to say no change in prices has taken place. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s.....	0 04	0 04½	60-70s.....	0 06½	0 07
90-100s.....	0 05	0 05½	50-60s.....	0 07	0 07½
80-90s.....	0 05½	0 05½	40-50s.....	0 07½	0 08
70-80s.....	0 06	0 06½	30-40s.....	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon.....	.. 0 10	0 12½	Citron.....	0 15	0 18
Orange.....	.. 0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets.....	....	0 03½	Elemes.....	0 09	0 20
Naturals.....	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated..	0 12½	0 15

PEACHES.

	Per lb.	
Californian evaporated.....	06½	0 12

CURRANTS.

	Per lb.			Per lb.	
Filiatras....	0 04½	up	Vostizzas.....	0 07	0 08
Patras.....	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected..	0 07	0 07½
" selected layers.....	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz.....	0 09	0 10
" " 1-lb. boxes.....	0 10½	0 11
" unseeded, 2-crown.....	....	0 07½
" " 3-crown.....	0 08	0 08½
" " 4-crown.....	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees.....	0 03½	0 04	Fards.....	0 08½	0 09
Sairs.....	0 03½	0 03½			

FOREIGN NUTS.

Reports state that walnuts are not maturing well on account of hot winds. At present there is a fair demand for everything on the list. Prices remain unchanged. The market in Valencia shelled almonds is firmer owing to the high price of the Italian product, and the same remarks apply to Tarragona almonds. We quote the following prices:

Peanuts, green, per lb.....	0 08	0 10
" roasted "	0 10	0 12
" Spanish, green, per lb....	....	0 09
" " roasted, "	....	0 10
" Japanese, green, per lb.....	....	0 09
" " roasted "	....	0 11
Almonds, Tarragona, per lb.....	....	0 12
Walnuts, Grenoble, "	....	0 12
" Bordeaux, "	....	0 10
Filberts, per lb.....	....	0 11
Pecans, per lb.....	0 14	0 15
Brazils "	....	0 15
Cocoanuts, Jamaica, per sack.....	....	4 00

DRIED FISH.

The volume of trade in dried fish is growing steadily as the Fall and Winter season advances. During the week there has been a decided improvement in the demand, particularly for prepared codfish "Acadia" brand, which was recently introduced on this market. Labrador herring is on the market for the first time this season. Our quotations are as follows:

Boneless fish, per lb.....	....	0 04½
Cod fish, 1-lb. bricks.....	0 06½	0 07
Pure cod, per lb.....	....	0 10
Quail-on-toast, per lb.....	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb.... ..		0 06
Labrador herring, per bbl.....	....	6 00
" " per ½ bbl	....	3 25

BIRD SEED.

Firm prices have ruled in the bird-seed market during the week, with stocks of seed growing scarcer. Certain dealers are seriously considering withdrawing quotations on canary seed per pound, believing that all their supplies will be required for packages. We quote the following prices:

Canary seed, per lb	0 06	0 06½
Hemp "	....	0 04½

EVAPORATED APPLES.

Old evaporated apples are exhausted. New will be on the market next week and will be sold by the wholesalers at from 5 3-4 to 6 1-2c.

Country Produce.

EGGS.

Eggs are arriving in fairly free quantities. Commission men are beginning to handle larger quantities as dealers take their wagons off the route. This will not be general until about October 1. There is little change in the price, and it is likely that present quotations—18 to 19 cents—will rule without change for some time. Were prices regular an advance would be on very soon. Should frost soon come the hens will stop laying, but it is thought supplies will have to be much shorter in order to raise the present level. It is possible, too, that the stoppage of competition between the dealers will help to keep prices down.

HONEY

Trade in honey continues good with a sharper demand. During the week under review the price of extracted clover advanced 1c per lb. Otherwise quotations remain unchanged. We quote the following:

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz.....	1 75	2 00
" " No. 2, "	....	1 50

BEANS.

The demand for this article is improving. Prices remain unchanged. Our quotations are as follows:

Beans, mixed, per bush.....	....	1 25
" prime, "	....	1 35
" handpicked, per bush.....	1 50	1 60
" Lima, per lb	0 06½	0 07

Green Fruits.

During the week three cars of California fruit arrived on the local market. These cars comprised pears, grapes and peaches. The quantity of pears arriving was small while on the other hand there was a good supply of peaches. First class quality of Tokay grapes are offering this week and selling well.

The season for late Valencia oranges is practically over and Jamaica stock is taking their place. These oranges are selling at $6 per barrel and at from $3.25 to $3.50 per box. Reports state that the crop is very good. Cape Cod cranberries are selling at $9 per barrel and $3.25 per crate. A good supply and poor demand has caused a drop in bananas of 25c on large bunches and 10c on 8's. California peaches are plentiful and have dropped from 25 to 50c per crate.

Canadian fruit arrived in large quantities during the week under review with the exception of pears. A better variety of apples is now being offered which is bringing stiffer prices. Cantaloupes are becoming scarcer, resulting in an advance of from 10 to 15c on crates, while baskets have become firmer although at present there is no material change in quotations. The season for "watermelons" is practically over.

Dealers are looking forward to heavy arrivals of grapes next week. Blueberries are getting scarce. The outlook on the whole is for steadier markets. We quote the following prices:

California late valencias, fancy, per box	4 50	5 00
" " " choice, "	4 00	4 25
Jamaica oranges, per bbl	....	6 00
" " per box	3 25	3 50
Verdelli lemons, 300's, per box	3 50	4 00
" 360's, per box	....	3 25
Florida pineapples, per crate	3 00	3 50
Bananas, large bunches	1 25	1 75
Bananas, 8's, per bunch	1 00	1 25
Apples, Canadian, baskets	....	0 25
Limes, per box	....	1 00
Tomatoes, per basket	0 20	0 30
Cantaloupes, Can., per basket	....	0 25
Cantaloupes, Can., per crate	0 50	0 60
California peaches, per crate	1 25	1 50
" plums	1 25	1 50
California Bartlett pears, per box	2 25	2 50
Blueberries, per basket	1 25	1 35
Peaches, fancy, per basket	1 00	1 25
" choice, per basket	0 50	0 75
" Crawford's "	0 75	1 00
Lawton berries, per box	0 08	0 10
Sweet potatoes, double heads, per bbl	....	4 00
" cloth covers "	3 00	3 25
Plums, Canadian, large	0 75	0 85
" Lombard's	0 50	0 60
" green gage	0 60	0 75
Pears, Canadian, Bartletts, per basket	0 45	0 50
" " Clappa Favorite, per basket	0 35	0 40
Grapes, Canadian, Champions, small basket	0 20	022½
" " " large "	0 27½	0 30
" " Moore Early's, small basket	0 30	0 35
" " " large "	....	0 50
" Moyer's, small basket	....	0 30
" Rogers' red. "	0 30	0 35
" Niagaras, "	0 25	0 30
" large basket	....	0 50
California grapes. Tokay's, per crate	2 25	2 50

W. B. Stringer & Co., Toronto, agents for J. C. Houghton & Co., Liverpool, have received the following report in reference to shipments of apples for week ending September 17.

	L'pool. Bbls.	London. Bbls.	Glasgow. Bbls.	Various. Bbls.	Total Bbls.
Montreal	9,690	....	7,171	198	17,063
Boston	5,999	....	....	12	6,011
New York	6,966	473	12,211	807	20,457
Portland	311	....	....	....	311
Halifax, N.S.	4,100	34,415	....	....	38,515
	27,066	34,888	19,386	1,017	82,357
Same week 1903..	62,499	30,454	29,568	5,032	127,553

The following cable has been received from Liverpool: "3,500 barrels selling; demand good for best quality, but inferior and out of condition parcels are doing badly; 3X Greenings, 11s; Calverts in general 8 to 12s; Gravensteins, 12 to 14s, arriving in fair condition."

Vegetables.

During the week cauliflowers have eased in price. At present there is a good demand for onions. In addition to our regular list we quote "dry onions" per bag, $1.25, "turnips" at 50c per bag; pumpkins at from 10 to 15c each; and carrots and beets each, at 50c per bag. Supplies are beginning to arrive in larger quantities and new prices on the bulk of vegetables may be expected within a few days. At present our quotations are as follows:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Sage, per doz.	....	0 15
Savoury, per doz	....	0 15
Carrots, new, per doz	....	0 15
Carrots, per bag	....	0 50
Beets, new, per doz	....	0 20
Beets, per bag	....	0 50
Rhubarb, per doz	0 20	0 25
Dry onions, per bag	....	1 25
Dry onions, per basket	....	0 40
Silverskin pickling onions, per basket	1 00	1 25
Green house water cress, per doz	....	0 25
Green cucumbers, per basket	....	0 25
Pickling cucumbers, per basket	0 50	0 90
Waxed beans, per bush	0 75	1 00
Cauliflowers, per doz	0 75	1 50
Green peppers, per basket	0 35	0 50
Red peppers, per basket	0 75	1 00
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Green corn, evergreen, per doz	0 10	0 15
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 85
Butter squash, per doz	0 75	1 25
Parsnips, per doz	....	0 30
Cabbage, per head	....	0 05
" per doz	0 25	0 50
Turnips, per bag	....	0 50
Pumpkins, each	0 10	0 15

Fish.

As a result of an increased supply of halibut, cod, steak, lake herring and pike, during the week, prices have declined. New quotations are given on oysters as follows: "Standards," $4.50 per small pail and "Selected" $5.35 per small pail. These new quotations are due to the different methods dealers have of selling this article. "Finnan Haddie" is firm and has advanced in price. We quote the following prices:

Halibut, "	....	0 10
Sea salmon, "	....	0 18
Whitefish, fresh caught, per lb	....	0 09
Haddock " per lb	0 06	0 07
Cod, steak " "	....	0 07
Perch " "	....	0 06
Trout, lake, per lb	....	0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb	....	0 06
Finnan haddie, per lb	0 08	0 09
Oysters, Long Island natives, per imp. gal	....	1 70
" Baltimores, per wine gal	....	1 50
" "Standards," per small pail	....	4 50
" "Selected," " "	....	5 35

Grain, Flour and Breakfast Foods.

GRAIN.

During the week the price of Manitoba wheat has declined. Manitoba Northern No. 1 has dropped 3 1-2c per bushel; No. 2, 4 1-2c per bushel and No. 3 3c per bushel respectively. This is due to reports received regarding better growing and harvesting weather, and of an easing in the American market. New oats are easier and are selling at from 36 to 36 1-2c per bushel. Rye has dropped 1c per bushel. Our quotations are as follows:

Manitoba wheat, Northern No. 1 "	1 12	1 12½
" " " No. 2 "	1 09	1 09½
" " " No. 3 "	....	1 07
Red, per bushel, on track Toronto new	1 09½	1 10
White " " "	1 09½	1 10
Barley " " "	0 46	0 49
Oats " " "	0 38	0 38½
Oats, new " " "	0 36	0 36½
Peas " " "	0 69	0 70
Buckwheat " " "	Nominal	0 55½
Rye, per bushel, " " "	0 64	0 65

FLOUR.

This market has become steadier, and is now firm with price list of last week unchanged. The demand, especially for old crop flour, is good. Prospects point to a decline in prices although it may be some time ahead. We quote the following prices:

Manitoba wheat patents, per bbl	....	5 70
Strong bakers "	....	5 40
Ontario wheat patents "	5 50	5 60
Straight roller "	4 90	5 10

BREAKFAST FOODS.

Being a slow responder, "rolled wheat" continues to advance (although wheat has again started to decline), the rise during the week being 25c per cwt. Other prices remain unchanged. The demand continues good with supplies satisfactory. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	....	5 05
Rolled oats, standard, carlots, per bbl., in bags	....	4 50
" " " " " in wood	....	4 75
" " " " for broken lots	....	4 90
Rolled wheat, per 100-lb. bbl	....	3 00
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	3 75
" in wood	....	4 00

SEEDS.

Farmers are now completing their harvesting and paying more attention to seeds, which are now offering more freely. "Fancy Alsike" is scarce and prices have advanced from $4.65 and $6.25 to $4.65 and $7, low grades being at a great discount. Prospects for trade are brighter to-day than a week ago. Our quotations are as follows:

Alsike clover, per bush	4 65	7 00
Mammouth clover, per bush	5 50	6 25
Timothy	1 00	1 35

Hides, Tallow, Skins and Wool.

Under date of writing the market is quiet, but firm. There is practically no Canadian wool moving at present. Prices remain unchanged. We quote as follows:

HIDES

No. 1 green steers, per lb	....	0 09
" 2 " " "	....	0 08
No. 1 green, per lb	....	0 08½
" 2 " "	....	0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 10
" " " 2 " " "	....	0 08
" " " 1 15 to 20 lb "	....	0 09
" " " 2 " "	....	0 07
Deacons (dairies), each	....	0 65
Lamb skins	....	0 65
Shearlings	....	0 65

TALLOW.

Rendered Tallow, per lb	04½	0 04½

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 20	0 21
Pulled wools, super, per lb	0 20	0 22
" " extra "	0 21	0 23

QUEBEC MARKETS.

Montreal, Sept. 22, 1904.

Groceries.

EVERYWHERE business is brightening up. From all parts of the province news of activity in groceries generally is reported. The sugar market is like the weather, unsettled. The immense fruit crops, both in Europe and on this Continent, unfold a prospect of the present demand for sugar being continued for some time. The extra cost of the latter is compensated for by the extreme cheapness of the fruit. In America the markets continue firm. A certain falling off is noticed in the weekly meltings. Refiners seem satisfied with their recent purchases of beet, the more so because they can buy plenty of Java; in addition their own crops are

indicating considerable increase this season. Molasses is considerably stronger, and 28c is the ruling price now. Coffee remains firm and interesting. The immense increase in the world's visible supply of about 49,000 tons, was more than had been expected. Prices are well maintained. Spices are in good demand, although there is a quiet tone prevailing in the market, most articles seem to be assuming a firmer tendency. No abundant supplies are coming forward of flake tapioca. Sagos are selling steadily. Arrowroot is considered in a stagnant condition, the demand being largely for manufacturing purposes. Black and white peppers remain firm, with a tendency towards the advance. This condition will likely continue for some time. The consumptive demand for Pimento has so increased that the drop in price has been very gradual. For Jamaica ginger the prices are weak and the demand has slackened. There is a steady demand for canary seed, which is stiffer in price. The Spanish crop is likely to supersede a portion of the Turkish birdseed. Low grade teas have advanced one cent, but the tea market generally is not very interesting. Canned goods are exciting more interest as the new prices appear, the latest being pears and peaches. There is some alarm over the scarcity of tomatoes. Dried fruits become interesting now as the holiday season orders are being placed. Soft shell almonds are much easier in price. Green fruits and vegetables are in the markets in abundance, and are maintaining firmness. Flour is a strong feature, having advanced thirty cents.

SUGAR.

Sugar is strong. The prospects of cane sugar throughout the world point to some increase in production, more particularly in the important countries of Java and Cuba, though here and there a small falling off is looked for. During the past week a much easier feeling has developed in the foreign market for raw beet sugar, and prices have declined 1½d with the September option quoted at 10s 8½d. The impression given by this reaction in the prices for beet, is that a temporary weakness has been caused by profit-takers, commonly called speculators, because there has been no development in the sugar situation to cause any uneasiness. In spite of these facts raw cane sugar has shown strength and the prices show an advance of 1½d with centrifugals quoted at 11s 9d, and muscovados quoted at 10s 9d. Recent advices abroad state that crop reports from Austria continue poor. In Hungary some factories have started working and acknowledge a very rich root giving sixteen per cent. sugar. As regards Germany, a good deal of rain has fallen in certain districts and undoubtedly has done good on rich and cultivated soil, but on light land it may have come too late. From other countries reports have been satisfactory, though France does not send such favorable accounts as hitherto. The volume of local business is first-rate. We quote :

Granulated, bbls.	$4 65
" ½-bbls	4 80
" bags	4 55
Paris lump, boxes and bbls.	5 15
" " ½-boxes and ½-bbls.	5 15
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 30
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 40
" yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 15
No. 1 " bbls.	4 05
No. 1 " bags	3 95
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES.

A strong tone has set in in the molasses market and the ruling price for Barbadoes in puncheons is 28c. The prophesied advance has taken place and it is expected that prices may go still higher before the first week in October. We quote :

Barbadoes, in puncheons		0 28
" in barrels		0 30½
" in half-barrels		0 31½
New Orleans	0 22	0 35
Antigua		0 25
Porto Rico	0 45	0 48
Corn syrups, bbls.		0 02¾
" ½-bbls.	0 02¾	0 03
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		1 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

Coffee maintains its strength, and from abroad it is learned that the deliveries last month were on a larger scale. Nevertheless for the eight months for this year there has been a falling off of deliveries to the extent of 20,000 tons. This has not been caused by a decreased consumption, therefore the indications are that during the next four months the demand for coffee will be improved greatly. A slight reaction has taken place in Colombian coffee which a short time ago advanced above its relative value. Considerable inquiry has been noted for really first-class Costa Rica, but the crop has been very poor this year and the fine quality stock is hard to obtain. We quote :

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Spices of all kinds are steady and firm. Black and white pepper are still advancing in price. Ginger is considerably easier, while the price of cloves is still high and is likely to continue in that direction. We quote :

	Per lb.	
Peppers, black	0 17	0 19
" white	0 22	0 28
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 14	0 17

TEA.

Common grades of tea have advanced all around one cent. Indian teas of medium grade have met with good inquiry, especially the Assam growths, and prices generally are steady. In Ceylon teas a good tone is prevalent throughout. Broken Pekoes continue in good demand and the advance recently established in the medium and better sorts is sustained. Dodwell & Co., Limited, the big Colombo tea firm, report that the demand for green teas has apparently ceased, the offerings of some 21,878 lbs. being entirely neglected. The average price for the sale held on the 10th inst. was 37c, as compared with 35c for the previous sale, and 40c for the corresponding sale last year. We quote :

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylons—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Unusual interest is being taken in canned goods just now, owing to the uncertainty as to what will be the ultimate result of the present position in salmon. High grade stock is very strong, in fact experienced men state that it has not been so strong for years. The supplies seem to be about one-tenth of an average quantity. There is, however, plenty of Alaskan salmon, but the better qualities are short. Country stocks seem to be very light. It is quite possible prices may be forced higher than the present ideas. Scarcity of tomatoes seems to be alarming. Corn is also scarce. New prices are out for canned pears and peaches, and these are announced herewith. Canned meats are firm and in good demand. California fruit is selling well. We quote :

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring soc-eye	5 00
Cohoes	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 25
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtonberries, 2s	1 57½
Raspberries, black	1 42½
Gooseberries	1 63
Pears, 2s	1 52½ 1 67
" 3s	2 00 2 20½
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47
Cherries, red pitted, 2s	2 30½
Baked beans, 3s	1 03
3-lb. apples	0 80
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40½
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70

Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES.	Per doz.	
Sugar beets	$0 85	$0 95
2's Asparagus Tips	2 50	
2's Beans, Golden Wax	0 80	
2's " Refugee or Valentine	0 82½	
2's " Crystal Wax	0 92½	
2's Peas, No. 4 "Standards"	0 82½	
2's " No. 3 "Early Junes"	0 85	
2's " No. 2 "Sweet Wrinkled"	0 95	
2's " No. 1 "Extra Fine Sifted"	1 30	
2's Table Spinach	1 40	

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 32½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" Gal.		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " heavy syrup		1 30
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's " preserved		1 75
Gals " standard		5 50
Gals. " solid pack		8 50

Foreign Dried Fruits.

Weak advices have come from Greece on currants, noting a decline in prices of 9d for fine Filiatras, and choice Patras, and 3s for Vostizza, in spite of the fact that the crop is estimated to be 15 per cent. smaller than a year ago. There has been a good demand for local and western buyers and considerable business has been put through on 13s 3d for fine Filiatras, 15s 3d for choice Patras, and 18s for Vostizza. Str. Jacona, which was to have sailed on the 17th, has been delayed until the 23rd, (this refers to the port of Denia.) The market there in Valencia raisins is reported firm with no change in prices. Cables received on Sultana raisins this week were weak, and reported the market 3s lower at a range of 20s to 28s.

Messrs. Watt, Scott & Goodacre report, from the importers' standpoint:

Interest, such as it is, for the week, has centred in California raisins. Although the seeders and fruit associations have at last got together, the prices resulting from this combination have not proved by any means prohibitive, and several orders for carload quantities have been confirmed. Nevertheless it cannot be said that any great enthusiasm is manifest. On the contrary the same general indifference that marks all dried fruit business this season is in evidence.

Notwithstanding the hold-offishness of buyers, the Denia market has continued without mentionable variation since first shipments were effected in August.

The Smyrna market is in favor of buyers of Sultana raisins. There is a considerable carry-over of good merchantable stock in the most important buying markets, and a reported falling off in consumption in United States.

Once more open orders for Malaga raisins, early shipment via Liverpool, are costing less than direct steamer parcels.

Last direct steamer, the Jacona, was to have left Patras on the 17th inst., but is cabled as put back to the 23rd. Market steady with upward tendency.

An old time demand has sprung up for Comadre figs. There are various causes contributing to this revival.

Further concessions are reported in Tarragona on soft shelled almonds.

Sicily filberts maintain their high level and it is claimed that only a small percentage of a small crop remains in speculators hands, balance having been transferred to export accounts.

The few thousand crates of Denia onions that arrived in Montreal, dragged in sale, but have at last passed at advancing prices into second hands. A cable from Denia reports that only 200 crates in excess of actual import orders have been consigned on the Escalona. This was anticipated, as the crop in the primary market was said to be exhausted.

We quote:

VALENCIA RAISINS.		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07½	0 07½

FIGS.		
Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.		
Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.	
Apricots, per b	0 12½
Peaches "	0 09½
Pears "	0 12½

MALAGA RAISINS.		
London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ½s		1 25

CALIFORNIAN RAISINS.		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " 100-120s		0 04

CURRANTS.		
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.		
Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Green fruits are active and abundant quantities of grapes and plums and peaches are on the market. Canadian apples are also present in large quantities and the prices have advanced ranging from $1 to $2.25. Pineapples have advanced and pears are selling freely from $3 to $3.75. Peaches have sold readily at $1.50 a box, and business generally is very good. We quote:

Cocoanuts, per bag of 100		3 50
Canadian apples, in bbls	1 00	2 25
Pineapples, 24 to case		4 50
" 30 to case		3 50
Bananas	1 10	1 50
Bananas, red, per bunch		1 00
New Messina lemons 300's		3 75
" " 360's		2 75
Peanuts, Bon Tons		0 12½
" Sun brand		0 11½
" Diamond G brand		0 09½
" Coon brand		0 08
New Brazils		0 13
Sweet potatoes, per bbl		3 00
Limes (100)		1 25
California peaches, per crate		1 65
California plums, per crate	2 00	2 25
California late valencias, per box		4 75
Verdelli lemons, 300's, per box		4 00
California Bartlett pears, per box		3 50
" per half box		1 65
California grapes, per crate		2 50

Vegetables.

Vegetables are increasing in quantity on the markets and prices remain almost the same. Lettuce is selling at 75c per dozen bunches. Mushrooms are again advanced from 30c to $1 a lb., which is very noticeable. Cucumbers are a little more plentiful. We quote:

Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 20
Mushrooms, per lb		1 00
Mint, per doz. bunches		0 20
Parsley, "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
Michigan celery, per doz		0 40
Canadian celery, per doz		0 35

Fish.

Three ember days of the past week caused a noticeable enlivening of the fish market, although fish of all kinds is reported very scarce. Haddock is especially short, and is selling at an advanced price. Steak cod has advanced from 5c to 7c, owing to the ravages of dog fish in the fishing grounds. Fresh smoked kippers are attracting attention on the market this week, selling at $1

The name . . .

Lipton

is a guarantee of **Purity**—and the popularity of all goods bearing this name makes them ready and profitable sellers.

In making up your orders insist on getting **Lipton's**

Pickles,
Tablet Jellies,
Jams and
Marmalades.

FOR INFORMATION ADDRESS SOLE CANADIAN AGENTS,

J. N. CREED & CO.
Halifax, N.S.
or **J. S. Creed, - - MONTREAL.**
Room 525, Board of Trade.

NOTICE

As winter is approaching we beg to advise all merchants who carry

"2 in 1"

to lay in their winter supply of this polish before the frost arrives.

We thank all our customers for the great assistance they have given towards the large sales of "2 in 1" for this season.

We remain,
Yours truly,

THE F. F. DALLEY CO., OF HAMILTON, LIMITED

FIRE

We regret to advise the trade that our stock and warehouses were damaged by fire on Wednesday of this week. Business will be resumed immediately and for a short time we ask the indulgence of our friends and customers.

Temporary premises have been secured by us at 21 St. Antoine St., and immediately orders will be carried out.

L. Chaput, Fils & Cie.

Wholesale Grocers and Wine and Spirit Merchants

MONTREAL

a box. The demand for oysters has been very frequent all the week, but it will be several days yet before any malpecques are available. We quote :

Dressed bullheads		0 08
" perch		0 08
Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb.		0 05½
Pike, " round and dressed		0 06½
Halibut, per lb.		0 11
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, fresh		0 15
Fresh steak cod		0 07
Lake trout, per lb.		0 08
Whitefish		0 08
Dore		0 08
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl	5 00	5 50
" " half bbl		3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " "		0 05
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	400
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal		1 40
Selects		1 75

Country Produce.

EGGS.

Little change has taken place in the egg market, with the exception that receipts have increased considerably, nearly 700 cases having been received on Tuesday. Still while this is an increase in receipts it is considered small in quantity, thus the market is firm and a good demand from local jobbers for straight gathered stock, which sold freely at 18c to 18½c per dozen, while selected stock in a jobbing way are moving at 21c.

POTATOES.

Potatoes are changing hands from 60c to 75c a bag, and as high as 80c has been realized for 80 lb. bags.

BEANS.

There is a steady feeling prevailing in the bean market, and the volume of business is small. We quote :

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes		1 40

HONEY.

No improvement in the demand for honey, of which the offerings are fairly large and the tone of the market easy. We quote :

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

Business in maple products is very dull and prices are nominally unchanged. We quote :

Maple syrup, in wood, per lb.	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb.	0 07½	0 08
Pure Beauce, county, per lb.	0 08	0 09

HOPS.

Hops are selling well and the crop this year is likely to be large. Prices remain unchanged. We quote :

Choice	0 30	0 31
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

The advance of flour 30c is said to be totally unwarranted. It is entirely a speculative value. Both the big flour milling companies of Montreal are selling Manitoba Spring wheat patents at $5.80, and it is expected that with the bullish work of the American speculators $6 flour may be seen before the end of the week. One of the ablest flour experts in the city stated that if the crop damage reports were true, the price of flour was too low, and if they are not true it is absurdly high, and at any rate there was no genuineness to the heavy advance. We quote :

Manitoba spring wheat patents		5 80
" strong bakers'		5 50
Winter wheat patents		5 48
Straight rollers		5 35
Extra		4 50
Straight rollers, bags, 90 per cent	2 50	2 60

ROLLED OATS.

Rolled oats are selling freely and prices remain unchanged. We quote :

Fine oatmeal, bags	2 10
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, "	2 55
" brls	5 00

FEED.

Mill feed of all kinds is strong and the advance of last week has been maintained. Millers stocks are still low. Some difficulty is experienced in filling orders. We quote :

Mouillie	22 00	28 00
Ontario bran, in bulk	17 00	17 50
" shorts		19 00
Manitoba bran, in bags		19 00
" shorts		21 00

HAY.

No change has taken place in the price of hay. Plenty of stock has been brought into the city market and good prices have been realized. We quote :

No. 1 timothy	8 50	9 00
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

PROMINENT ENGLISHMAN DISCUSSES WHEAT.

MR. W. P. WOOD, for three years president of the London (England) Corn Trade Association, is at present a visitor in Montreal, where he was introduced on 'Change this week.

Mr. Wood is still actively engaged in the grain trade in England, having a house in London and another in Hull, and as he has spent the greater part of a long lifetime in the trade his views are interesting.

He said that four years ago the proportion of wheat which Canada and the United States were selling in Great Britain amounted to about seventy per cent. of the total imports, while according to the latest figures the imports from the two countries named this year would not amount to over twenty per cent. This was largely owing to the high prices existing on this side of the Atlantic, which Great Britain was not obliged to follow, owing to the Argentine, the South Russia, the Indian and the Australian markets. Each of these had, roughly speaking, contributed twenty per cent. of the wheat imported into England this year, leaving the other twenty per cent. for Canada and the United States.

In Mr. Wood's opinion it was mainly the Indian which had saved them from what he characterized as "the extravagant American rise," in which the Canadian markets followed. The Indian crop during the present year has been a large one, amounting to some 380,000,000 bushels.

"India," said Mr. Wood, "is unlike other countries in respect to its crops. At times she has grown only a comparatively small amount of wheat, but at the same time she has been a very large exporter. This is accounted for by the fact that the natives do not confine themselves to any one grain for consumption. If rice, millet and barley or any one of them, is relatively cheaper that wheat, then the wheat is exported, and the other grain or grains is eaten at home. Other countries must retain a certain proportion of the wheat crop for home consumption; not so with India.

SHIPMENTS FROM EAST.

"The grain shipments from the great Eastern Empire to the continental ports of Europe have very largely increased within the past few years, to many of which it is furnishing more grain than all other countries put together."

The character of the wheat Mr. Wood described as hard and dry, and for these reasons it is found extremely profitable by the British millers. It lacks sweetness, however, and to make good flour must be mixed with a wheat such as our best Manitoba.

One of the peculiarities of Argentine wheat is its lack of uniformity. It seems that the wheat growers of the Argentine are very largely emigrants from other countries, such as France and Belgium. These settlers have not only brought out their own seed, but also their own methods of cultivation, the consequence being that there are on the market a half dozen types of wheat, each distinct and separate from the other. Of course the value of these different wheats varies as does the type, and sometimes an English importer receives a varied assortment all in one cargo. This trouble is greatly augmented by the fact that grain elevators are as yet almost an unknown quantity in the Argentine Republic, and Mr. Wood was of the opinion that a great part of the trouble would subside when the Argentinians were able to have their grains properly sorted and handled by good elevator systems.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

The Hand of the Expert.

THERE is no lack in the number of men able to write good "copy." One has but to pick up the magazine, or the newspaper, and read over the advertisements of the larger advertisers to discover how smooth the style is, how aptly everything is expressed, how interesting is the story. One is pretty safe in concluding that every bit of such advertising has been prepared by the trained writer,—a man whose daily task is a traffic in words. If follows with all certainty that the man skilled in the choice of words, who has learned the economies of speech, whose mind is concerned with the problem of influencing other minds, to persuade them to buy the things whereof they write,—it follows that such a man can write advertisements infinitely better than can he who takes up his pen reluctantly an who labors long and hard in an effort to write a good advertisement. Every man to his trade. It is strictly business fo the merchant who feels that he cannot prepare good copy to entrust this work to a trained writer. It will cost money to give out this work—$5 a month, $1 a month, $25 a month,—but it will be money well spent. The good that will result from the work of the trained writer may not be perceived immediately, but the effect and the returns are as certain as the sunrise.

Proofs of the rightness of such a declaration are readily forthcoming. The writer has in mind the case of a grocer in a Canadian city whose advertisements are being prepared by a professional writer who resides many hundreds of miles away. The advertisement appears daily, and is of small size, but it stands out sharp and clear on a page that is given up entirely to advertising. This merchant pays $5 a month for the service given. He supplies an outline suggestion of what he wishes advertised and leaves the rest to the man whom he employs to prepare his advertisements. The results have been satisfactory in the highest degree, and the $5 charge is paid with genuine pleasure. This man's advertising has a freshness, a directness, a charm not found in his competitors' announcements of larger size. This store has acquired a reputation for goodness that stands it in good stead every day of the year. The proprietor who before was not more aggressive than his fellow merchants has caught the enthusiasm of his own advertising, and has responded to its spirit of superiority. His windows are better dressed, his counters have been made more inviting. His salesmen have smartened up. The good done him and his business has evidence in the daily sales, and the prospects of this store are of the brightest. It is upwards of a year since the new influence began to be exerted. It has cost the merchant so far $50 for the service of an expert. He has made several times that amount in extra profits, and has given a spurt to his business that is worth in prospect no small sum.

This history can be repeated in hundreds of instances, and one of the gratifying signs of the times is that merchants in all parts of the country are inquiring for the names of specialists for the preparation of their advertisements.

Aromatic Black Pepper

Don't you prefer the pepper absolutely clean and pure?

New Process Black Pepper is absolutely pure and without a particle of dust.

And possesses an appetizing aroma that you won't find in any other.

Why not use the best?

In tins, 10c, 15c, 50c.

OTHER AROMATIC SPICES.

Cayenne Pepper	15c. and 25c.
Allspice	10c. and 15c.
Jamaica Ginger	15c. and 25c.
Ginger	10c. and 15c.
Cloves	15c. and 25c.
Cinnamon	15c. and 25c.
Mustard	10c and 25c.
Mace	20c.
Sage	10c.
Thyme	10c.
Savory	10c.
Marjoram	15c.

If the grocer can't write such an advertisement himself, let him engage some one who is able. It will cost $25 or $50 a year possibly, but it is money well spent.

NEW STORE OPENED.

J. A. McCrea, grocer, Guelph, has opened a branch store at the corner of Norwich and Woolwich streets. The premises formerly occupied by the late R. Millar have been thoroughly overhauled, made into a thoroughly up-to-date grocery store, which for handsome appointments compares favorably with anything in the Province.

CALENDARS FOR HUDSON BAY.

THE handsome Calendar issued to the Wall Paper trade by Stauntons Limited, Toronto, has found appreciation and wide spread use, as is shown by the following letter:—

Quebec, Aug. 15, 1904.

Messrs. Stauntons Limited,
Toronto, Ont.

Gentlemen:—Capt. Bernier, the commander of the "Arctic" which will soon sail for Hudson Bay, etc., for 2 or 3 years, asked us to try to procure him a few of your splendid Calendars such as he has seen in our office, and which among numerous qualities has that of lasting until July, 1905. If you have a few more to dispose of in favor of Capt. Bernier we shall be pleased to receive them for him.

Yours Tru'y,
SYNDICAT DE QUEBEC.

EXPORTS OF JAPAN TEA.

The Grocer is in receipt of the following statistics from C. M. Bernard, agent for Bernard & Co., Yokohama, in regard to exports of tea from Japan to August 15, 1904:

	Lbs.
New York and the East	9,584,523
Chicago and the West	9,203,819
San Francisco	2,751,525
Canada	2,778,291
Total	24,318,158

This shows a decrease of 3,786,375 lbs. to same time last year, with the exception of New York, where there is a slight increase, and Canada, where the increase is 832,167 lbs.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, Sept. 20, 1904.

EGGS are the feature in the local market. The prices are very firm, and since last report there has been an advance. Both eastern and local eggs are very scarce, and there is a possibility of the prices remaining high for some time. Cured meats are unchanged, and lard is steady. Creamery and dairy butter are unchanged. The 100 per cent. advance in cloves is a sensational feature due to a corner of the supply and one which should not last long. Business generally is good, and there are fair prospects for a good Fall and Winter trade.

One of the points worth noticing in connection with the fruit trade is that considerable offered for sale by local dealers has been grown by local people. It is an indication of the development of the resources of the province. The peaches mentioned last week, from the gardens of Thomas Earl at Lytton, the veteran fruit grower of the province, have been a surprise to the city, and they have been pronounced in every way the equal to anything imported, while they surpass in size and color. In quotations there is little change, though oranges have stiffened, and are now $4 per box. Mushrooms are very plentiful.

In flour there has been no change, the market remains firm.

* * *

Mr. P. A. Barry, writing from Toronto, has made a proposition to the Board of Trade of Kamloops, relative to the starting of a fruit canning industry there. The plant will put up all kinds of fruit which is grown so plentifully in the adjoining districts, and also vegetables. In connection, a factory will be operated for the manufacture of cans by an improved process of which he holds the sole right in Canada. The general opinion of the board was that the enterprise should be given every encouragement and a committee was appointed to recommend to the council that assistance should be given. The opinion of the council was that a free site should be offered, and Mr. Barry will come west to personally look over the situation.

* * *

Vinegar will soon be manufactured either in Vancouver or New Westminster. The exact location has not yet been decided upon, but the company favors this city, though if it cannot get water concessions it will be put in New Westminster. The company is composed of local people, Mr. William Braid, wholesale dealer in teas, coffees and spices; Mr. Robert Kelly, wholesale grocer; Mr. Frank Burnett, Mr. D. S. Naismith, Mr. C. M. Marpole, and Mr. G. E. Macdonald being the principal stockholders. The vinegar works will be operated in connection with the distillery, which is now approaching completion at Sapperton, a suburb of New Westminster. The plant of the former will cost about $10,000, and plans are now about ready. Mr. A. T. Morrow, of Hamilton, is in charge of the work at the distillery, having also invested some money in the business, and Mr. J. A. Laing, also of Hamilton, will have charge of the manufacture of the vinegar, which will be supplied to the local trade and for export. At present large quantities of vinegar are imported from England, Crosse & Blackwell's being a favorite article. There is a local product, but it is very unsatisfactory. If the new works put out something good it will find a ready market.

* * *

This Summer in Dawson has been one of steady prices, much more so than in former seasons. There have been no jumps or declines since the shipments began in the early part of the season, and the markets have at all times been well supplied with what was going, especially in fruit and vegetable lines. Now is the time that the big consignments of onions, potatoes, eggs, and such like, are going north, and one Dawson firm has 3,000 eggs and a car of butter en route, from eastern Canada.

Dawson is enjoying a very good demand from the creeks and it is now at its height, the miners stocking up in prospect of Winter. There is a keen demand from the Tanana, the new district in American territory which is now opening up, and to which there is a rush of people. Holders of produce, groceries, and other general merchandise of American make have made big profits from the Tanana trade. The American goods have gone in rapidly, while the Canadian goods have been a drug on the market. This is no reflection on Canadian goods, but the American articles were allowed to go in free, while the others were dutiable. It is a very good way the Americans have of sizing up immediately the condition of a market, and securing it for themselves. Canadians might easily and for their own benefit take a pointer from this action. Whenever a new district is opened up, every open advantage is given, while with the Yankees they are very careful to extend the preference only to themselves. One Dawson trader offers several hundred cases of Canadian cream at a profit of ten cents a case, while there is no American cream on the market. On several hundred cases of American cream he made a profit of $1.50 a case. Both creams are put up by the same people, only one factory is on the Canadian side of the line, and the tariff is a barrier. The Tanana trade has had the effect of cleaning the Dawson market of practically all the slow stocks of goods of American make, many of which have been in the warehouses or on shelves for years.

Live stock is being rushed into the Yukon, and a large part of these is for the Tanana also. One firm will attempt to run a drove of cattle over the trail from Valdes to Fairbanks, which is a very risky proceeding. P. Burns & Company and J. La France are the largest dealers from the Canadian side, while American shippers are increasing in number.

Mr. Frank H. Ames, president of the Ames Mercantile Company, is on a trip to Dawson, and announces that his firm will continue business there, only on a cash basis. The field, while not as good as it used to be, is still very promising, and he is thoroughly satisfied with prospects.

* * *

Windfall fruit imported into interior districts from Washington is being condemned. When Mr. Thomas Cunningham, provincial inspector, was in the interior lately he took steps to have the law rigidly enforced with beneficial results.

Hop picking at Agassiz is now in progress and 500 Indians are busy. The crop will be a good one.

The first sugar for the refinery here brought from Fiji since the Forerie arrived 18 months ago was on board the steamer Manuka which had 500 tons. The freight steamer Inverness is now unloading 6,000 tons at the refinery from Java.

Mr. B. S. Weinrobe of the firm of M. Weinrobe & Company, Ladysmith, has opened up a store of general merchandise in Cumberland. Owing to the scarcity of vacant buildings he had a little difficulty in getting placed.

Mr. W. A. Johnston, who died very suddenly at Quesnel last Sunday, was formerly a partner with the late Senator

The increase in the consumption of Blue Ribbon Ceylon tea has been enormous. —— Why?

There is only one answer: ——

The public has preferred

GROCERS:
The Red Label—40c.
—is equal to most
50c. Teas.

Blue Ribbon
***Ceylon* Tea**

In every Standard line of business it usually happens that one firm's name stands for *quality* and *excellence* above all others.

In Coffee it is **CHASE & SANBORN;** not because of luck, or chance, or good fortune, but by reason of *care, knowledge* and *experience.*

CHASE & SANBORN

The Importers, Montreal

James Reid in the construction and operation of the first roller flour mill built in Cariboo. He sold out his interest in 1894 to engage in other business.

Mr. Robert Kerr, passenger traffic agent of the C.P.R., is in Vancouver this week from Montreal, on his regular tour of inspection. He thinks British Columbia should develop into one great garden to supply the demands of the expanding territories for fruit. He is of the opinion also that grain will be brought to this coast in increasing quantities and manufactured into flour here for shipment to the Orient, where already there is a good trade in this line.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B., Sept., 1904.

SOME few weeks ago we referred in our report to the intention of a large number of our wholesale grocers forming a company for the importing of molasses. The company has now been incorporated under the name of the New Brunswick Importing Co. Besides St. John merchants the company will include the largest wholesale grocers in Fredericton, Moncton and St. Stephen. The company has power to do business in molasses, sugar, groceries, provisions and other foodstuffs. The main object, however, is the importing of molasses. The several dealers in many cases not wishing to import on their own account will find it to their advantage to be associated together. The company, being very large buyers, will be able to obtain every possible advantage in buying; all are assured of getting their supply at the very lowest figure, and while not standing for an unfair profit, they will see that a fair profit is obtained and no cutting done. It remains to be seen what will be done by those outside. While the company includes almost the entire trade, there is at least one direct importer outside and the representative of the American concern, against whom the fight has been, who, is, now that the wholesale trade have largely withdrawn their business, going direct to the retail buyer.

Another large interest of the week has been the exhibition, which gives promise of being a great success. Our local manufacturers, however, who complain so much when business goes outside, have not given it the support they should, which might stop the loss of business of which they complain. The advance in flour has been the chief matter of interest in markets, the advance now being well over one dollar.

Oil.

There is still no change in the price of burning oil. The booking of Fall business is about completed. In lubricating oils, values are unchanged. The busy season is over. Paint oils show a steady sale at firm prices. Linseed, particularly, is tending higher. In cod oil receipts are not large and prices are lower than last year. The fact that some high priced oil is carried over tends to depress the market.

Salt.

Quite a large cargo of Liverpool coarse salt is just to hand, amounting to about twelve thousand bags. There is a further cargo about due and another to arrive about the last of the month. Prices are firmly held and there is a rather improved demand. In fine salt Canadian holds the market with just fair business. In Liverpool coarse salt it is to the advantage of both importer and buyer to have orders filled from the ship's side.

Canned Goods.

This line shows little of interest. Dealers do not like the withholding of prices so late by the association. Even selling prices will be maintained by practically the entire trade. Outside packers, while they will agree to sell at a stated difference under the association, also withhold prices. Blue berries are quite plentiful. Gallon apples are freely offered but demand is light. Salmon is firmly held, particularly springs. Strawberries and peaches are firm. Local packed fish are just a fair pack.

Green Fruits.

Business is very active. Apples are being freely received and prices are lower. Gravensteins, than which there are no finer Fall apples, are now to hand. The crop in Nova Scotia is large and fine. Ontario grapes are a heavy line at this season. Oranges and lemons are firmly held. Some nice pears are being offered. Nova Scotia stock is plentiful and low. Nova Scotia plums are supplying the market. Peaches come in light supply and the price is too high for active demand.

Dried Fruits.

There seems no bottom to some lines of California fruit. 1903 loose muscatels are again reduced in price. Prunes are also lower. The trade have largely bought their supply. Two grades of seeded are being imported, freshly seeded 1903 stock and new goods, and while the freshly seeded stock are splendid goods they should not be sold as new. Currants are unchanged with prices quite low. Dates are low. In peels citron is rather lower than last year. Evaporated apples are dull. In onions the market is supplied with Valencias. Some Ontario onions were sold for later shipment at very low prices, but higher figures are now quoted. Valencia raisins are quite high and very few are being bought.

Sugar.

Market is very firm with prices unchanged. Dealers are holding full stocks.

Molasses.

A further cargo of Porto Rico arrived this week. Quite full stocks are held. Barbadoes are not so plentiful. Prices remain unchanged.

Fish.

Supply of fresh fish is light and variety small. In dry codfish high prices are still maintained. Pickled herring and smoked herring are both high with supply light. Very few pickled shad are offered. While more finnan haddies are seen, the season is yet early.

Flour, Feed and Meal.

A further advance in flour, particularly in Manitobas, is noted this week. Manitoba and Ontario flours are quite close together. Oats are rather easier with oatmeal unchanged. Local millers of cornmeal have been rather short of corn. Beans, while dull, are quoted higher. Barley has but a light demand. Split peas are high and scarce.

MANITOBA MARKETS.

Winnipeg, Sept. 17, 1904.

FOR the past week the weather has been very unpropitious and has to a large extent stalled threshing operations throughout the Northwest. The first car of No. 1 hard which arrived in the other day was pronounced by the members of the Grain Exchange an excellent sample. All markets are active and fairly firm with the exception of the flour market, which has taken a sudden jump, and rolled oats which are now quoted all around at 5c advance on last week's market.

Sugar.

The market is still quoting sugar at the advanced price. Montreal granulated in barrels at $5.30, in sacks $5.20; yellows, $4.70; Wallaceburg the market quotes in barrels at $5.20 and in sacks $5.10.

Evaporated and Dried Fruit.

The market continues quite firm. The new stock of Valencia raisins will be available in the course of about two weeks and evaporated apples will be on the market some time in November.

Rolled Oats.

The market is firmer and slightly in advance of last week, quoting 80-lb. sacks at $2.30, 40-lb. sacks at $2.35,

20-lb. sacks at $2.40, 8-lb. sacks at $2.70, and 6-lb sacks at $2.90.

Canned Fruits.

The market is quite firm at present, but, as the canners are now only filling about 50 per cent. of their orders for strawberries owing to the scarcity of this fruit, we may look for an advance in this line. Strawberries at present are quoted at $3.25 per case; raspberries at $3 per case of 2 dozen; jams, including Aylmer's and Upton's in the pails are now quoted at 47 1-2c per pail.

Canned Vegetables.

The market reports a general firmness in all varieties of canned vegetables, quoting canned beans at $1.80 to $1.90 per case; and canned pears at $1.90 per case.

Coffee.

The market is still stiffening up prices. Quotation on green Rio is now 10 1-2 to 11c per lb.

Canned Fish.

Shipments of the new catch of salmon are now on the market, quoting Sockeye salmon at the advanced price of $7 per case.

Flour.

The market has again advanced and now quotes No. 1 patent at $2.90, No. 2 at $2.70, No. 3 at $2.10, and No. 4 at $1.55.

Cornmeal.

The market is firm, quoting cornmeal per sack at $1.75 and 90c per 1-2 sack.

Green Fruit.

The market continues very active. Oranges are quoted according to quality from $5.50 to $6; California lemons at $5; Montana crabapples at $2.25; Washington Italian plums at $1.25; Hungarian plums, $1.50; Washington peaches, $1.25; Washington pears, $1.25 per case; Ontario apples, $3 per barrel; Gravenstein apples, $3.50 per barrel; Ontario basket apples, 75c; Ontario basket tomatoes, 75c; Ontario basket pears, 75c; Ontario basket grapes, 65c; California Tokay grapes, $3 per case; bananas, $2.75 to $3 per bunch; musk melons, per case, $2.50; Chinese figs, per case, $2; dates, per lb., 5 1-2c; green tomatoes, 2 1-2c; sweet potatoes, per case $5: Spanish onions, per case, $1.50; and celery, per dozen bunches, 40c.

Eggs.

The market is very active and slightly firmer with a good demand for strictly fresh eggs. Supplies from the country are very light and eggs are now jobbing to the trade at 20c to 21c per dozen.

No Competition . .

There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the Best Goods.

The public are quick to recognize Quality and have always awarded First Place to

Clark's Sliced Smoked Beef

TRADE MARK

This design a guarantee of quality

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre - therefore it will not soil or stain delicate goods as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO. TORONTO LIMITED MONTREAL

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

IMPORTANT LEGAL DECISION.

THE grocer, as well as the general merchant, will be interested in the ruling of the judge in the recent dispute between H. K. Wampole & Co., proprietary medicine manufacturers, Toronto, and J. T. Lyons, druggist, Montreal, the former of whom petitioned for an injunction to prevent the latter from selling Wampole's Tasteless Cod Liver Oil for less than one dollar. The decision is as follows:

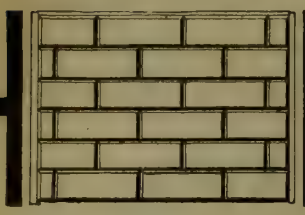
The plaintiff presents a petition for an injunction to prevent defendant, druggist, of Montreal, selling for less than one dollar a preparation of cod liver oil, known as Wampole's Tasteless Cod Liver Oil. He is the manufacturer of this preparation, and an agreement had been made by which the plaintiff agreed to sell the defendant his preparation at a fixed price, equal to 58 cents a bottle, the defendant agreeing not to retail it at less than one dollar a bottle. Plaintiff alleges that defendant has violated his contract by selling it at 85 cents. He even advertises it at 68 cents, thereby causing serious and irreparable damages to plaintiff.

(1) The defendant pleads that the agreement in question is illegal and against the freedom of trade.

(2) That the agreement was cancelled by letter dated June 27, which the defendant had a perfect right to do as said agreement was for no specified time and also that he had sold all the cod liver oil purchased from plaintiff under said agreement.

(3) That the oil he was selling at 68 cents a bottle had not been bought from plaintiff but from other sources. Affidavits were produced from both parties to sustain their pretentions and had not been contradicted.

An interlocutory injunction is asked for to prevent defendant from selling at less than $1 until the case is heard



OUR SHEET STEEL PRESSED BRICK

Is an ideal covering, either for new buildings or improving old ones.

IT IS VERY EASILY AND QUICKLY APPLIED, GIVES PERFECT WEATHER PROOF PROTECTION, IS FIRE, LIGHTNING AND RUST PROOF AND COSTS VERY LITTLE.

Consider its fine appearance—its splendid enduring qualities—and slight expense—and decide to serve your own best interests by using it.

Fullest details of information in our catalog.

METALLIC ROOFING CO., LIMITED,
Wholesale Manufacturers,
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Never Unsalable

Same can't be said of all Bird Seed.

BROCK'S

is time-tried. Always sell Brock's.

NICHOLSON & BROCK, - TORONTO

on its merits. On the question of the legality of the contract I see nothing to interfere with freedom of trade or the interest of the public in a manufacturer agreeing with a retailer that his goods be sold at a fixed price when it is to the manufacturer's interest to do so, but what interest has Wampole to stipulate that his preparation be sold at 80 or 90 per cent. profit? When I put the question to petitioner's lawyer, "What interest has your client in asking for this injunction?" he said the object was so as not to confound his preparation with others of inferior quality. This reason which is of doubtful value is not the true reason. I find the reason in the petition, in the contract itself and in an affidavit. The plaintiff's petition alleges that without an injunction to prevent defendant from selling his oil at less than $1.00 the price agreed upon, he would suffer serious and irreparable damages, because he is sure that if he continues to cut the price that all other druggists will do likewise, considering themselves free from their similar contracts. But I do not see in this any great injury, the benefit would be for the public. I can see the injury it will do to retail druggists who reckon more on small sales and large profits; but Lyons, like the departmental stores, believes in a quick turnover and small profits and is satisfied with a profit of 10 cents on each bottle. What injury does this inflict on Wampole who still gets the same amount viz., 58 cents for his preparation? The lowering of the price and competition cannot affect him nor force him to reduce his price to the dealer. It is the Retail Druggist Association combined who have decreed that this oil shall be sold at $1.00 and not less and it is in their interest that Wampole has brought on the present action in which he has no apparent or appreciable interest. This is evident (1) From the heading of Wampole's contract with the wholesalers (exhibit No. 1), where the policy of the members is stated as the price restrictive plan as adopted by the drug section of the Retail Merchants' Association of Canada.

(2) The contract between Lyons and Wampole (exhibit No. 2) for retailers and which reads as follows:

Contract for Retail Trade.

The Henry K. Wampole Co., of Toronto, for the protection of the trade and in pursuance of an agreement entered into with the Drug Section of the Retail Merchants' Association of Can-

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS WANTED.

OF interest to wholesale grocers in the United Kingdom—Wanted, position as buyer of Canadian products, canned goods, fruits, vegetables, meats, apple cider, etc. For information apply CANADIAN GROCER, 88 Fleet street, London, Eng. (40)

SITUATIONS VACANT.

WANTED—Four good flour packers—at once; none but good steady men need apply. Address The Hedley Shaw Milling Co., Thorold, Ont. f

FOR SALE

BAKERY and confectionery, fine location, doing large cake trade, good dwelling, long lease, $550. Chaplin & Stoddart, Yonge street Arcade, Toronto. f

FOR SALE—Cigar and tobacco business. 789 Queen W., Toronto. f

FOR SALE—Retail business, on Yonge street, near King, long lease, cheap to prompt buyer. Apply 442 Yonge st. f

FOR SALE—Bakery and confectionery, central, sales one hundred dollars per week. Apply McLean & Galbraith, 311 Temple Building, Toronto. f

FOR SALE—Old-established grocery, meat and liquor business, Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (42)

GROCERY business for sale, about $300 stock and fixtures. 96 Cumberland st., Toronto. f

GENERAL STORE—Large and new building, and general stock; cost price, $3,000. Particulars, apply T. A. Matchett, Emo, Ont. (40)

TO LET.

TO LET—The Pioneer Tea Store, Nos. 751 and 753 Queen st. E., good business stand, immediate possession. J. B. LeRoy & Co., 710 Queen st. E., Toronto. f

ada, requires the contract set out below to be signed by the retail trade before the retail trade will be entitled to purchase Wampole's Tasteless preparation of Cod Liver Oil, etc.

Lastly, in an affidavit absolutely illegal, produced by the plaintiff wherein D. R. Moore, advocate, pretends to find existence of judiciary proceedings in a similar case where the Ozone Co., of Toronto, sued the present defendant for breaking a similar contract to this one and the existence of a judgment against defendant, but he forgets to state that the injunction referred to was only an interlocutory one. In this illegal affidavit I find, however, the real cause of the action, like the action of the Ozone Co. was because an agreement had been entered into with the retail druggists.

I conclude from these documents and the nature of the agreement that it was the retail druggists, associated and combined, who have in their own interests fixed the price of an article at $1.00 that costs them 58 cents, thereby making a profit of nearly 80 per cent., certainly an exaggerated profit, and against the public interest. He who asks a judge to prevent another from doing a certain thing should prove like all plaintiffs an actual and tangible interest in the case and also prove that without an injunction being granted he would suffer serious and irreparable damages.

Supposing that Wampole had a personal interest in the case he has taken against Lyons for violation of contract, an interest that does not seem to me to exist, the damage would be neither serious nor irreparable. Wampole still has the right to institute an action for damages without the judge's consent. Should he succeed he can force the defendant to pay the amount of the damages. The injury he would have suffered would be reparable.

Injunctions are extraordinary proceedings, and are allowed only in cases determined by law, viz.: When the commission or the continuation of an act or an operation during the time being would cause a serious or irreparable injury.

Another reason for refusing the injunction is that the defendant did not sell any oil at a reduced price that had been bought from plaintiff, but had been obtained from other sources. The agreement between the parties was that in consideration of Wampole supplying the defendant with his oil at a price mentioned in schedule "D" Lyons agrees not to sell at a less price than the one mentioned in schedule "E." What is the meaning of this contract? It means that if Lyons does not carry out his agreement Wampole will not be bound to sell him any more oil at the price. If Lyons had on hand any oil bought under the contract Wampole could, if the contract was a legal one, force Lyons to return it to him on returning him the amount he had paid for it, or, if not, he could claim damages. But when Lyons has no more on hand and can get some elsewhere, what right can Wampole have to prevent Lyons from disposing of it?

Oil bought elsewhere does not come under the terms of the contract. The plaintiff in his petition advances a strange pretention, that is that the contract, being for an indefinite period, cannot be annulled only by the consent of both parties. The fact is the contrary in partnerships. Any partner can terminate a contract at any time, where the length of duration of the contract has not been determined. In the present instance the parties are bound only as long as both parties consent to execute it, only that perhaps the retailer could force the manufacturer to sell him his oil at the price agreed upon as long as he had lived up to his contract. But as soon as the retailer does not wish to buy any more of his oil, or if he wishes to sell it at a reduced price, the manufacturer cannot force the retailer to buy his oil from him.

Lyons has not bound himself to do so, he simply promised to retail at $1 oil bought directly from Wampole. Therefore Lyons, having no more oil purchased from Wampole, there is no reason to prevent him from selling Wampole's Cod Liver Oil at less than $1 a bottle.

For these reasons I refuse the interlocutory injunction asked for, and revoke the order given ex parte in favor of the petitioner, and suspended by us until the actual judgment is given.

2nd September, 1904.

The Court of Appeal on September 16, confirmed the refusal of Judge Pagnuelo to grant the H. K. Wampole Co., an interlocutory injunction restraining J. T. Lyons from selling their dollar bottles of cod liver oil for 85 cents. The court refused to hear the appeal on the ground that an interlocutory judgment could not be carried to the higher courts without permission of a Superior Court judge.

CANADA AND FRANCE.

IN order to mark the establishment of direct communication between Canada and France by the Canadian lines, Mr. Thomas Harling, the agent of the line in Montreal, last week invited the members of the Chambre de Commerce and others interested in trade with France, to go over the steamship Lake Simcoe, which sailed Friday, September 16, for Havre and Rotterdam. Among those who accepted the invitation were Mr. H. A. A. Brault, president of the chambre; the Hon. A. Desjardines, the Hon. J. D. Rolland, the Hon. J. I. Tarte ,M.P., Messrs. Chas. Chaput, M. J. Perrault, S. Lachance, G. Boivin, A. V. Roy, E. Mathieu, D. Pariseau, Jos. Fortier, J. D. Couture, T. O. Labrecque, Catelli, Granger and Brisson. The party expressed admiration for the beautifully finished and comfortable vessel, which is specially designed for carrying passengers.

After lunch the toast of "The King" was duly honored, and Mr. Harling and Captain Ball replied to the toast of success to the line, proposed in felicitous terms by Mr. Brault. Mr. Harling remarked that their object in inviting the Chambre de Commerce there that day was to make the fact known that they had fairly established a direct steamship service between Canada and France. They had now made six voyages. The line was well backed up in England and capital would not be wanting to make the new enterprise a success. He had been in France lately and he found that there was plenty of freight when shippers were assured that there would be a regular service. He had seen many attempts to establish such a service, and he considered the best course was to begin in a modest way and to prove that they were deserving of confidence. In the matter of passenger traffic they were outside that close corporation, the North Atlantic Conference, and in the last few days they had had an instance of the attitude of the conference to outsiders. A passenger agent in Toronto had informed him that on instructions from the conference he could no longer do business for the Canadian lines and so he lost a good man. He had confidence in the future of the enterprise and pointed out that it was deserving of the support of commercial men on both sides because it would be advantageous to both countries to have a direct line.

THE WESTERN FAIR AT LONDON

NOTWITHSTANDING the unfavorable character of the weather, the crowds that daily thronged the exhibition buildings and grounds proved that the Western Fair had lost none of its popularity. It was unfortunate that Wednesday, when a big attendance of rural visitors was expected, turned out both wet and cold, and indeed very little warm weather was experienced during the entire run of the fair.

The Manufacturers Building was, of course, the principal attraction, and while some of the exhibits that have been prominent in previous years were absent the displays of the various manufacturers were, taken as a whole, of a high order and evinced both good taste and painstaking care. Without making invidious comparisons it may be said that perhaps the piano industry had the most complete representation, the exhibits being both numerous and of a high standard of excellence. Soap, too, was much in evidence, and too much credit cannot be awarded to the exhibitors of this necessary article for the originality and beauty of their respective displays.

Looking around the Manufacturers Building one could not but feel that the City of London itself, with its important and growing industries, was somewhat scantily represented. London is lacking neither in brains nor industrial enterprise. It is a fair city, the centre of a rich and prosperous district, and many of its sons have risen to high positions in public life and in public esteem. Yet the stranger who visited the Western Fair (and there were thousands present from every part of the Dominion, from the States and from abroad, both distinguished and obscure) would almost certainly carry away the impression that, as a manufacturing centre the City of London was of little account. Surely there is need for a little more enterprise and patriotism in this matter on the part of local manufacturers. It was a matter of general comment that the cigar industry (in respect of which the City of London ranks second in importance in the Dominion) had but one representative, while the biscuit industry had no representative at all.

Exhibit of Red Rose Tea at the Western Fair, London.

The management are to be congratulated on the handsome new Dairy Building that has been erected since last fair. It attracted great attention, and deservedly so, for it contained a very representative display of dairy appurtenances, while a demonstration of up-to-date butter making was given in the commodious well and followed with great interest by throngs of spectators from the galleries which have been erected around it.

The interior of the Agricultural and Horticultural Building was a thing of beauty and a joy to thousands. The decorations of evergreens were on a lavish scale and the exhibits of flowers and fruits were really above criticism. The display of honey was one that evoked much admiration, and it was a common remark that the exhibit was far in advance of anything that had been shewn in the same line in previous years.

The Machinery Hall was, of course, a strong drawing card, and contained a good representative display chiefly of farming machinery and agricultural implements. It was a little unfortunate, perhaps, that the stove exhibits should have been placed in the wing of this building alongside of a miscellaneous display of implements and other accessories of the farm, but no doubt the management made the best of the situation. Before long it is to be hoped a new building will be devoted exclusively to this important and rapidly growing industry.

It is only necessary to add that the amusements afforded by the midway were of the usual kind and showed no falling off in popularity. A word of praise is due to the management for the really excellent entertainment they provided in front of the grand stand. There was nothing hackneyed or "stale" in the performances of the various artists, and they kept the attention of the vast audiences from start to finish. The fireworks display was of the best and went off without a hitch.

Red Rose Tea.

One of the prettiest and daintiest booths in the Manufacturers Building was that of Red Rose Tea. The space within the booth was entirely given up to the comfort and convenience of the general public who were invited to step inside and partake of the refreshing beverage seated at the numerous tables that were placed there for the purpose On each table which was covered with spotless damask, was placed a vase containing lovely tea roses. The decorations were red and blue and were rendered more effective by a number of Chinese lanterns that swung from the roof. The luxury of a cup of tea amid such

surroundings was much appreciated and a constant stream of visitors passed in and out of the booth.

The popularity of Red Rose Tea, especially in Western Ontario, has been growing by leaps and bounds, a result which the proprietor attributes in no small degree to the success of his exhibits at the Western Fair and the fact that Red Rose Tea "is good tea." Mr. Campbell, who was in charge of the booth, remarked how noticeable was the change in the attitude of the visitors since the last fair. Then the common remark was "I don't know your tea at all." Now it is "I am using your tea."

Worthington Stock Food Co.

The Worthington Drug Co., had an excellent display of their stock food in the Agricultural Building. It was built up in very artistic fashion the background being composed of five tiers of 50 and 25-pound pails. In front of these were three pyramids of tins of McDougall's sheep dip for which the Worthington Drug Co. are the Eastern Canadian agents.

The company claim to have revolutionized the price of stock foods. They put out 8-lb. boxes at 50 cents, 25-lb. pails $1.50, and 50-lb. pails $2.75.

Maclure & Langley.

A dainty booth was that of Maclure & Langley, where was displayed the well-known Tobler's Swiss chocolate in the form of tablets, croquettes, etc. Tobler's is one of the oldest brands of Swiss chocolate on the market, and seems to be one of the good things that have come to stay. It only requires to be tasted to be appreciated.

Cowan Co.

Much interest was evinced in the display of chocolates made by the Cowan Co., and in the demonstration of the virtues of their cocoa. The decorations of the booth, which was advantageously situated near the entrance to the Manufacturers Building, were in pink and white, varied by a quantity of yellow streamers.

Comfort Soap.

The first thing that caught the eye of the visitor on entering the Manufacturers Building was the exhibit of the Pugsley, Dingman Co., Limited. On a stand within the railing was placed a colossal bar of Comfort Soap. To the person who made the nearest guess to the weight of this a handsome upright piano was awarded, and, needless to say, there was a great demand for guess coupons. While that was the outstanding feature of the exhibit, it was by no means all. At the further end of the booth was an artistic edifice compiled of cakes of Comfort Soap in the familiar wrappers. Altogether the exhibit was one that reflected the greatest credit on the proprietors of Comfort Soap and the booth was thronged with visitors from early morning till closing time. The exhibit was in charge of Mr. E. J. Ecclestone, the company's western representative. For the comparatively short period that Comfort Soap has been on the market its growth in the public esteem has been phenomenal and the sale is steadily increasing every week. The company attribute a good deal of their success to the various exhibits, all of a high order, that they have made at different fairs.

Richards Pure Soap.

The Richards Pure Soap Co., of Woodstock, certainly hit upon an original idea when they introduced a real live horse into their exhibit (and a very handsome animal at that) and it proved a splendid drawing card. Guessing coupons were provided and the fortunate individual who guessed most nearly the weight of the steed became its happy owner. It was at all times difficult to get near the booth owing to the eager crowds who pressed round to admire the milk white beauty and hazard a guess. The booth itself was in the form of an archway, the pillars on either side being built of packets of Richards Pure Soap in red wrappers. The horse standing beneath the archway was a most fitting accompaniment and gave to the whole a very realistic appearance.

The Richards Pure Soap Co. is one of the oldest in Canada, their soap hav-

Exhibit of Comfort Soap at the Western Fair, London.

Exhibit of Richards Pure Soap at the Western Fair, London.

ing been on the market now for 50 years. They have an excellent soap coupon system. The coupon is sold to the customer at the booth and is redeemable at the store of any grocer, thus saving the customer the trouble of carrying the soap round with him.

Sunlight Soap.

The exhibit of Lever Bros. was admittedly one of the most effective in the Manufacturers Building. It took the form of a dome supported by four pillars each ingeniously built of packets of "Sunlight" and "Lifebuoy" soap. The roof was built up in similar fashion and a handsome palm was placed on the apex. In the space within the railing were exposed to view the various dainty toilet soaps manufactured by Lever Bros., including "Silkskin" and "Coral," while the famous "Monkey Brand" was also conspicuous. Mr. Nichols was in attendance along with some lady helpers and all were kept busy supplying the crowds with Sunlight Soap puzzles.

Orange Meat.

Prominent among the cereal exhibits was that of the Frontenac Cereal Co., and many were the demands made on the fair attendants for samples of the popular Orange Meat. The decorations were in blue, yellow and red and the background of the booth was built of the familiar packets of Orange Meat.

RETURN
NOV 24

Exhibit of Sunlight Soap at the Western Fair, London.

Imperial Starch Co.

The Imperial Starch Co.'s exhibit was a notable one. It was in the shape of a triangle, the two sides of which were fitted with stands on which were displayed one above the other long rows of the different packets of the company's laundry starch, golden syrup, corn starch, etc.

Malta Vita.

The Malta Vita Co. had a display of a quiet but effective description. The decorations were in blue and yellow, to harmonize with the Malta Vita packet and the attendants were kept busy dispensing saucers of their nutritious breakfast food.

Canada Maple Exchange.

A good display of maple syrup, maple sugar and maple cream chocolates was made at the booth of the Canada Maple Exchange, Limited, of Montreal. The square booth was entirely occupied by a conical stand on which were displayed tier above tier a complete assortment of these lines.

EASTERN TOWNSHIPS EXHIBITION AT SHERBROOKE.

WITH the exception of the National Exhibition at Toronto, the Eastern Townships Fair, held annually at Sherbrooke, Que., is said to be one of the most important exhibitions in the Dominion. This year the Fair opened on August 27 and lasted until September 30. To use a stereotyped expression, it was larger and better than ever, and the directors deserve congratulation for the excellent management throughout. The exhibits of forest, field, and mines were copious and varied, while the so-called circus attractions were among the best available in vaudeville circles. When it is remembered that the attendance, on what is called the best day, exceeded thirty thousand people, some idea of the magnitude of this Fair may be formed. Owing to a regrettable accident on the Grand Trunk Railway at Richmond the number of visitors to the Fair was considerably decreased on the days following the disaster.

The main building always the centre of attraction, was devoted entirely to special exhibits. One of the most striking of these was that of the Ogilvie Milling Co. whose display accentuated "Royal Household Flour" in such a successful manner as to excite the admiration of hosts of visitors. The ambition of this prominent milling firm surpassed all previous ventures of exhibitors, inasmuch as under the direction of Mr. Allan Reid, they published a daily newspaper in the interests of "Royal Household" flour for three days of the Fair, and held a reception under the supervision of the manager of the Company, Col. E. H. Labelle. The whole town of Sherbrooke was emblazoned with "Royal Household Flour," four of the leading grocers having windows decorated with barrels and sacks of the flour. Mr. Patton, the Eastern Townships representative of the Ogilvie Company, assisted Col. Labelle at the reception, and hundreds of their customers from all parts of the Townships were cordially received by Col. Labelle and himself.

A word might be said about the dairy exhibit, and the special prizes for cheese awarded by the Eastern Townships Bank. The judges of the cheese were Mr. Warrington, of Montreal, and the butter A. J. Bruce and E. A. Bryce of Montreal, respectively. The horticultural exhibit was particularly fine, the corridor outside the Horticultural Building, formerly given up to fruits and vegetables being devoted this year to fruit alone. The display of eight hundred varieties of apples was something never before equalled in the Eastern Townships. Secretary W. Tomlinson was a busy man all the week, and made many friends for the Exposition. The courtesy and attention which the directors generally paid to all visitors and exhibitors deserves nothing short of the highest

Eastern Townships Fair—Exhibit of Empire Tobacco Co.

RETURNED
OCT 10 1904
Oct 25 Page 19 and

Eastern Townships Fair—Exhibit of "Orange Meat."

praise. Among the exhibits worthy of special mention were the following:

Empire Tobacco Company.

The talk of the Fair was the Empire Tobacco Co.'s exhibit just near the main entrance. Colonel Young, the smallest man in the world was there. Piled in neat array were the gifts of the premium department, including silverware of many descriptions, rifles, knives, carpenter's tools, musical instruments, chairs, sewing machines, in fact almost any useful household article. Sometimes Col. Young would stand or sit at the very top of the pyramid of presents, where he looked more a midget than down below. Piles of tobacco showed the purity and excellence of the special chewing and smoking tobaccos. In conjunction with the exhibit was a display of Houde & Co.'s goods, including more especially their Red Cross tobacco for smoking, and which is controlled by the Empire Tobacco Co. P. Menard, the representative of the company made many new friends for the Empire Tobacco Co., his exceptional tact and ability being especially valuable in promoting its interests.

Orange Meat.

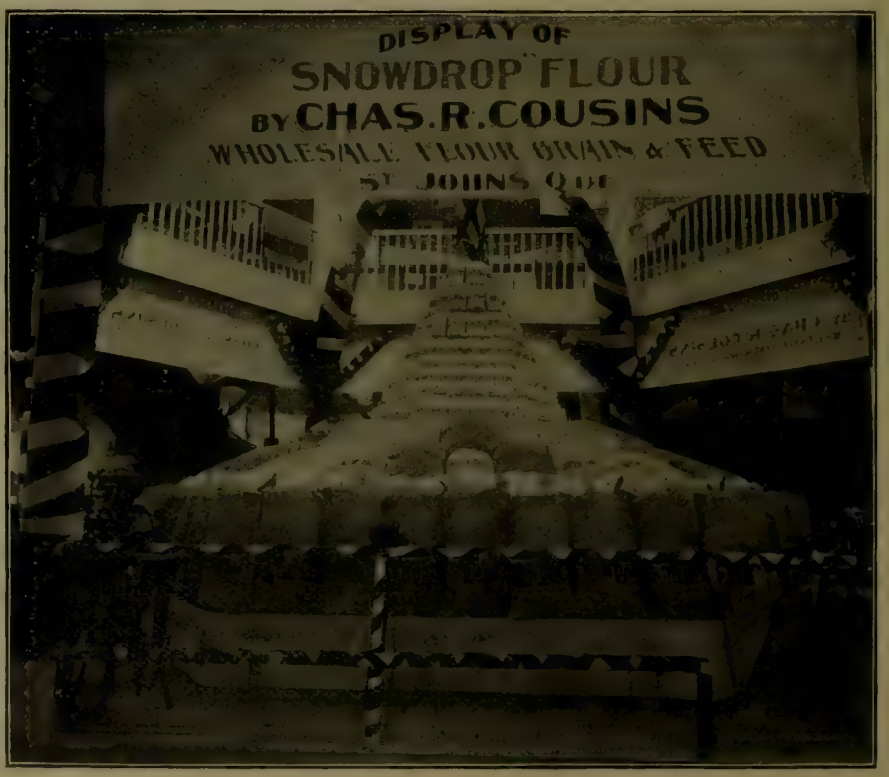
The stand occupied by the Orange Meat Co. was so attractive that the Exhibition Co. could very well have paid them for having it there. Crowds of tired people were welcomed to its pleasant precincts and served with samples of delicious breakfast food. The decorations of the stand consisted of bright yellow streamers of twisted ribbon hung first in festoons from the ceiling, then gracefully arranged with curtains of lace and netting. These coupled with handsome posters showing halves of oranges as trade marks of the firm's food made an effect that was pleasing and sensible as an advertising force.

Tables were disposed throughout the booth attended courteously by bright faced girls. The representatives of the company were making friends all the time and in their efforts to make Orange Meat food better known they certainly succeeded to a marked degree. J. C. DePercheron won the good will and respect of all with whom he came in contact, his energy and ability being strong elements in the success of the exhibit.

The Frontenac Milling Co., of Kingston, Ont., who are the proprietors of the Orange Meat, have made a mighty success of their business and deserve congratulation. They have an excellent article and they are putting up a campaign for public favor that is brainy and forceful.

Snowdrop Flour.

C. R. Cousins, wholesale flour, grain and feed merchants, St. Johns, Que., occupied the centre space in the main building, and spared no expense nor pains to make an attractive showing of their famous "Snowdrop" flour. "Snowdrop" which is so popular with the housekeeper, has many special points of merit. It is made from a mixture of Manitoba and Ontario wheat, and is one of the best family flours made. It is



Eastern Townships Fair—Exhibit of "Snowdrop" Flour.

The Secret

of a good Brush or Broom is in the quality of material and workmanship used in its construction. To make it saleable it must also possess a good appearance.

Boeckh's Standard Brushes and Brooms

embody all these features, and in addition have a reputation of over half a century's standing, and they are without doubt the most popular on the market.

FALL CLEANING IS NOW IN PROGRESS. ARE YOU PREPARED FOR IT?

Our travellers are all on the road and will call on you shortly, but if in immediate need of goods our "Mail Order Department" is prepared to give your wants prompt attention.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

United Factories, Limited,

Head Office: TORONTO.

BRANCHES:
MONTREAL
LONDON

"BOECKH & BRYAN PAINTERS' BRUSHES ARE THE BEST MADE."

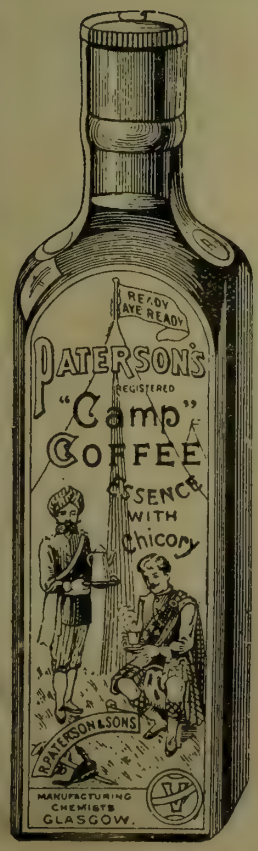
THE HEIGHT OF MAPLE SYRUP EXCELLENCE

IS FOUND IN EVERY TIN OF

"IMPERIAL BRAND"

THAT'S WHY IT SELLS SO WELL.

ROSE & LAFLAMME, Agents, MONTREAL.



WAITING IS EASY BUT UNPROFITABLE. It is quite easy to wait until you run out of

PATERSON'S CAMP COFFEE ESSENCE

before ordering more, but it is mighty unprofitable—may have a call for it any time. **THE COFFEE PROBLEM** is solved when you decide to keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

Sells well. Good profit in it.

ROSE & FALAMME
Agents, Montreal.

Eastern Townships Fair—Exhibit of Comfort Soap.

suited for either bread or pastry. Another merit, and a strong one, is that it is very easily "worked" which means a great deal to the busy housekeeper. Anyone having their meals at the Protestant Hospital counter could judge of the good qualities of "Snowdrop" flour, for all the bread that was used there exhibition week was made from this excellent flour. To place the "Snowdrop" flour before the public, Messrs. Cousins gave away coupons to the public, which when returned with the name were redeemable with a five pound bag of flour. The coupons were distributed and left at the exhibit, or at R. A. Bartlett's store.

C. R. Cousins is excellently located as regards shipping facilities, at St. Johns, Que., and can fill orders with despatch. Among the other well-known brands of flour which this dealer handles are "Snow Patent," "O.K.," "Strong Baker," "Golden Sheaf," "Hungarian" and "Hudson Bay," which are all strong sellers, and of established popularity. The firm is well and favorably known throughout the Eastern Townships, where it does a large business in mixed cars of flour, feed, grain and ground meals. R. C. Stewart was in charge of the exhibit.

Comfort Soap.

No stand in the main building was more generally attractive than that of Comfort Soap. The array of pictures, dolls. lamps, clocks, placques, flowers, and all kinds of useful and ornamental household articles simply captured the crowds. The gifts distributed included many valuable souvenirs and naturally were appreciated by large numbers. The manner of decoration was so pleasing that the famous catchword: "Comfort Soap, it's all right" was admirably applied to both soap and exhibit.

At the booth F. D. Cockburn, assisted by F. E. Perry, were kept busy receiving old friends, in fact he and the Quebec traveler are considered almost part of the fair. They knew just how to please the public and their experience proved to be of no small value to the various assistants. The pictures on exhibition were, it was explained, merely suggestions of the art galleries in Montreal and Toronto. Pugsley, Dingman & Co., the proprietors of Comfort Soap, 18 Yonge street Arcade, Toronto: premium department and general offices 119 Confederation Life Building, Toronto and 1676 Notre Dame street, Montreal, extend a hearty welcome to the public to visit their art galleries.

Canadian National Exhibition—Exhibit of the H. J. Heinz Co.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. **Van Houten's "beats the Dutch."**

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

CANADA: No better Country

MOTT'S: No better Chocolate

ELITE

a cooking **Chocolate** in ¼-lb. blocks, at **30c.** per pound,

DIAMOND

a sweet **Chocolate** in 3 sizes at **24c.** per pound, are two of

Mott's list that should interest householders.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Christmas Confectionery

Our travellers are now out with our Christmas offerings of high-grade Confectionery. The fancy boxes we are providing for the holiday trade are the richest and most beautiful ever shown in Canada.

The **French Art Boxes** come in fancy corded silk effects, and have been specially imported by us from Paris.

The **German Boxes** consist of baskets and plush covered boxes.

The **Japanese Boxes** come in wood in the usual high art productions of the Japanese. They are very popular.

In addition, we show our goods in the very choicest things turned out by Canadian box manufacturers. Grocers should wait the arrival of our salesmen before placing any orders for Christmas Confectionery. This season's goods of our showing have taken the trade by storm.

A. J. STEWART, Limited
MAKERS OF
Stewart's Fine Chocolates, TORONTO

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA,——CANADA.

1. Better Goods
2. At No Higher Cost
3. Square Treatment

——These are three points worth noting. They are the basis of our selling contract.

Perfection Cream Sodas

are better than the best goods you have ever handled.

They are not higher priced than others' goods that aim to be in the same class.

They make us friends, and we do our part to maintain the friendship.

Now haven't you an order?

In 3-lb. Cards and Tins.

THE Mooney Biscuit & Candy Company, LIMITED,

Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS

AND GRAIN DEALERS

192 King Street East

TORONTO.

A COMMERCIAL TRAVELER ON PROTECTION.

(From The Birmingham Daily Post.)

WE have received, through Messrs. Rosser, Jones & Co., of Wolverhampton, the following letter, sent to them by a commercial gentleman now traveling through Canada. It was written en route from Halifax to Montreal, and expresses the view of the tariff question as it appears to the author of the letter. He says:

"As a commercial traveler, who for fourteen years has traveled in England, but who is now traveling the States and Canada, I venture to put before your readers the very serious position England is sure to be in unless she immediately embraces the only salvation for her trade, and that is adequate protection. Under that very necessary policy this part of the world is becoming more and more progressive and successful. Under it the manufacturers are without fear of outside competition building up vast businesses, and under it the wages earner commands a fair return for his labor. Contentment reigns everywhere. It is nonsense to say the American works harder than the Englishman, that he has more brains, that the circumstances are different. I find a great amount of sameness; the only difference I find is that it is ten times easier to make a living here than at home. The people are doing well, consequently they are better buyers. No man here, if he is worth his salt, will work for a bare living. If he is a skilled man he gets thorough protection for his labor by his union, and the manufacturer has to pay in a fair proportion to his profits. He is protected from outside competition, and can charge accordingly.

"I used to hear, to refute all this, that in America living was so expensive that it neutralized all this high wage benefit. I contend that this is wrong. To start with, most American workmen own their own homes. Such necessities of life as bread and meat are cheaper. Fuel is dearer, so is clothing, but not much. You can get a good working suit of clothes for £2. Anyhow, the great point is this: the American artisan is a far better dressed man, better fed, and more extravagant than his English confrere. His children are given, free, a better education; he is thought more of. The snobs have not as yet come here who look down on a man who works, but honor him for it, and consequently give him more respect for himself. I have visited the lower parts of such large cities as San Francisco, St. Louis, and Pittsburg, but in none, except New York, have I seen a tenth part of the dirt and poverty to be seen every day in similar cities in England. All this is due to a wise protection.

"To give an instance of what we lose by being free to foreigners: Last Sunday I met a Belgian manufacturer at the Windsor Hotel in Montreal, and he said how glad he was that Chamberlain's scheme did not look like going through. He said: 'If it had, I have already secured land in England to erect our factories. My business is that of a manufacturer of cotton blankets, and I employ 2,700 men. Nine-tenths of my trade is done with India, Australia, Africa, and England; consequently I either have to close down or come over to you.' This is only one instance among many. He said he expected the day would come, but he felt confident for some time that British stupidity would hold the field

"To show you how much alive the Canadians are to their own interests I will quote an instance that just lately occurred. The Canadian Government found that a tremendous amount of logs were going into the States and but little sawn timber, consequently they prohibited the importation of logs into the States. Within three days of this becoming law the American Government prohibited sawn timber, but now impose a duty. What has happened is that the saw mills are having a great boom, and the Americans are coming over and erecting their mills in Canada.

"If our own Government had only had as much sense the same course would have been pursued with flour coming from abroad, or a hundred and one other parallel cases. It must come from the people. The voice of the men who now have only a bare living must be heard with no uncertainty. They must make no mistake at the next general election. Whether he be Liberal or Conservative, if he is in favor of the closed door protection, give him your vote. It makes me unhappy to contrast the two countries, but once get adequate protection and England can still stand in her old place as head of all nations of the world. Her sons shall not bow their heads in shame when they hear foreigners call her stupid and hidebound, and, given protection, we shall see a steady flow back again to the Old Country of the sons who left because foreign manufactured articles took their bread out of their mouths. That the day will not long be delayed I pray daily. If long delayed the capital of the country must come over here, as investments yield more certain and larger interest. England, awake."

PURE GOODS THAT EVERY GROCER CAN RECOMMEND ARE

Cowan's Cocoas, Chocolates, Cake Icings, &c.

COWAN'S MILK CHOCOLATE

is superior to anything in the market because it is made from the finest Chocolate and pure Canadian Milk.

The Cowan Co., Limited, Toronto

"Irresistibly Delicious!"

PETER'S THE ORIGINAL MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

40 years'

experience and thousands of testimonials have established the high reputation of . . .

Borden's "Eagle" brand Milk
AND
"Peerless" Cream

Are you handling it?

Write for pamphlets and particulars.

SELLING AGENTS IN CANADA

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

THE DEMAND

For **Fruits, Nuts, etc.,** during the period of **Fall Fairs** is certain to be much heavier than in former years. We carry a full line in all foreign fruits and our large daily receipts of **Domestic** products will enable us to fill all orders to your entire satisfaction.

McWILLIAM
Mc. AND E.
EVERIST

Phone Main 645.
TORONTO, CANADA.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO

GREEN FRUITS

Canadian Apples in Great Britain.

MR. ALEX. McD. ALLAN, of Goderich, Ont., who has been in charge of Government exhibitions of Canadian fruit in London, Birmingham, Wolverhampton, Glasgow and Paris, comments as follows on the prospects for Canadian apples in Great Britain:

"There is a good crop of apples in England this year, but that's nothing. English apples that get into the market are little bits of things that we would use for nothing but cider if even for that. Good apples are grown in England, but they are in the cultivated orchards of rich men and for their private use. The market apples of England amount to nothing.

"Apples from other countries are sold there, namely, from Russia, Germany, France, the States and Tasmania. I have seen the products of them all, and know that they cannot compete with Canada.

"Yet Canada is not getting anything like the revenue it should from that market. It is the fault of Canadian shippers. They will not take pains.

"You can buy Canadian apples at the village stores of England cheaper than in Canada, but it will not be first-class apples. It will be seconds or refuse or stuff that should not be sent at all. The choice article is very dear, and yet the shippers will not take the care that will get them the fancy instead of the away-down price. If a shipment of fruit is not first-class throughout, it will go as inferior even if there is a lot of first-class fruit in it. That accounts for the heavy losses our shippers make.

"Hardly any packers seem to be able to tell one variety from another. They label them wrongly or get several varieties in one barrel, both of which are very objectionable to the English buyer. It is strange that hardly anybody can tell similar varieties apart well enough to pack a barrel without mixing them. Mixing not only mars the barrel but often results in loss in another way. Take Baldwins and Kings for instance. They look alike, but on the British market Baldwins bring 15 shillings and Kings 24 to 27 shillings. If Kings are put into a barrel marked Baldwins see the loss on that score alone to say nothing of the objectionable mixing.

"Then no apples should be shipped in barrels. Bushel boxes are the right thing. Retailers want that sized package, and if we do not ship our apples that way, somebody over there makes a big profit on putting them into boxes and re-selling them. Fruit should always be shipped in cold storage. All these things, selection, packing, branding, package, and cold storage, ought to be scrupulously and faithfully looked after by Canadians, and our market is assured."

The Granby Fruit Fair.

The annual Fall exhibition of the Fruit Growers' Association of the County of Shefford opened last Thursday, and was continued until Friday, in Granby, Que. The first day was devoted chiefly to the placing and judging of exhibits. The association has been in existence for over twenty years, and is recognized as the leading horticultural exhibition in the Province of Quebec. The fair was a success.

Ten Carloads of Fruit at Auction.

A large sale of fruit, comprising some ten carloads, was held at the Montreal Fruit Auction Rooms, Walter M. Kearns, auctioneer. There were two cars of California fruit, one car of bananas, one of Michigan peaches, and six cars of Canadian fruit, including barrels and baskets.

California fruit was lower all the way round. Pears sold at $1.30 to $1.55 per box, and peaches at 85c to $1.55; Tokay grapes, in four-basket carriers, going at $1.50 each. There were also some grapes in small baskets which sold at 20 to 22½c each.

Michigan peaches, in bushel baskets, were offered. They brought $1.60 to $2.40 per basket. There were also some in six-basket carriers which sold at $1.20 to $1.65.

The car of bananas brought steady prices, being 50 to 60c per bunch.

In Canadian fruit, barrel pears brought $1.50 to $3.10, and barrel apples $1.20 to $1.80, pears being easier. In baskets, pears sold at steady prices, 20 to 30c per basket, peaches being at 47½ to 50c per basket.

Glucose Not an Adulterant.

A deputation of fruit canners from different parts of Canada waited upon the Minister of Inland Revenue, Ottawa, last week, to ask the department to sanction the use of glucose as a sweetening and preserving substance in jams and jellies made in Canada. The deputation represented that pure glucose is

as wholesome as sugar, and claimed that it should not be classed as an adulterant.

The Minister suggested that if, when glucose was used, the word "compound" be placed on the can it would meet the requirements of the situation.

Canadian Shippers Careless.

An English correspondent suggests that more care is needed on the part of Canadian shippers of canned fruits, and refers to a recent consignment of strawberries, raspberries, plums, etc., which on being opened proved absolutely useless for the market. The flavor was not bad but the fruit was pulpy in consistency while the juice was cloudy

The Belgian Market.

A report has recently been received from Mr. D. Treau de Coeil, the Government commercial agent in Belgium, stating that a certain quantity of green apples have been imported from Canada, while trial orders have been given for evaporated and dried apples, which in every instance have proved satisfactory. He feels confident that a large trade could be established by Canada with Belgium if proper methods to introduce Canadian goods were adopted. Canned goods, especially meats, would find a ready market. Rolled oats, green and dry fruits, furniture, machinery, bacon, lard, cheese, butter and boots and shoes are imported in large quantities, mostly from the United States. Nothing should prevent Canadians from competing for this trade with every chance of success. Some of the foregoing articles, such as cheese and bacon, being in most cases Canadian produce, are received from England and sold as English goods.

Ontario Fruit for the West.

The Ontario Department of Agriculture is making an effort to demonstrate the practicability of shipping tender fruits from South Ontario to Manitoba and the Northwest, and to this end has already arranged for trial shipments from the Niagara District to Winnipeg.

Fruit Notes.

An extensive canning factory will shortly be built at Hull, Que., to employ 150 hands and cost $50,000.

The first carload of apples for the season from the Niagara Peninsula has been shipped for export to Doublin.

The tenth annual report of the fruit experimental stations of Ontario has been issued for distribution. The volume contains a large amount of valuable information prepared by men of experience respecting the various kinds of fruit, as well as recommendations regarding the most valuable varieties for planting in Ontario.

CRANBERRIES Fine Cape Cods. Good size and dark color. First of season. Per bbl., $9.00 ; per case, $3.25.

JAMAICA ORANGES Car just arrived. Boxes, 126's, 150's, 176's, 200's, 216's — $3.50. Heavy, juicy and all sound.

SWEET POTATOES. Fancy Jerseys. Bright, clean goods.
CLOTH TOP BBLS., 2½ bushels, - - $3.00
DOUBLE-HEADED BBLS., all Selected, Special, 3.75

WHITE & CO., Wholesale Fruit and Produce, **TORONTO**

P.S.—We will buy Butter, Eggs, Onions, Honey, f.o.b. your station. Write us.

'Phone Office Main 520. **The Day Before** W. B. Stringer J. J. McCabe

If you would only have your orders for small fruits arrive here **"THE DAY BEFORE"** you want it shipped we could give you better selection. We could fill from early morning arrivals—the largest and best assortment of the day. Try this plan.

Do you receive our apple report?

61 Front E., Toronto **W. B. STRINGER & CO.,** Agents Fruit Brokers

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
Mfr's choice grades
Evaporated Apples

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

Western Dealers Buy **APPLES** from us

Our apples are graded and packed by men familiar with requirements of European markets.
We thus give better fruit and fruit packed better. Send for quotations.

EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

The Food That Endures.

Paw, he says that he likes

SWISS FOOD

better than Oatmeal; maw does, too, and so do I.—Billy Brown.

It is the same in countless families—Scotch, Irish, English, Canadian. SWISS FOOD is an ideally-prepared, flaked, all-wheat food that never loses its place of popularity in the household where known. It is a food that endures when other foods rise and fall. It is beyond doubt the most staple package food offered to-day. This is why every grocer should stock it.

In 3-lb. Cartons.

DIRECT OR THROUGH YOUR WHOLESALER.

P. McINTOSH & SON

Millers and Manufacturers

TORONTO.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

GLUTEN FLOUR

A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.

Invaluable for Diabetes

It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's Gluten Flour is put up in nice white cotton sacks. Trial size, 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.

The Robert Greig Co., Limited, Toronto.

FLOUR AND CEREAL FOODS

The Wheat Situation.

NOTHING of particular interest has transpired in grain circles during the past week, and local prices continue to hold considerably above an export level. It would seem that the tendency of the wheat market from now onward would be downward, especially in view of the fact that the bull interests have about succeeded in killing all the crops there are to kill.

Reports to hand within the week have been conflicting in regard to damage from rust in the west. There is no doubt that this will be less than first reported, although the loss in many parts of Manitoba, especially the south, is very heavy. In the most westerly portion of the grain-growing division of Assiniboia the wheat yield is most satisfactory, very little loss having been experienced from the depredation of rust. The same conditions also obtain up the Prince Albert line and throughout the Saskatchewan generally.

Various estimates have been made as to the probable crop yield. It is now thought that the totaf loss to the country from rust will not be less than 25 per cent., and that the entire wheat yield will be between 50 and 55 million bushels. By way of compensation it may be added that a moderate yield and good prices usually mean more to the farmers than a heavy yield and low prices, and the advanced market rates assured will in all probability bring to the country quite as great a measure of prosperity as has ever been enjoyed in the Great West. The Ogilvie Flour Mills Co. estimates the total crop for the Dominion at 72,000,000 bushels; the requirements of home consumption and seed at 36,000,000 bushels, leaving 36,000,000 bushels available for export.

Rain and snow have interfered with threshing in Manitoba and have reduced the quality of grain in stock. The damage from frost so far is estimated at from 20 to 25 per cent. Receipts of wheat to date grade high.

According to Bradstreet's, uncut Spring wheat has suffered some damage in the Northwestern States. A serious shortage in the Spring wheat yield is now an admitted fact, and estimates of the total yield range from 500,000,000 to 540,000,000 bushels, a decline of over 100,000,000 bushels from a year ago. Thus it is not likely that the United States will be able to export as much as 68,000,000 bushels, which were the figures for 1903, because, at present prices, foreign demand for American wheat ceases, and even the flour trade is crippled. It would seem that the Pacific Coast would be more likely to do whatever export business is offered, that section having more of a surplus available than the sections east of the Rockies.

Broomhall reports an increase of 20 per cent. in Argentine wheat acreage. Four large provinces last year cultivated 10,125,000 acres, which would make now 12,250,000 acres, and on yield 12 bush. per acre produce 144,000,000 bush. if they have an average yield.

Visible supply on this continent is 14,010,000 bush., an increase of 895,000 bush. against visible 13,115,000 bush., an increase of 301,000 bush. a week ago, when it was 15,917,000 bush., and two years ago was 22,526,000 bush., three years ago 32,625,000 bush. Exports last week were 935,834 bush. against 1,996,511 bush. the previous week and 1,909,083 bush. a year ago.

Total exports, wheat and flour since July 1, 1904, are 15,396,983 bush., against 36,130,933 in 1903.

Amount on passage to England, 23,320,000 bush., and to Continent, 13,840,000 bush., total 36,160,000, decrease 880,000 bush. Was 27,840,000 bush. a year ago, and 28,640,000 two years ago, and 29,040,000 three years ago. English farmers delivered last week 415,200 bush. at an average of 89¼c, down ¾c. against 361,600 bush. a year ago at 82½c per bush. Russia shipped 4,376,000 bush. against previous week 4,225,000 bush., and 4,824,000 bush. a year ago. Total since Aug. 1, 16,928,000 bush., against 16,808,000 bush. a year ago. Shipment of wheat from the Argentine last week was 624,000 bush., against 1,104,000 previous week, and 720,000 bush. a year ago. The total exports since January 1, 69,392,000 bush., against 55,056,000 bush. in 1903. Indian shipments, 1,872,000 bush., against 1,672,000 bush. a week ago, and 1,016,000 bush. in 1903; total 39,380,000 since April 1, against 23,488,000 bush. a year ago. Danubian shipments 224,000 bush. against 856,000 a week ago, a total of 46,677,000 bush., against 44,128,200 bush 677,000 bush., against 44,128,200 bush. a year ago. Australian shipment, 720,000 bush., against 344,000 bush. last week; total since Aug. 1, 3,152,000 bush., and none previous year, and total 10,296,000 bush. in 1901-2.

Conditionally Contraband of War.

Russia has given her answer to the British and American notes on the subject of contraband of war. In principle the response meets the views of the British and American Governments regarding foodstuffs, etc., as being conditionally contraband of war, and distinctly places them in the category of articles susceptible of uses both in war and peace. Foodstuffs as such are not confiscable when consigned to blockaded ports or destined for the military or naval forces of the enemy. Shipments in the ordinary course of trade by private persons or firms, even to an enemy's port, may be considered prima facie not contraband, although upon this point reservation is made. The simple fact of consignment by private persons does not preclude the possibility that the articles are destined for belligerent forces, and Russia insists that it be not necessarily regarded as conclusive evidence of the innocent character of the goods.

Trade Between Canada and Mexico.

SIR WILLIAM MULOCK in a recent interview said: "When in Mexico I arranged with President Diaz to receive Canadian delegations in regard to Canadian interests, and planned that they were to be organized as a body to make known Canadian views to the Mexican authorities from time to time. The Canadian clubs of Mexico shortly intend to avail themselves of the opportunity afforded by my visit, to wait upon the president and make suggestions for the promotion of trade. Mr. James H. McLeod, a former resident of Woodstock, who is president of the new club, and at the same time the leading wholesale grocer of Mexico, is coming to this country to further advance the scheme. In his own business alone he imports enormous quantities of bacon, fish, cheese and other food products. At present all his purchases are made in the United States, but Mr. McLeod in-

Some People Thought

when Orange Meat entered the lists, that it would be another nine-days wonder.

But Orange Meat has acquired a hold on the public taste that makes it to be looked upon now as a thing to be reckoned with.

ORANGE MEAT

—the ready for serving cereal—is preferred by an ever growing host to any other breakfast food. Then, too, its silverware premiums have proved an acceptable feature.

Priced as follows :—

Single cases, 36 packages, $4.50.

5-10 case lots, freight paid, $4.40.

Order Through Your Wholesaler

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.

tends when the proposed direct lines of steamships with Canada are established to purchase exclusively from Canada. There are many other Canadian business men in the southern republic who are prepared to do the same.

"The Canadian clubs in Mexico represent a growing desire throughout that country to develop mutual trade with us, and Mexico will doubtless in the near future be one of Canada's most profitable markets. We can buy from them such things as hides, sisal, coffee, tropical fruits and spices, rubber, mahogany and other hard woods. On the other hand there is a market in the republic for Canadian lumber of all kinds, railway ties in unlimited quantities, coal, furniture, and nearly all classes of manufactured goods, bacon, hams, butter, cheese, fish, etc."

Sir William was advised last week that he had been elected an honorary member of the Canadian Club in Mexico.

Another Advance in Flour.

THE Manitoba grades of flour have taken a big jump of 30c per barrel in sympathy with the record breaking prices of wheat, and the general bad feeling in United States crop advices. Chicago bulls confidently prophesy $2 wheat, but only the very worst of crop failures would justify that price, unless the public can be gulled everlastingly into believing that a national crisis will take place once a week or just as often as the manipulators see fit. Our quotations for Manitoba are as follows : Patents, $5.80, and strong bakers, $5.50. The leading Manitoba milling houses are now in line in regard to prices, and report the market to be very firm at the quotations.

ONTARIO GRADES ALSO ADVANCE.

The market for Ontario grades of flour is even stronger than that of the Manitoba grades, as prices for the latter are more or less fictitious, on account of the necessity of following the wheat markets, while on the other hand Ontario crops are known to be a failure by something like 50 per cent., and any rise in these grades may safely be put down as a matter of supply and demand. There is reported to be a good demand for Winter patents. One miller's agent in Montreal had urgent inquiries for several cars of Winter wheat patents, including high grade.

The greatest difficulty is being experienced by agents of Ontario flour in keeping any stocks in hand. One dealer states that he has been trying all the week to get this grade of flour, but did not succeed in getting a single car under offer.

The sale of a car of high Ontario patent is reported this morning at a price equal to $5.85 for barrels, Montreal freight. We quote as follows : Winter wheat patents, $5.50 to $6 in barrels; $2.50 to $2.60 in bags.

Banana Flour and Coffee.

A Philadelphia company is about to establish a plant in Mexico for the manufacture of banana flour and coffee. It chooses Mexico on account of the slight exportation of the fruit and the consequent abundance of a low-cost supply. In Central America or the West Indies it would have the competition of the fruit buyers for the export trade there conducted upon a large scale.

Banana flour is very easily made and is highly nutritious. The fruit is utilized while green, but should be fully developed. In that stage the starch has not begun to turn to saccharine substances. The fruit, peeled and thoroughly dried, is easily pulverized as fine as wheat flour and is not unlike the latter in flavor. It is possible to develop a great breadstuff supply from the banana. The sort of "coffee" that the banana might produce is yet unfamiliar to the world at large.

Egyptian Wheat and Flour.

Egyptian wheats are poor, says the American Miller, being very mixed and deficient in gluten. It is quite exceptional to find a good sample either white or red, and for bread making by Europeans domiciled in the country an admixture of foreign flour is almost invariably employed. The wheats in Lower Egypt are almost invariably called white, while in Upper Egypt a greater portion of so-called red wheat is found. For making bread natives prefer the wheat grown in the basin lands of Upper Egypt to that grown on irrigated land.

Egypt, instead of being an exporter of wheat, as is often thought, actually imports a considerable quantity of flour from France and Russia, though that from the former country is largely of Russian origin, having been ground at Marseilles.

Possibilities of Rice Culture.

In view of the fact that the rice fields of the Southern States are coming more and more prominently into notice in trade circles the following remarks on rice culture are not without interest:

Very few people have a clear idea how rapidly rice culture has been pushing to the front during the past few years.

During 1902 about 10,000 railway cars of the average capacity were required

to haul the product of the southwestern rice fields to market. The crop at present averages about 2,000,000 barrels annually and could supply two-thirds of the present consumption in the United States. When it is remembered this is merely what has been accomplished on a tenth of the area that is available for cultivation in Louisiana and Texas, an idea of the possibilities of the region can be gained.

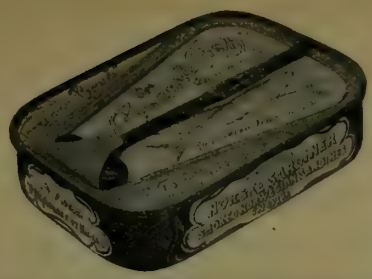
The agricultural and social development resulting from the influx of people and capital into the section referred to has progressed far beyond the experimental stage and can be said to exist on a permanent basis. It has actually resulted in the formation of a new group or community that is well worth studying. The residents of the town and cities are as dependent upon the soil as are the rice growers themselves. Prior to the division of this prairie land into fields, intersected by a network of canals reaching from one end of the cultivated district to the other, there was no incentive for town building, and had it not been for the efforts of the little group of Iowa farmers who first began growing rice by modern methods, the country would probably still be as poor and as sparsely settled as a half century ago.

—

Japan Imposes Duty on Flour.

In order to secure a revenue from the heavy shipments of foodstuffs sent to the Orient on various vessels from foreign ports, the Japanese government will impose an import duty of about $1.80 per ton on all flour received after October 1. For that reason many of the big wholesale and retail dealers of the Islands are now laying in supplies. Every vessel sailing to the Orient during the past three months has had to refuse cargo, and the prospects are that vessels departing from now on will have all the freight they can carry.

While the merchants of the Orient will be compelled to raise the selling price of flour considerably, as a result of the import duty to be taxed, the various Oriental steamship companies will benefit by the war as since September 1, when the rate per ton on flour was advanced from $4 to $5. It was decided to raise the rates recently, and all companies to the Orient were parties to the agreement.



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

If you wanted to make steam you wouldn't use half coal and half slate. You would use all coal—and good coal at that.

Why shouldn't your digestive organs be treated as carefully as a steam boiler?

"FORCE" is the greatest power-maker for the human engine.

Sunny Jim

If "FORCE" were a passing fad would three million people be eating it to-day with a relish?
There are over forty "breakfast foods."
But there is only one "FORCE."

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Good Cigar Requires Ripe Tobacco.

RIPE tobacco is essential to a really good cigar according to a contemporary. There is the same difference between ripe and green tobacco as between ripe and green fruit. The ripe tobacco smokes mild, smooth and cool—and it burns evenly and gives a clear steel gray ash, called the "Havana gray". The green or unripe tobacco smokes very differently—it is harsher and invariably bitter and unpleasant to the taste, and never has that delicate aromatic flavor and aroma so highly prized by those who know the qualities that make the perfect Havana cigar. Again a dark wrapper does not necessarily mean a strong cigar. A dark color, or as it is expressed in Spanish, maduro, means ripe. The wrapper leaf which encases the cigar determines its color only.

The filler or inside of the cigar, which is 90 per cent. of its weight, determines its character. Both light and dark wrappers may be bitter and strong if they have not been thoroughly ripened and cured by proper fermentation. This is a matter of the greatest importance to retailers.

A preference for the very light shades, claro, has grown up in this country founded on the belief that such cigars afford a milder smoke. These very light shades are simply evidence of an unripe leaf, and the consequence is that the retailer has to hear many complaints concerning the poor quality and bitter taste of the cigars which he sells. Should he, however, succeed in inducing his customers to try the darker shades he would surely find the result to be far more satisfactory. He would win the reputation of keeping really good cigars, with the consequence that his business would be largely benefited.

Tobacco Culture Restricted.

ACCORDING to a contemporary tobacco culture in Ireland is not to be allowed to go on in the free-and-easy unrestricted fashion, that some folks thought. The Board of Revenue has issued regulations and instructions with references to the growth of tobacco in Ireland which will practically prevent farmers going in for growing it. Every person selected by the Department of Agriculture as a grower of tobacco must make a declaration on the approval form that he will afford to the officers of the Inland Revenue, free access at all times to the planted land and to all places and rooms used for drying, curing or storing tobacco grown by him, and that all tobacco grown by him shall be duly produced to the proper officer to be charged with duty or otherwise disposed of in accordance with any regulation relating to the growing of tobacco that may be issued. If any portion of the tobacco shall be considered unfit for use, and its destruction be deemed advisable, written notice must be given to the officer, so that arrangements may be made for its destruction under official supervision. In no case shall the tobacco be destroyed except in the presence of the supervisor or other officer. A refund of one-third of the duty will, on application to the Board of Inland Revenue, be paid to growers, on tobacco grown by them under the above conditions, on which duty has been paid. In the event of any duty paid tobacco being surrendered by the grower, an application for a refusal of whole duty paid thereon will be considered.

Officers shall visit each plot or farm at an early date after planting has taken place to ascertain whether its situation and extent agree with the description given in the application, and his visits should be continued at intervals not exceeding 28 days, until the crop has been cut and gathered. On each visit, the officer must note on the condition of the plants, the effect of climate and season, and any other matter affecting the growth or cultivation of the plant. At the end of every second month after the planting of tobacco and until the duty is paid or the stock removed, supervisors shall report through their collectors on the progress of the experiments. They shall deal therein with the difficulties experienced from season, climate or other cause, the system of curing adopted, the quantity per acre and the quality of leaf cured. They shall also furnish any other information calculated to give a comprehensive view as to the success or otherwise of the experiments.

The whole thing seems very complicated and very few Irish farmers will care to put themselves under such supervision, while the officers of the I. R. will not be too pleased to have so much extra work put on them. Altogether it does not look as if tobacco will ever be a successful industry in Ireland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

We Advertise Them in the Dailies and Weeklies

Pebble 5-cent Cigar and Pharaoh

10-cent Cigar are advertised all over the country. This is a reason why the grocer finds them such easy sellers.

A grocer has to sell Tobaccos—which pay him really nothing in the way of profits.

A small investment in our Cigars brings a profit more than good—and the grocer doesn't risk a cent—for we buy back the Cigars he can't sell.

Send an order for 1,000 Cigars, assorted as desired.

J. BRUCE PAYNE, LIMITED, MNFR., GRANBY, QUE.

A Challenge!

T & B

Smoking Tobacco is better than any other.

Who disputes this statement?

We challenge contradiction.

Smokers know we are right.

So do grocers.

The 10-cent Size is Popular.

GEO. E. TUCKETT & SON CO. LIMITED
Hamilton.

Presidential Elections and Tobacco Trade.

IN answer to a circular letter issued by the New York World to its subscribers, asking for a statement of their views on the coming presidential elections, the following interesting letter was received :

Sir,—The tobacco trade in this country involves not alone the farmer who raises the tobacco and the dealer who handles it, but on the other hand we have at present engaged here 26,123 cigar manufacturers, employing between 150,000 and 200,000 people. Under the policy of reducing the tariff on imports from the Philippine Islands these people will be thrown in direct competition with the cheap Chinese labor at present employed there, which at this time is excluded in the United States by the Chinese Exclusion Act, which act cannot be operated with any force or effect in the islands, as long as Chinese labor is so thoroughly imbedded there.

Naturally, the party who will oppose further reduction of tariff on imports from the Philippine Islands will have a great influence on our views, for the tobacco industry in this country, with the capital involved and people employed, is deserving and needs all the protection possible. Our farmers have to be encouraged in raising tobacco, our dealers in handling it, and our cigar manufacturers in carrying on their vocation of life support.

Further than this, the circumstances in connection with the repeal of Section 10 of the Dingley Bill (which forbids the placing of coupons or premiums in packages of cigars and tobacco) has had its influence on our trade. When such prominent Republicans as participated in this scandal, see fit to handle

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Excuse us

if we crow

But the marvellous success of

McALPIN'S TOBACCOS

has made us feel like it.

You join us, do you not? You make more money out of these Tobaccos.

McAlpin Consumers' Tobacco Co, Limited, Toronto.

in the manner they did in this instance, an industry with as much at stake a the tobacco trade has, I am forced to look in other directions for protection against the encroachment of trusts and monopolies, although on the other hand the Democrats, during the last session of Congress, did not offer us a great deal of hope from that party either. shall therefore be guided in the direction from which I can expect the best safeguarding of our interests.

Respectfully yours, B. N.

A Phase of South African Trade.

A WESTERN exchange publishes the following interesting statement in regard to the export trade in tobacco between the United States and British Africa during the past three years :

"The British evidently are quite willing to buy their raw material in the United States and there has been an important increase in the quantities and value of our shipments of leaf tobacco to South African ports ; but our exports of manufactured goods, including cigars, cigarettes and plug tobacco, have fallen off at a rate calculated to cause dismay in the minds of those producers who have had a share in this trade. The following table shows our shipments of leaf to British Africa for the fiscal years 1902, 1903 and 1904 :

Year.	Pounds	Value.
1902.....	4,308,379	$409 375
1903.....	6,208,662	592,617
1904.....	7,590,325	721,403

"From the above table it appears that our exports of leaf to British Africa have scored the phenomenal increase of 75 per cent in two years, and that the value per pound has not only been maintained, but has risen slightly.

"Quite another story is told by the figures representing tobacco manufacture. Prior to the Boer war these exports exceeded $1,000,000 per annum. In 1902, however, they amounted to only $891,438, and they have since dwindled rapidly, the total shipments in 1904 amounting to only $155,126, a loss of more than $735,000 in two years. The figures for the three years 1902, 1903 and 1904, are as follows :

Year.	Value.
1902.....	$891,438
1903	801,853
1904.....	155,126

"That United States exports still show a downward tendency is indicated by the fact that in June, 1904, our shipments amounted to only $10,487 or at the rate of about $120,000 per annum, while the total for the fiscal year 1904 was $155,126."

British Exeise Laws

It is illegal for the British tobacco manufacturer to add any leaves other than genuine tobacco leaves, and the Revenue Staff and Government Laboratory compel this law to be rigidly obeyed. Once a week, at least, the tobacco in every British tobacco factory, says the Tobacco Weekly Journal, is sampled by revenue officers and analyzed in the Government laboratory. This entails an immense amount of work. In addition to this examination for purity, all the snuffs, tobaccos, cigarettes and cigars made in the ordinary factories, i. e., not made in bond and exported, require to be sampled in order that the Government laboratory may see that they are pure and good before sending them to the colonies, and also to estimate the amount of duty, or drawback, to be paid to the manufacturer.

New Import Duties of Panama.

According to the new law regulating taxes on exports and imports of tobacco into the republic of Panama, the import duty on cigars is fixed at $4 for 2.2 lbs., on cigarettes at $3 for 2.2 lbs. and on tobacco in any other form at $2 for 2.2 lbs.

Demonstration at World's Fair.

A department for the demonstration of how American-grown tobacco is fermented, the seedlings of which were brought from Cuba and Sumatra, has been installed in the tobacco exhibit in the north section of the Palace of Agriculture, World's Fair. When the tobacco crop is harvested later in the season the government will send experts to the World's Fair to demonstrate how this scientific fermentation has been secured.

Previous to the Spanish-American war the curing of Cuban and Sumatra tobacco was a process known only to the tobacco planters of these countries and the members of their families. At the close of the war the Agricultural Department of the Government sent experts to Cuba and Sumatra to study the process.

Within the last five years this process has been acquired by United States experts and through the medium of the government experimental stations in different parts of the country it has been demonstrated that tobacco of as fine quality and flavor as the Cuban and Sumatra tobacco can be grown profitably in the United States.

Cuban Tobacco Districts Compared.

The comparative importance of the tobacco growing districts of Cuba is illustrated by the number of bales brought into the Havana market from January 1, 1904, to August 1, 1904. Vuelta Abajo comes first with 120,739 bales; Partido second with 39,305 bales; Remedios third with 25,175 bales; Semi Vuelta, which could be divided, giving one-half to Vuelta Abajo and the other half to Partidos, comes fourth with 7,945 bales ; Santiago de Cuba, 488 bales; Puerto Principe, 258 bales, and Mantanzas seventh and last with only 185 bales.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Sold by all Leading Wholesale Houses.

Exclusive Contracts Cancelled.

CANADIAN tobacco merchants and agents having contracts with the American Tobacco Co. have received the following letter :

Dear Sirs,—Recent legislation, and the action of the Government based upon it, make it necessary to cancel our contract with you relating to the sale of cigarettes ; and you are notified that this cancellation will take effect from this date.

We hope that the withdrawal of this contract, which has been satisfactory to the trade, and under which you have had a fair and reasonable profit on the sale of our goods, will not prevent your making a satisfactory profit in the future.

Our cigarettes will no longer be shipped on consignment, but will, until further notice, be sold to you, should you desire to obtain them, at the prices now prevailing—terms two per cent. discount for payment within thirty days, freight prepaid.

We offer you a rebate of eight per cent. on cigarettes billed by us to you, on the following terms:

The rebate will only be paid provided we are satisfied that you have not sold any of our cigarettes at less than the retail prices, as shown on our current selling price lists, as fixed from time to time. Dealers who sell at less than the list prices will not be allowed any rebate.

We will remit you all rebates earned in respect of cigarettes purchased during any month, at the end of the next f llowing month.

Thanking you for your support in the past, and trusting for a continuance of the present cordial relations. We remain, yours very truly,

The American Tobacco Co. of Canada.

FREIGHTS AND CHARTERS

THE demand for ocean freight space has not been increased as much as anticipated and dullness still reigns. Agents of some of the big transportation companies have offered to carry grain, in some cases, almost at any rate, in order to attract exporters to make shipments. Even this radical measure has not been successful in attracting extra business. Old shippers state that the market has not been in such a dull state for many years, at this time, and further that the prospects are by no means encouraging, strength in the near future. The situation in freight might generally be described as disturbed. This is generally the case when there is difficulty experienced in filling space. Some reasons given are the cessation of the packers' strike, and the dullness in butter and cheese export. In regard to the packers' strike it is only natural to suppose, that once the dressed beef begins to go forward again, shipments of live stock will begin to fall off. Liverpool and Glasgow freight is now quoted at 40s. and London 7s. 6d.; Hamburg, 10c.; Antwerp, 9s.; Havre, 12s. 6d.

Cheese.—Liverpool, 20s. a ton; London, 25s.; Glasgow, 26s. 3d.; Leith, 25s.; Aberdeen, 25s.; Bristol 25s.

Butter.—Liverpool cold storage, 40s., ordinary, 25s.; London, Glasgow, Leith, Aberdeen and Bristol cold storage, 45s. ordinary 30s.

Better Cargoes Offering.

The New York Journal of Commerce says: "Steamship people, on the whole, are inclined to believe that the worst o

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs.; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c	6-7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.. ..	35/	.....	35/	.....
Butter, in cases and kegs.....	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags...	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica....	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	....	17/6	8/	.....	.....	13/9	....	13/9	.....
Heavy lumber—oak, elm, birch and maple....	"	8c.	16c.	14c.	12/6	17/6	.....	...	17/6	8/	..	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft	8/9	15/9	....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	"	8/9	10/6	.....	112,6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	12/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	.. ..	.....	15/	.....	.....	15/	.. ..	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	...
Apples and other green fruit, in boxes.....	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ..	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32 6-37 6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	...

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measureme it of the merchandise.

owing partly to the high prices of wheat ruling on this side, which prevents buyers from importing to any large extent. In flour and provisions there is some hope, as considerable quantities are being shipped. Rates show no important change, but business is steady. Cables from England contain little that is encouraging for the live stock exporters, and this perchance, has left an abnormal amount of space for grain shippers. All around, however, there is no sign of a renewal of and Manchester, 35s. Asking rates are quoted as follows: Liverpool, 6d., Sept.; London, 4½d. to 6d., Sept.; Glasgow, 9d., Sept. and Oct.; Avonmouth, 6d., Sept.; Manchester, 1s., Oct.; Antwerp, 4½d. to 6d., Sept.; Leith, 1s.7½d., Sept.; Dublin and Belfast, second half, Sept. 1s. 9d.

Flour,—Liverpool, 5s. per hundred; Glasgow, 7c.; London, 6c.; Bristol, 9c.; Belfast, 11s. 6d.; Leith, 10s.; Aberdeen, 11s. 3d.; Dublin, 11s. 6d.; Manchester, the freight situation has been seen. While the boats of the various lines have been leaving with cargoes up to one-third only of their full capacities, boats of the White Star line of the immediate future will carry full cargoes, which is the direct result of their ability to make September deliveries of cotton, for which there is just now a special demand. It is hoped that with the large corn crop there will be a prompt movement for this side of old corn and also an increase in the exportation of pork products."

THERE ARE

MANY QUALITIES OF

TABLE SALT

BUT

"ALVINA" SALT

IS THE KIND THAT GIVES
ENTIRE SATISFACTION TO YOU
AND TO THE CONSUMER, ALSO

IT NEVER GETS LUMPY.
IN TINS, TO RETAIL AT 10c.

ROSE & LAFLAMME,
MONTREAL.

BATGER'S

NEW SEASON'S JAMS

WILL SOON BE IN.

UNEXCELLED QUALITY
HANDSOME NEW SQUARE JAR

ORDER A TRIAL CASE
OF 4 DOZEN.

ROSE & LAFLAMME,
MONTREAL.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

September. 22, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

		Per doz.
⅙	Size, 5 doz. in case	$0 40
¼	" 4 " "	0 75
½	" 3 " "	1 25
1	" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag	0 15½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ¼-lb. tins, per doz.	2 25

DON'T BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case				per doz.,	$ 90
½ " " 4	"	"	....	"	2.40
½ " " 2	"	"	....	"	4.75
1 " " 1	"	"	....	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

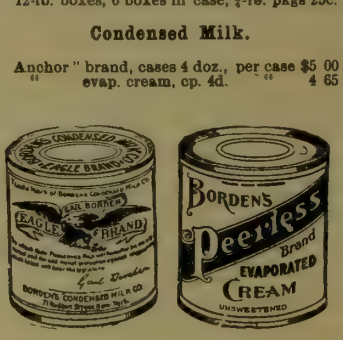
WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ¼-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	28

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

a lot can be said on paper,

but

Edwardsburg "Silver Gloss" STARCH

and

Benson's Prepared CORN

speak for themselves.

Since 1858 their absolutely superior qualities have talked themselves into the hearts and homes of the people. **Are they in your store?**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and numbered Coupons
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Sure Light (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 1 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases	2 75

"BEE" BRAND.

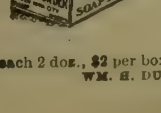
	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and a half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

"Prince of Wales"

MOCHA & JAVA COFFEE

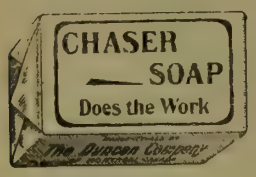
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 0[illegible]
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

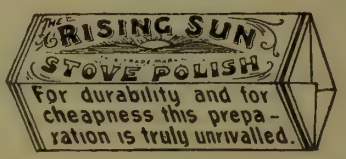
Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—	
10c. pkgs, cases 5 doz., per do less 5 per cent.	1 00

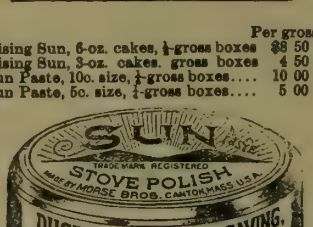
"BEE" BRAND CORN STARCH.

Cases 40 pkgs	$3 00

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs., ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

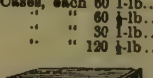
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON. 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 26

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 56
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

LIPTON'S TEA (in packages).

	Color of Label.	1 lbs & ½ lbs. per lb.	¼ lbs. for per lb.	Sold per lb.
Ceylon-India, Ex. oh'st	A Yellow	45	47	70
" "	B Red	40	42	60
" No. 1	O Pink	35	37	50
" 2	O Orange	28		40
" 3	O L. Blue	22		30
4	O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 3s. and 3s.	0 30
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 43
" Fair Play, 3s. and 13s.	0 30

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 26
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 [illegible]
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 95
Jersey cream yeast cake, 3 doz. 5c.	1 [illegible]
Victoria " 3 doz. 5c.	1 [illegible]
" 1 doz. 10c.	1 [illegible]

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

262 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
OCT - 8 1904
Cut Book 24
Page 15
Ans.

LAMPS

of all kinds.

Season is now in full swing.

Write for lists and particulars of any styles interesting you.

GOWANS, KENT & CO.

Toronto and Winnipeg.

IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. That this why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

THE STANDARD OF QUALITY.

KKOVAH JELLIES, real fruit flavor, all flavors.
" BLANC MANGE POWDERS, all flavors.
" CUSTARD POWDERS.
KKOVAH HEALTH SALTS. A Delightful and Healthful Drink for Summer.

WRITE US FOR PRICES OF

Lemon, Orange and Citron Peels

JAS. R. GREIG, Agent, **MONTREAL.**

SPECIAL FEATURES---THE FISH TRADE---OTTAWA EXHIBITION ILLUSTRATED.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, SEPTEMBER 30, 1904. NO. 40

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

This is the New Biscuit

SOLEIL

A moderate priced sweet biscuit that is already beginning to sell well.

Christie, Brown & Co. Limited

TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

Package versus Bulk

This is an age of package goods and every sensible grocer will give the preference to standard makes that he knows to be reliable.

Baking Soda sold in bulk loses half its strength, which means dissatisfaction. You can be sure of your trade by giving the preference to

Cow Brand Baking Soda

SOLD ONLY IN PACKAGES.

JOHN DWIGHT & CO., Manufacturers.

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

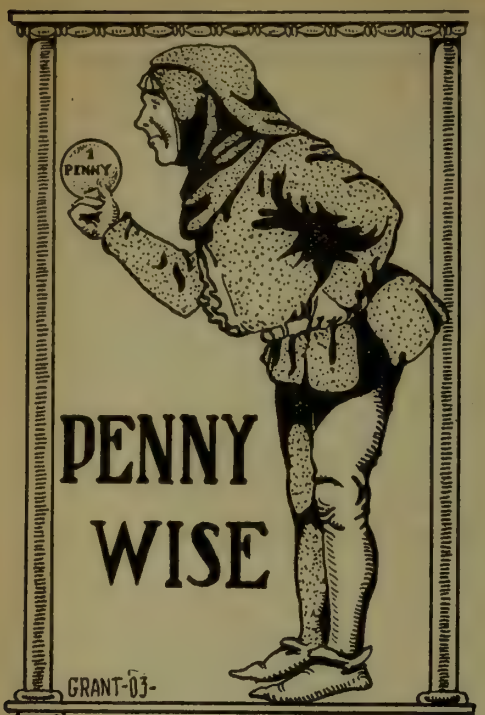
Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,
Montreal. Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?

MACLEAN PUBLISHING CO.-DEPT. OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

APPLES
Finest quality for some years.
Write or wire us for prices.
W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage
Correspondence Solicited.
If you have any snaps let us hear from you.

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.
THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.
Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
AUER LIGHT CO., - MONTREAL,
Sole Makers.

You wish to increase your trade.

Well, the way to do it is to keep a good brand of goods on your shelves. Pickles are something a grocer cannot be without. Our brands of "Sterling" pickles and relishes need no foolish boasting. The people know them to be good pickles and will ask for them.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited. TORONTO.

No amount of argument
will convince a tea drinker
that has been accustomed to
the delicious, fragrant and
healthful teas of

JAPAN

that the change to the strong,
astringent and nerve-destroying
Indian and Ceylon makes
is an improvement in the diet.

Stick to the Best—JAPAN TEAS

"Let the GOLD DUST twins do your work."

Why break your back to keep your floors clean?

GOLD DUST

will do the work twice as well, in half the time, at half the cost. It's the modern cleaning substitute for soap. A household without GOLD DUST is almost as badly off as a ship without a rudder. For your own sake try GOLD DUST in cleaning. You'll never again be without it.

THE N. K. FAIRBANK CO., - - Montreal.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

WILL IT PAY?

Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle *oil of any kind* it will pay you to purchase a

BOWSER SELF MEASURING OIL TANK

Let us ask you a few questions:—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

Let us give you full particulars. Ask for Catalog "B."

S. F. Bowser & Co., Fort Wayne, Ind.

THE MAN IN BUSINESS IS IN BUSINESS FOR MONEY

It is money that makes the mare go.

In the matter of his tea sales it is even now a safe assertion that the average grocer makes more money out of

Ceylon Teas

than he does out of other makes. And if he can and will endeavor to expel from his stock all other teas, he will greatly simplify matters, make a better tea business for himself and give his customers a better article. There is no doubt about all this being so, though some, it may be, require some persuasion.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S MAPLE LEAF BRAND BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

We own up to it

that we are surprised at the way our own goods have sold. This is our first season, and while we were assured from the beginning that we needn't worry about the sale of our goods, we scarcely expected to see them go so fast, and to have so many retailers in every part of Canada put them in stock. New things generally go a little slower than that. Of course, we have given

The Old Homestead Brand
of
Canned Fruits and Vegetables

a pretty good shove, but we have been met more than half way by both the jobbers and retailers.

The retailer is harder to get at than the jobber, and we always want the man hardest to get, so we ask you to just give THE OLD HOMESTEAD BRAND a trial order. Get these goods from your wholesale grocer—one case or five cases—to try them. Then you will know what we have been talking about.

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE

"Nectar" Black Tea, in lead packets and fancy tins only.

THE BEST

High-grade Goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU, 281-285 St. Paul St., MONTREAL

MARKET ON ALL TEAS: VERY STEADY.

JAPAN CROP will not be as large as expected, especially for good teas in the cup.
CHINA GREEN are exceedingly good values at to-day's prices.
CHINA BLACK very firm, and no Common kind can be laid down to sell at less than 11½c. in Half-chests.
CEYLON AND INDIAN BLACK are in good demand at firmer prices.
CEYLON AND INDIAN GREEN are not made any more in the countries of their growth, but there are plenty on hand in Canada to fill all requirements. Prices **FROM ME** are attractive.

JUST IN. See my Samples.

53 Crates, 8—5lb. boxes each, fine Ceylon Black Orange Pekoe Tea, at - - - **22½c.**
50 Half-chests good uncolored Japan Siftings, at - - - - - - - - **6c.**
50 Cases 80—1lb. paper packets each, fine uncolored large Siftings, at - - - **8½c.**

Ex STR. EMPRESS OF INDIA—from Shanghai, China.

50 Catties Extra Curio Choice and Fancy Pea Leaf Gunpowder Tea, at - - **22½c.**
7 Cases Extra Choice and Fancy Nankin Moyune Pinhead Gunpowder Tea, at - **37½c.**

From TAMSUI, ISLAND OF FORMOSA.

20 Packages Extra Choice Fancy Leaf Formosa Oolong Tea, at - - - **40c.**

From YOKOHAMA, JAPAN.

101 Half-chests Good Common Sundried Japan Tea, at - - - - - - **12½c.**
17 Packages "Peacock" (Registered Brand) Fancy Japan Tea, - - - - **sold**

IN STOCK AND TO ARRIVE.

250 Half-chests large, clean, extra fine liquoring Uncolored Fannings, at - - **8½c.**

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

This lot is the finest value you will see this season. Ask for samples.

"EMD" Baking Powder, Vinegar, Spices, Coffee

CURRANTS

Hay Castle — Paradise

CHOICEST SELECTED SELECTED

These two brands are produced in a specially selected and favored district in Greece, renowned for the handsome appearance and unequalled flavor of its fruit. Approved by the Greek Government as being of superior quality.

PACKED SOLELY FOR

W. H. GILLARD & CO., - Hamilton

Wholesale Grocers and Importers of Fine Fruits, Etc., Etc.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

VICTORY—

The fruits of victory are sweet, but they do not grow on trees of chance or idleness.

The most real gain from them is in the active toil which brings fruit to your hand.

The Grocer's victory is in a list of well pleased patrons fairly won.

No one thing leads up to this so surely as a finely adapted line of

WOOD'S COFFEES.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St. MONTREAL

TEA ROSE DRIPS

A PURE CANE-SUGAR SYRUP

of unsurpassed excellence, which sells well and gives uniform satisfaction—enough said.

ROSE & LAFLAMME, Agents,
MONTREAL.

Every Grocer has the desire to do a good business in coffee. But how many do?

Read This

It's True

By selling **PATERSON'S CAMP COFFEE ESSENCE** you give your customers an article that gives such satisfaction that they will stay with you.

ROSE & LAFLAMME
Agents, Montreal.

A Nova Scotia Fishing Town

A GLANCE at a map of the Maritime Provinces is sufficient to impress one with the great extent of coast line on our Atlantic seaboard. The shore line is a succession of indentations and projections with a generous sprinking of islands, all affording bases for the splendid fishing industries carried on in these parts, and providing the greater part of our Canadian exports of fish and fish products, which for the year ending June 30, 1904, aggregated over $10,000,000.

View of Canso Harbor, showing Part of Fishing Fleet in Distance.

One of the most noticeable heads of land running out into the sea will be found at the extreme eastern end of Nova Scotia, reaching out as if striving to bridge the distance to Newfoundland.

Almost at the end of this cape, built on the solid granite and sheltered from the storms of the Atlantic by a barrier of low island rocks is situated the fishing town of Canso—for over two hundred years associated with the cod fisheries of the North Atlantic.

In this safe haven the bank fleet make their rendezvous and take on supplies and bait before striking out for the fishing grounds. Here at times may be seen as many as 200 "Bankers," representing the Canso and Lunenberg fleets, with perhaps a number of visitors flying the Stars and Stripes.

At the water's edge are located the wharves and fish houses, flanked by the yards for drying the cod. Higher up rise the comfortable dwellings of the citizens, practically all of whom are engaged one way or another in the fishing industry, for Canso is a fishing town par excellence.

The nearest railway to Canso is the Intercolonial at Mulgrave, with which there is steamer connection, and via which a great deal of fish reach the outer world.

Coming into Canso in the evening one is much impressed with the solidarity of the place. The islands forming the harbor are barren of vegetation, with the possible exception of a dark green moss. Some, indeed, swept with the tides, are but smooth grey granite. The rock is abundantly evident on the shore and the inhabitants have for the most part, perforce, obeyed the scriptural injunction to build their houses upon a rock.

At the waterfront, as before mentioned, are the docks. Here in the mornings the fishermen come in, their boats laden with cod, haddock, pollock or hake, fresh from the water.

Formerly the fish were all salt dried. The heads and entrails were removed, the fish were put in brine for a time and then exposed to the sun and wind until dry. Then they were piled into great stacks and allowed to sweat, after which they were ready for shipment.

The more modern method, however, is to ship them in ice to the western markets, in which state they bring much higher prices. The lack of proper transportation facilities interferes considerably with the development of this industry, which in the hands of A. N. Whitman & Son and Andrew Wilson & Sons has made considerable advancement.

The smoked and canned fish business has also been developed to a degree in Canso, and the finnan haddie industry here has of late years become of real importance.

Canso prides itself on being at the very centre of the bank fisheries, and looks forward to a bright future when more capital is brought to bear in gathering the harvest of the sea. At present fishing is carried on by two classes of fishermen or rather vessels—the small boat with one or two dories and a crew of from 3 to 7 men, and the large vessef with 6 to 9 dories and 14

A Banker waiting for Bait in Canso Harbor.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE
DURABLE AND ECONOMICAL 3000 TONS SOLD YEARLY
SUN PASTE STOVE POLISH IN TINS
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

to 20 men. The former ranges from 4 to 20 tons, and the latter will average 100 tons. The small boat fishes comparatively near shore; the larger one can go out much farther and is built to weather severe gales.

Mackerel, halibut, herring and salmon are also taken in the Canso territory, but the cod and haddock fisheries are perhaps the most interesting.

Heretofore the deep sea fisheries have been handicapped by the lack of bait during part of the season. Squid is used for bait, and may be taken in millions at some seasons of the year, while at others vessels may have to lie idle for months through inability to procure bait. A. N. Whitman & Son, assisted by the Government, are building a bait freezer which it is expected will overcome this difficulty, so that bait will be available in ample quantities at all times.

View of Fish-drying Yards, Canso.

A reducing plant is also in course of construction at Canso to convert non-edible fish and fish offal into oil glue and fertilizer. This will give a commercial value to the detested dog fish and will enable fishermen to turn to useful account material that has been a bill of expense and a source of contamination to the water. When these plants are completed the condition of the fishermen should be materially improved and the importance of Canso as a fishing centre enhanced.

INQUIRIES FOR CANADIAN TRADE.

THE Department of Trade and Commerce, Ottawa, is in possession of specifications of banana crates and tomato and potato boxes suitable for the Canary Islands' trade and will be glad to forward copies of these specifications to Canadian firms interested. (8).

The following inquiries in regard to Canadian trade have been received by the High Commissioner for Canada, in London, Eng.

140. Inquiry is made by a London house respecting the prospects of doing business in Canada in pure Dutch cocoa powder, prime chocolate powder, and soaps of all kinds.

141. A Hamburg firm has asked to be placed in communication with Canadian shippers of beans for European markets.

142. A firm in Devon doing a large wholesale trade asks to be placed in communication with a Canadian house manufacturing general groceries, etc.

143. A Cardiff firm asks to be placed in commuincation with exporters of cases from Canada complete with cardboard packings.

144. Inquiry is made by a British correspondent for the names of Canadian manufacturers of high-class butter with 11-4 per cent. salt, for printing and rolling purposes, who desire to be represented in this country on commission.

145. A firm in Trieste (Austria) has asked to be placed in touch with Canadian exporters of peas and beans.

The names of the firms or persons making these inquiries may be had by applying to the Department of Trade and Commerce, Ottawa. All persons desiring such information will be careful to mention the place under which the inquiry appears and the number.

CANADA AT LONDON, ENGLAND, EXHIBITION.

According to the English press, the Canadian exhibit at the grocery exhibition, Agricultural Hall, London, Eng., is one of the chief features of the show. Mr. F. W. Leigh president of the Federation of Grocers' Association in commenting on the excellence of Canada's display said he hoped the enterprise displayed by the Canadian Government would next year be emulated by other colonies with a view to binding still closer the daughters to the Motherland.

CHEESE SAFES

They have arrived. Back orders have all been shipped out. We have a few left. Get in your orders quickly.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

BROOMS BROOMS BROOMS

Made from the finest selected Whisk Corn by

UNION LABOR.

Ask for the "SIGNAL" brand and take no substitute.
Give us a trial order, including Whisks and Toy Brooms.

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

WE HAVE IT ONCE MORE

TARTAN Japans to retail AT... 25c

Our trade will appreciate it as they did in 1901 and it is up to that standard of cup and leaf. Book your orders to arrive.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers ***HAMILTON***

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers. **49 Front St. E., Toronto**

RETURNED

NOW SHIPPING

With the opening of the fall season we are now shipping

Canada Cream Cheese

and are prepared to fill orders promptly for this favorite article.

Please order as early as possible in small quantities only.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED
MANUFACTURERS AND AGENTS
51 COLBORNE STREET, TORONTO, ONT.

Business Changes

ONTARIO.

W. R. KILPATRICK, general merchant, Copper Cliff, has assigned to Daniel L. McKinnon; meeting of creditors Oct. 1.

E. Jones, grocer, Exeter, is closing up business.

G. Banghart, general merchant, Cairo, is selling out.

W. R. Mack, miller, Cofnwall, has advertised his business for sale.

J. Balfour, general merchant, Kippen, has admitted G. L. McCandless to partnership.

C. M. Irwin, general merchant, Arthur, has advertised his hardware business for sale.

A meeting of the creditors of N. P. McIntyre, grocer, Durham, is to take place on Oct. 4.

G. E. Dalby, grocer and coal and wood dealer, Toronto, has advertised his business for sale.

The meeting of the creditors of M. Greenspoon, general merchant, Hawkesbury, was announced for Sept. 29.

QUEBEC.

D. Godin, flour, coal, etc., dealer, St. Johns, has assigned.

N. Bedard & Cie., tobacconists, Montreal, have dissolved partnership.

The assets of J. A. Lafranc, grocer, Grand Mere, are advertised to be sold.

O. Jacques, wholesale provisioner, Quebec, has been partially burned out.

D. Richard, general merchant, St. Raymond, has assigned to V. E. Paradis.

The assets of L. E. Desilets, general merchant, Shawinigan Falls, have been sold.

J. Render & Co., biscuit manufacturers, Montreal, have dissolved partnership.

IN STOCK

NEW CROP

FINEST SELECT
VALENCIA
RAISINS

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, Toronto

The assets of S. H. Frigon & Cie., general merchants, Three Rivers, have been sold.

The assets of Alex. Hamel, grocer, Ancienne Lorette, were advertised to be sold Sept. 28.

The assets of J. H. Constantin, general merchant, Nominigue, are to be sold on Oct. 1.

J. G. Lacoste, general merchant, St. Andre Avelin, has succeeded Mrs. J. N. Valliere in business.

The stock of L. Faucher, grocer, Quebec, has been damaged by smoke and water; partially insured.

J. H. Therien, general merchant, St. Gregoire, has assigned; meeting of creditors announced for Sept. 26.

I. Laberge & A. Laberge, Beloeil Station, have registered under the style of Laberge & Cie., hay and grain dealers.

NEW BRUNSWICK.

C. R. Mitchell, dealer in groceries and shoes, Sussex, has sold to N. W. Eveleigh & Co.

NOVA SCOTIA.

T. Gentles & Sons, grocers, Dartmouth, have assigned to Geo. E. Faulkner.

Partnership has been registered for J. R. and J. A. Campbell, to do business under style of John R. Campbell & Co.

G. C. Cook, wholesale fruit and produce dealer, Halifax, has been burned out; loss $4,000; covered by insurance.

E. W. Weddleton, confectioner, etc., Westville, has registered consent for Ada Weddleton to do business in her own name.

PRINCE EDWARD ISLAND.

W. E. Sullivan, general merchant, Northam, has assigned.

MANITOBA AND N.W.T.

I. B. Buason, grocer, Winnipeg, is dead.

R. H. Winram, grocer, Winnipeg, has sold to Archdekin Bros.

D. J. Dutton, general merchant, Sintaluta, has sold to Bell Bros.

C. F. Travis, miller, Elkhorn, has advertised his business for sale.

McClocklin Bros., general merchants, Red Deer, have been burned out.

A. Ieens, general merchant, Winnipeg Beach, has moved to Winnipeg.

W. A. Robertson, general merchant, Lewisville, has sold to J. G. Gibbon.

Hastings & Kelly, general merchants, Sintaluta, have dissolved partnership.

Lorimer & Brawn, general merchants, Crandell, have sold to Brawn & Warren.

A meeting of the creditors of J. S. Greig, grocer, Winnipeg, has been held.

J. S. Dart, general merchant, Meota, has been succeeded by Dart & Fitzgerald.

A. C. McIntosh, general merchant, Penhold, has assigned to J. W. Mitchell, Penhold.

R. W. Wallace, tobacconist, Lethbridge, has admitted A. Houlton to partnership.

The stock of Morino & Walter, general merchants, Coleman, has been sold to A. V. Lang.

The stock of W. S. Grout & Co., general merchants, Swan River, has been sold by sheriff's sale.

R. Cross & Co., general merchants, Killarney, have sold their Holmfield branch to H. T. Irwin & Son.

BRITISH COLUMBIA.

C. E. Peck, confectioner, fruiterer, etc., Vancouver, has been succeeded by A. O. Madill.

Jas. McNichol, general merchant, Midway, has suffered loss by fire; partially covered by insurance.

The Stapleton Salt Works, Clinton, Ont., have closed down indefinitely. One of the reasons assigned is that the Canadian market is monopolized by English salt, which comes in free of duty.

Upton's

Jams,
Jellies
and
Orange
Marmalade

are not the cheapest but they are the very best and the best is none too good for you.

YOUR CUSTOMER'S APPETITE

CAN BE SATISFIED, IF IT'S GOOD—
CAN BE COAXED, IF IT'S POOR, BY

"HALIFAX," "ACADIA," AND "BLUENOSE" BRANDS OF PREPARED CODFISH

The question for you to decide is whether it is worth your while to take sufficient interest in his appetite to interest him in these fish. Lots of wide-awake grocers think that it is, with the result that they have lots of business just in these fish alone and lots of profit arising from the handling of them. How about yourself?

BLACK BROS. & CO., Limited

HALIFAX, N.S.
LAHAVE, N.S.

A. H. BRITTAIN & CO., Rep. in P.Q. and ONT.
BOARD OF TRADE BLDG., MONTREAL.

THE CONDITION OF THE MARITIME FISHERIES*

THE fisheries of the Atlantic seaboard and its adjacent waters are second to none in the world. The Portuguese and the French realized this nearly four hundred years ago and fitted out large expeditions to exploit the fisheries of the new world.

The Government of Canada has, during the last twenty years, very profitably expended large sums of money in the scientific development of the agricultural resources of the country; but up to the present time very little effort has been devoted to the scientific development of the fisheries.

THE COD FISHERIES.

The cod fishery has, by the efforts and enterprise of the industrious inhabitants of western Nova Scotia, reached a very high state of development in that section. This is chiefly confined to the bank fishery, which employs three hundred vessels, manned by four thousand men; and it is only necessary to visit the sea-coast towns in western Nova Scotia to be convinced that the industry has been an eminently successful one.

The growth of this industry has been slow; it has taken 125 years to put it on the profitable and permanent basis upon which it now rests. Its development has depended upon the experience obtained by those engaged in the industry, picked up little by little by successive generations in an unscientific and unsystematic way, and from sources not the most reliable. I doubt now if the knowledge possessed of this great industry is anything like as perfect and complete as it should be and would be, if scientific thought were applied to it.

The methods of curing the fish and preparing them for market are about the same as were employed by the early discoverers of the country nearly four hundred years ago and must admit of very considerable improvement.

In Prince Edward Island and the Gulf of St. Lawrence generally, at certain seasons of the year, the waters abound with codfish; and if the attention of our fishing population were properly directed, this fishery might be made to yield a very large return.

HERRING

I shall now take up the herring fishery, and my remarks on this fishery apply to the Gulf of St. Lawrence generally, and to Prince Edward Island particularly.

The herring fishery is a source of wealth, which is almost absolutely ignored, and yet I believe in time it will become one of the chief sources of revenue to Prince Edward Island, and other portions of the Gulf of St. Lawrence. There is no fish that swims in the sea so popular as the herring—none for which there is such great demand. The herring fisheries of England, Scotland, and Norway are reckoned among the chief industries of those countries. It gives employment to thousands of people, and millions of pounds find profitable investment in it. The trade journals of the United States from time to time make mention of the fact that the demand for herring is increasing at an enormous rate every year, and at times it is difficult for dealers to supply the demand. Large consignments of herring from the United Kingdom and Norway arrive in New York every week, where they find a ready market at good prices. We have the herring here as good, I believe, as the Scotch or Norwegian herring, if we employed the same methods of curing. Why should we not get a share of this trade?

From inquiry and personal observation I am satisfied, that the shoals of herring that approach our shores in the early Spring to spawn remain at no great distance from the coast, during the Summer and until very late in the Fall. That these fish could be taken in large quantities by employing the drift-net fishing-system, such as is used in Scotland and Norway, I have not the slightest doubt; and judging from the specimens I have seen taken in gill nets in September and October, the fish are as good as those taken in any part of the world, if they were cured and prepared for market in the same way.

In support of this contention I quote the following extract, taken from the report of Inspector Duvar, dated Alberton, P.E.I., 1887, and embodied in the report of the Royal Commission, appointed by the Dominion Government in 1888 to inquire into the herring fisheries of Great Britain and Holland:

"Actual proof has this year been obtained of the correctness of an impression which I have frequently expressed in reports and otherwise, that the coasts of Prince Edward Island might be made the seat of a great herring fishery.

"Along the north coast, especially off King's County, herring were seen this Fall, and some thousands of barrels were taken, equal to Labrador. According to appearances, this fishery has only to be pursued with energy to attain large proportions."

Proceeding, the report says: "While, from certain favorable circumstances, referred to by Mr. Duvar, Prince Edward Island would be a good locality in which to commence experiments in drift-net fishing, we think that experiments should not be confined to the coast of that island, although there seems little reason to doubt that such a fishery could be successfully established there. We think that experiments with a view to deep-sea drift-net fishing should be made along the entire Atlantic coast of the Dominion. We think that such experiments and the preliminary expense would be more than any combination of our fishermen could bear, and more than any syndicate of fish merchants would be disposed to furnish, especially in a branch of the fishing business, in which, when once developed, everybody could participate. The subject is one of great national importance, and could only be successfully undertaken and successfully carried out by Parliament and the Government, through the department. The Governments of the herring-fishing nations of Europe, Britain, Holland, Norway, Sweden, and France have spent large sums of money in developing and encouraging the herring fishery in their respective countries; and there can be no doubt that Canada will do what may be necessary in this matter. To this end we are of opinion that at least six boats, being

* An address read by Mr. Tidmarsh before the Maritime Board of Trade Convention at Moncton, N.B., Aug., 1904.

two for each province, of the class and build of the Wick boat, with modifications, bringing the boat more into harmony with American lines, and rendering the boat more suitable for our coasts in the prosecution of drift-net fishing, should be procured by the general Government, together with the necessary number of nets, a drift of 40 or 50 to each boat.

"That four men out of the seven constituting a crew, one of whom should be skipper for each boat, should be imported of the best men to be had on the east coast of Scotland—with three local men additional for each boat, picked men, supplied from among the fishermen of the respective provinces, practical herring fishermen thoroughly acquainted with the local tides and currents and the harbors on the coasts. As fast as these local men became instructed in the system of deep-sea drift-net fishing, they could retire, leaving their places to be filled by others ready to avail themselves of the advantages of this educational process.

"Scotland imported experienced fishermen from Holland, in 1750, to teach her fishermen the proper modes of fishing herring. Boats can be modelled and built, and nets made by our own people. The whole amount necessary to test and develop drift-net fishing would not be great, while the results of the experiments, if successful, would be of the greatest importance not only to the fishermen individually and the provinces locally, but to the trade, commerce, and national wealth of the Dominion at large."

I am strongly of the opinion that the introduction of the deep-sea drift-net system, so successfully employed in Scotland and Holland, would be the beginning of a new era in the history of the Gulf fisheries. Not only would the herring fishery be developed, but the mackerel fishery might thereby be restored to its former state of productiveness.

MACKEREL.

Years ago, before the advent of the purse seine, mackerel were caught in very large quantities in the waters adjacent to Prince Edward Island.

The large quantities of bait thrown in the water by the mackerel fishermen would in itself have a tendency to hold the mackerel in large bodies on the grounds, and the small fish life, which would naturally centre there, would be another potent factor in keeping the schools of mackerel together. The absence of this concentration of the food-supply would have the effect of causing the great shoals to disperse. I think there is ample evidence in support of the contention that mackerel come in to the Gulf in as large numbers as ever; but there is nothing now to cause them to concentrate in any one place; hence they are scattered over a large area of sea-bottom in quest of food, and the deep-sea drift-net would make it possible to take them in large quantities.

EXPERIMENTAL STATION.

I understand that the Government has established an experimental fishing station at Canso, where the deep-sea drift-net system is being tried. I think the Gulf of St. Lawrence is more suitable than the Atlantic to this method of fishing, and I hope that should the experiment prove unsatisfactory at Canso, it will not discourage the Government from giving it a trial in the Gulf.

OYSTERS.

The oyster fishery in Prince Edward Island is not made to yield the returns it should, and until such time as the Government can see its way clear to grant areas of sea-bottom other than the natural beds to private individuals, for the purpose of cultivating oysters, the industry can never attain any greater development than at present. In fact we must look for a decline in the industry, as the public beds are being very rapidly depleted by indiscriminate fishing.

I can see no reason why the Government of Canada, or the Provincial Government, if it has the right to do so, should not grant areas of sea-bottom for oyster culture. To grant such areas would not in any way conflict with the rights of the public, and would be the means of bringing in a very large revenue to the country.

Some years ago the Dominion Government brought a very competent person to this country, for the purpose of instructing our people in oyster culture. I refer to Captain Kemp, who is thoroughly competent to fill such a position. Under Captain Kemp's supervision large beds were made at considerable expense, in different places, and large quantities of oysters were planted thereon. In other words regular oyster-farms were created. I do not know what definite plans the Government had in view for making this system an effectual means of educating the people. I supposed at the time they were to demonstrate how oysters may be profitably cultivated and was surprised to learn that after the beds became productive they were thrown open to the public, who in a few days entirely depleted the beds that it took four years to make and bring up to a state of productiveness.

If those oyster-farms are of any use at all to the people of Canada, it is for educational purposes. The Government in that case should market the oysters and take the returns, thus demonstrating the practicability of oyster culture from a financial as well as from a biological standpoint. I feel sure if this matter were represented to the Government, it would gladly revise its methods of conducting this branch of the service.

LOBSTERS.

The lobster fishery—The salient feature of this fishery is its rapid decadence. From all the fishery officers of the Maritime Provinces comes the report of this fact.

Mr. Matheson, inspector of fisheries for Prince Edward Island, reports under date of January 2, 1903: "You will notice that the pack of this crustacean has decreased about 7,000 cases," or 336,000 one-pound tins. Mr. Pratt, inspector for District No. 1, New Brunswick, under same date, reports in his district a decrease of 109,440 one-pound tins. Mr. Chapman, inspector for District No. 2, New Brunswick, reports: "I have again to report a great falling off in this fishery, and I am startled when I look over the returns for the past ten years, taking periods of three or four years."

In 1891,	with 127,198	traps,	3,999,061	cans	were	packed.
In 1894,	" 173,530	"	2,932,500	"	"	"
In 1898,	" 185,820	"	2,311,500	"	"	"
In 1901,	" 221,000	"	1,732,900	"	"	"

This valuable industry, which brought into Canada in the year 1902 over three millions of dollars, must at the present rate of decrease soon become a thing of the past. The erecting of hatcheries under efficient management, and a strict enforcement of the present law, is the only hope of keeping this industry alive.

The greatest decline in the fishery is plainly noticeable in those districts where illegal fishing is carried on.

INFORMATION NEEDED.

The chief cause that retards the development of our fisheries is the total

KING OSCAR SARDINES

The Success of the Season

Choicest Small Fish.
No Scales or Bones.
Moderate Price.

Pure Olive Oil.
Handsome Package.
Good Profit.

Finest Value in Sardines

New Pack arriving to:

BALFOUR & CO., - - HAMILTON.
W. H. GILLARD & CO., "
MACPHERSON, GLASSCO & CO., "
LUCAS, STEELE & BRISTOL, "
JAMES TURNER & CO., "
DAVIDSON & HAY, - - TORONTO.
JAMES LUMBERS, - - TORONTO.
PROVOST & ALLARD, - OTTAWA.
F. J. CASTLE CO., "
M. MASURET & CO., - - LONDON.
LIND, KERRIGAN & CO., "
TELFER BROS., - COLLINGWOOD.
HICKS BROS. & CO., - WINNIPEG.
JOBIN-MARIN & CO., "
CAMPBELL BROS. & WILSON, "
CAMERON & HEAP, - RAT PORTAGE.
R. CARSON, - - - KINGSTON.
RANDALL & ROOS, - - - BERLIN.
H. W. WENTZELL & CO., - - HALIFAX.

JOHN W. BICKLE & GREENING, Hamilton, Ont., CANADIAN AGENTS

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

NEW PACK

"Horse Shoe" SALMON

1-lb. flat tins are perfection.

Specially recommended for high-class trade.

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

lack of intelligent information concerning them; and until we are in possession of such information we shall not know exactly how to proceed. What we want to know in order to proceed intelligently along the lines of development are: The seasons of the year when the fish are on the coast; the localities where they resort in largest quantities; when they are in the most suitable condition for curing; the modern appliances

Lobster Factory of William McClure on Pictou Island. Lobster Traps Piled in Foreground.

necessary for catching them; and the proper methods of curing and preparing them for market.

It is a deplorable fact, that a country like Canada, possessing the most valuable fisheries in the world, should bestow upon this great natural resource so little attention. We have no real knowledge furnished us by the Government of the kinds of fish that inhabit our waters, their migratory course, or the places where they centre in the largest quantities. I have searched the blue books of the Fishery Department in vain for such information. Other countries are in possession of all the facts pertaining to their fisheries; and until our Government places within our reach similar information we shall always be working under a great disadvantage.

PROTECTIVE SERVICE.

The fishery protective service costs the country about $140,000 per year, and the administrative force on shore costs $115,000.

The cruisers employed in the fishery protective service are entirely useless for purposes of defence; and the time has come when we should give up playing man-of-war and place the service under the control of some competent and patriotic Canadian, with instructions to handle it in such a way as to produce practical results. In my opinion the whole fishery service requires a thorough re-organization, and this can best be accomplished by appointing a Royal Commission to enquire into the present working of the service and report to the Government such recommendations as they may find necessary to bring the service up to a higher state of efficiency.

BAIT FREEZERS

The establishing of bait freezers along the coast, aided by the Government, has been a move in the right direction, and the fish hatcheries operated by the Government for the artificial propagation of lobsters and other sea-fish will, it is hoped, prevent the depletion of those branches of the fisheries upon which the drain has been greatest; but we also want scientific men as conversant in fishery matters as the professors employed by the Department of Agriculture are in matters pertaining to agriculture, to instruct our fishermen in the modern methods of catching and curing fish.

The development of the Canadian north will open up in a few years a large outlet for our fish products. The sooner we are placed in a position to take advantage of this growing trade in fish right in our own country the better it will be for all parties concerned. Let us see to it that our friends on the other side of the border do not capture it while we are sleeping.

How Lobsters Are Taken

IT will be news to most Canadians, at least to most inlanders, to learn that Canada possesses the most prolific lobster fisheries in the world; that for the year ending June 30 we exported nearly $3,000,000 worth of this much sought for crustacean. Newfoundland shares with the Dominion in the possession of these rich fishing grounds, as well as the New England States to some extent, for the lobster is found all along the North Atlantic coast. His favorite lair, however, is in the waters and offshoots of the Gulf of St. Lawrence.

This region is indeed the chief source of the world's lobster supply, other grounds having been largely fished out; and the demand for the lobster is so great that his extinction has been threatened even here. Recent legislation, however, and the establishment of hatcheries promise to avert such a calamity. For the last few years the outlook has been more encouraging and with more information about the habits of this shell fish and particularly of the requirements of the young an increase in productivity may even be expected.

THE FISHING SEASON.

The lobster is in first-class condition for catching as soon as ice gets out of the Gulf in the Spring and fishermen have a chance to get after him. The season opens on April 20 and from that time on the life of the lobster is a precarious one until the beginning of the close season in the early part of August. After this time the lobster deteriorates. It is necessary for him to get rid of his shell in order to grow. So nature has

Lobster Fishermen Employed at William McClure's Factory, Pictou Island. Fleet in background.

Pure Boneless Cod

Leonard's "Favorite" Brand.

The leading brand of Boneless Fish in Canada during the past 20 years.

For sale by all wholesale grocers in the Dominion

LEONARD BROS.

Wholesale Fish Merchants,

St. John, N.B., Montreal, Grand River, Gaspe, Que.

LIPTON'S

Strawberry JAM

Is made from Strawberries and Cane Sugar.

It helps the reputation of a store to sell and push Lipton's Jams—People come back for more, and bring their friends.

FOR SALE BY FIRST-CLASS JOBBING TRADE.

For prices and other information address

THE CANADIAN SELLING AGENTS

J. N. CREED & CO.,

HALIFAX, N.S.

or **J. S. Creed, - - MONTREAL.**

Room 525, Board of Trade.

BY NOVEMBER 1st

Our new buildings in course of construction will be completed, and we shall then be in a position to meet the demands of both old and new customers for all kinds of

Fresh, Frozen, Smoked, Canned, Salted and Pickled

SEA FISH

It has been a source of very great regret to us that we have been unable to fill orders with any degree of regularity since our fire in August a year ago. However, we shall be able in the course of another month to meet all demands and invite a continuance and renewal of past favor.

A. N. WHITMAN & SON, Wholesale Fish Dealers Canso, N.S.

provided that he shall shrink up until he can withdraw himself, from his bony covering and begin life anew in more commodious quarters. To catch the lobster during this period is sheer wastefulness. A provision has been enacted for preserving the permanent value of the lobster fisheries, by which no fish under 9 1-2 inches shall be taken. Whether or not this is strictly adhered to is another question.

THE LOBSTER INDUSTRY

is in many ways a peculiar one. The nature of the fish makes it necessary that it either be consumed or preserved without delay. Those fisheries therefore that have ready access to the express service ship large quantities of live lobsters packed in ice to the American cities, Boston being one of the chief markets. The value of these exports last year aggregated $384,544. Lobsters that can not be marketed promptly must be canned.

This fact accounts for the astonishing number of small lobster canneries to be found scattered all about the Gulf. A number of the larger firms maintain a considerable lobster fleet and purchase the catch of independent fishermen; these, however, are few compared with the packers who pursue some other occupation, own a small number of boats and put up a few hundred cases in a season.

This is made possible and profitable owing to the great demand, existing for canned lobsters and brokers representing European and American houses vie with each other in securing the output of the small factories.

LOBSTER TRAPS.

Lobster fishing is an interesting process. The fishing gear is usually prepared before Spring opens. Early in April the fishermen take down their traps, ballast them with flat stones, and are ready to bait and set them the day the season opens.

The lobster trap, as a rule, is about 3 1-2 feet long and about 20 inches wide. It is made of slats with a door in the side through which the trap is baited and the lobsters withdrawn. The bait consists of herring chopped up and hung in the middle of the trap in a net bag enclosure. The ends of the trap are of net and lead almost to the centre. The opening in each end is a wooden ring the ends of which are held taut by being tied to each other. The entrances to the trap are thus funnel shaped and the trap itself resembles an hour glass. Having once entered through its wooden ring the lobster is unable to find his way out until he receives the assistance of the fisherman.

Some 50 traps are attached to a line each about 5 or 6 fathoms apart, and the line is laid with the current of the tide in from 2 to 12 fathoms of water. The ballast sinks the trap to the bottom and the line is marked by a buoy at each end.

Two men in a boat will fish 300 traps. One man in a boat will probably have 200 to look after. In the course of a season a boat will require 30 barrels of bait.

The Fishing Grounds of the Maritime Provinces—the "Banks" indicated by dotted lines.

The traps are left over night; then the fishermen go to one end of the line marked by the buoy, take up the traps one by one, remove the catch, put in fresh bait and go on to the next.

WHAT LOBSTERS COST.

Anyone can catch lobsters; but a license, however, is required for a cannery, the fee being $2 per hundred cases. No new license will be granted a poacher.

The fishermen are paid according to their catch. Where the packer supplies boat, supplies, bait, etc., from $1.50 to $2 per hundredweight is paid for the catch. Where the fisherman supplies

everything he gets from $3 to $3.50 per hundredweight for his catch. In a good season this pays well.

PREPARING LOBSTERS FOR THE MARKET.

Having removed the fish from the trap the fisherman runs in shore to the factory where the catch is placed in barrows and weighed.

Immediately the lobsters, while still alive, are thrown into boiling water where they remain for from five to ten minutes and until the red color is brought out, for it must be remembered that in his native lair the lobster is dark green in color with just a tinge of pink.

On being removed from the boiler the lobsters are placed in coolers; claws are broken off and thrown in one basket, tails in another, while the bodies are consigned to barrels to be converted in due course into fertilizers.

The claws are then cut with a cleaver and the meat removed, from claws as also from the tails. This is carefully washed in sea water and neatly packed in tins lined with parchment paper to prevent discoloration of the meat. The cans range from 1-4 pound to 2 pounds, talls, flats or picnic shapes as desired.

From the packing table the cans are taken to be sealed and soldered. They are then placed in iron trays and boiled in open steam boilers from an hour to an hour and a half. On being taken out they are punctured to allow the steam to escape and immediately resealed, allowed to cool and sent back for another hour's boil.

They are now ready for the testing room, after which they are cleaned, lacquered, labeled and packed in cases of 4 or 8 dozen for shipment to the markets of the world.

According to the latest trade and commerce reports for the year ending June 30, 1904 Canada exported canned lobsters to the value of $2,519,816. Of this great Britain took $908,617, United States $781,737, France $587.084 other countries $242,378. Of our fresh lobsters the United States took practically the whole of our exports.

Canadian Scotch Cured Herring.

MR. JOHN COWIE, the Scotch herring expert brought over by the Canadian Government has already demonstrated that properly packed Canadian herring are equal to the best Scotch fish. Trial shipments to New York and St. Petersburg, the latter one of the most important markets for Scotch herring, have brought from $10 to $12 per barrel as against $6 for the same fish packed in the ordinary manner.

Seen in Canso recently by a representative of The Grocer Mr. Cowie spoke very encouragingly of the herring outlook. He explained the small catch this season, a matter regarded as ominous in some quarters, by pointing out that there is a Spring run and a Fall run, between which herring are very scarce. He did not get started till June 4 and thus got only the latter part of the Spring run. During this time the catch was satisfactory. When seen by The Grocer's representative the Fall run had not yet begun and the catch was so far light.

Local fishermen criticise the mesh of Mr. Cowie's Scotch nets. They say the Canadian fish are larger than the Scotch fish and cannot be taken in nets of this style. This is the local explanation of the small catch. Mr. Cowie is willing to give larger meshed nets a trial but believes the Scotch nets the best and points to the good catch in the early part of the season as evidence of the effectiveness of his nets.

John Cowie, the Scotch Herring Expert, and a Group of Scotch Fish Girls taken at Canso. Mr. Cowie on the right.

Mr. Cowie's outfit for taking the herring is a steamer, known as Drifter "33," of 80 gross and 32 registered tonnage. The crew consists of two men in the engine room six on deck and the cook. They carry from 50 to 60 nets. When attached together and set these nets make a wall about two miles long

SEA FISH

All Kinds of Fresh, Smoked, Pickled Sea Fish in Season.

Write for Prices.

A. WILSON & SON, Wholesale Fish Dealers, HALIFAX, N.S.

Branch at Canso, N.S

All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

and 50 feet deep. They are set over night and hauled into the drifter next morning when the fish, caught in the meshes by the gills are shaken out.

The fishing is carried on from 15 to 20 miles from shore and consequently requires a well built steamer such as the drifter "33" for its prosecution.

Once caught and landed the problem is, how to cure the fish so as to bring the high prices commanded by the Scotch herring. Heretofore there has been no uniformity among the Canadian fishermen, except a uniform poor quality of barrel. The general practice, however, has been to cut open the fish, remove all the entrails and pour off the first brine.

The first requisite for Scotch cured herring is a very heavy, strong, tight barrel. As soon as landed the fish are given into the hands of girls who remove the gills and main gut without splitting. The fish are then packed in barrels, a layer of fish alternating with a layer of salt. When filled the barrels are headed and laid on their sides for 10 or 12 days. They are then reopened when the fish are found to have shrunk considerably, a part of the brine is poured off, the barrel filled up, the head pressed down and the fish are ready for market.

It is important that the fish be left in their original brine which is of a red color, since this retains part of the flavor and is one of the points on which the fish are judged in the European markets.

Mr. Cowie emphasizes the importance of securing greater information in reference to the habits of the fish. On the Scottish coast where the industry has been placed upon a scientific basis the most exact information as to the movements of the fish is always available and the fishermen govern themselves accordingly.

It has been demonstrated beyond a doubt that the quality of Canadian herring is first-class and that cured according to the Scotch method they will bring prices equal to the best. Mr. Cowie will continue his experiments for three years. Before that time it is to be hoped that the herring industry on our Atlantic coast will be one of the most important and profitable branches of the fisheries of Canada.

A photograph is published above showing Mr. Cowie and a group of Scotch fish girls. Canso harbor is seen in the background, and in the foreground barrels of the type used in Scotland.

Herring Plentiful in B. C. Waters.

According to the Victoria Colonist. herring are again running in the Gulf of Georgia, huge shoals of herring being visible all over the harbor just below the surface of the water, shoals so vast that the tide strands tons of the fish every year.

Boatmen simply shovel them into boats to be sent by the hundred barrels as bait for Vancouver halibut steamers. Japanese take them and squeeze out the oil for export to Japan; they are also used in the manufacture of guano. Two fishing companies turn them into human food, curing and salting them, and a trade is now being built up with the United States and Australia. It may not be long before Nanaimo becomes the Yarmouth of the Pacific. The quantity of fish is there and experts estimate the quality of Nanaimo bloaters and kippers as equal to the best caught off the Scottish coast.

Halifax Fish Fire.

The destructive fire at Halifax last week which destroyed the warehouses and offices of Black Bros. & Co., will in no way affect the filling of orders for this firm's products, as the curing and storing department of fish is located at La Have, about 40 miles from Halifax. The premises destroyed were devoted to the outfitting of vessels and the compamy's offices.

Fish Notes.

The Dominion fishery cruiser "Canadienne" is receiving a thorough overhauling after which it will proceed to the Gulf of St. Lawrence to keep a lookout for American mackerel fishermen during the Autumn fishing season.

Latest reports from Halifax say the mackerel fisheries off the Magdalen Islands has been a complete failure this season. Lobster fishing has also been poor.

As a result of a recent meeting between the Puget Sound Packers' Association and the Fraser River Canners' Association the price of salmon will be kept up during 1905, which is expected will be a big year. These two concerns had an agreement to keep prices up for two years. This agreement has now expired, hence the extension of time.

CANADIAN CUSTOMS TARIFF.

An extremely valuable handbook on the Canadian Customs Tariff has been issued by Morton, Phillips & Co., of Montreal. It is strongly bound in stiff covers and is pocket size. The contents include full information on the British preferential tariff, a reprint of the Franco-Canadian treaty, regulations regarding the surtax, a list of the 1904 tariff changes, the customs tariff itself in detail, the free list, imports and exports prohibited, a table of weights, the excise duties, a list of Canadian ports of entry, outports and preventive stations, and currency tables. As a book of reference in all matters pertaining to the customs this book cannot be surpassed.

TRADE CONDITIONS IN TRINIDAD.

THE GROCER has received the following market report under date of Sept. 8 from Gordon, Grant & Co., Port of Spain, Trinidad:

Business in breadstuffs as usual at this period is quiet and prices of flour, particularly after advancing appreciably are now inclined to be easier. Split peas in both barrels and bags are in excess of requirements, while oats and oil meal are readily saleable at previous quotations.

There has been no improvement in the demand for pork and lard and all other hog products are selling very slowly. Family beef is in supply with the demand almost exclusively for cheapest grades. French butter continues in sympathy with Marlaix advices and next receipts will command a further advance. Stocks of fish of all descriptions are quite moderate. There have been no late arrivals of Newfoundland cure, for which there is now some inquiry. Scale and pickled fish of all kinds are neglected at the moment. Stocks of potatoes are considerable and for first arrivals of new crop Canadian $1.35 to $1.40 is with difficulty obtained. An improvement in the onion market is expected before long. Blue mottled soap moves steadily, but demand for brown is confined almost entirely to American brands.

Receipts of cocoa have been meagre, and reports from principal districts announce a change of leaves, which will bring about a break in the crop later on, and have some effect on the extent of next picking. The larger pods are expected to mature towards the end of the year when fair deliveries should be forthcoming, but until then no supplies of any importance can be looked for. Exports for the fortnight amount to 4,019 bags and shipments from October 1 to date are 218,531 bags as compared with 193,190 bags for the same period last year.

YOU STOCK

Goods that you can rely on and give satisfaction to your trade.

JAMES' DOME BLACK LEAD

Absolutely reliable and gives satisfaction every time.

W. G. A. LAMBE & CO., Canadian Agents.

A test will convince you that the quality of our

CHOCOLATE is right.

Diamond French Beaver Sante	Sweet	Premium T. & M. Plain	Unsweetened

Manufactured by

TODHUNTER, MITCHELL & CO., TORONTO

Indian Chutney—Genuine—Quarts, $4.75; and Pints, $3.25.

Guava Jellies $3.50 **and Curry Powders**

½-lb., $1.50; 1-lb., $2.10—Choice East Indian Brands.

Sauces (Mango)—in Pints, $2.75—superior to all others.

Olive Oil—Finest Italian in 1-gal. Tins—Extra Virgin, $2.25; Surfin, $1.50; Superior, $1.75.

Shelled Almonds—Martin Freres—very choice

Cocoanut "White Dove" Brand

—This brand is superior to any offered, and is sold by the leading jobbers in Quebec and the East. They are convinced of its superior quality.

Drop a post card to me for prices.

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

Seasonable and Saleable

Eagle Baking Powder

Since its introduction to the trade this Baking Powder has established itself firmly wherever used. Makes customers, brings and holds trade.

Write for sample and prices.

J. H. MAIDEN, Agent
MONTREAL

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

John Bull's Commissariat.

BELOW is a table showing how much foreign and colonial produce the people of the United Kingdom ate and drank per head of the population last year, according to the official statistical abstract of trade returns:

	lb.
Bacon and hams	16.35
Beef	20 24
Butter	10.57
Margerine	2.30
Cheese	6.99
Cocoa	1.20
Coffee	0 71
Wheat	232.53
Maize	132.08
Wheat, meal and flour	54.37
Currants and raisins	1.51
Preserved meat	1.82
Fresh Mutton	11.11
Pork	2.46
Potatoes	23 52
Rice	14.34
Sugar, raw	33.28
Sugar, refined	49 02
Tea	6.03
Tobacco	1.93

Enough eggs were imported to supply every man, woman and child with fifty-five. Enough wine was brought in to give all a third of a gallon each, and spirits to provide nearly one-fifth of a gallon. Four-fifths of a gallon of British spirits each has drunk, which meant a total consumption of almost one gallon per head. Besides there was enough beer to give every one twenty-nine and a half gallons. This shows a smaller consumption of liquor than in any of the previous eight years.

The imports of all kinds of merchandise last year were equal to £12 16s 1d per head of the population, which is a larger figure than ever before, and 4s 3d more than in 1902. The exports of British produce alone equalled £6 17s 3d per head, or 2s 2d more than in 1902. The only years with a higher record per head were 1890 and 1900. The total incoming and outgoing trade was £21 6s 3d per head, which is larger than any of the preceeding years save 1900, which exceeded this sum by twopence.

Packing House Damaged by Fire.

The Park-Blackwell Co.'s pork factory, Toronto, was damaged by fire on Sept. 23 to the extent of $35,000. The loss is confined principally to the refrigerator and hog killing plants, and is covered by insurance.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—No appreciable change has occurred in the provision market since last week. Considerable strength however, is still being manifested. At the prices quoted lards are very strong. The fresh meat market is quiet. Mutton and lamb are both down a half cent but there is every indication that the latter will ragain the old figure. We quote the following prices this week:

Long clear bacon, per lb	$0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 11½	0 12½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 08	0 08¼
" pails "	0 08¼	0 08¾
" compounds, per lb	0 07	0 07¼
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	7 50	9 50
" front quarters	4 50	5 50
" choice carcasses	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	6 50	7 50
Veal	6 00	8 50
Hogs, light	7 50	7 75

Butter—Receipts of butter remain at a satisfactory level, but the quality of what is coming forward is not the best and complaints are being made. Business is quiet. Some dealers are receiving a cent more than the prices quoted, but higher prices rule only for first-class stock and special brands. We quote:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 13	0 16

Cheese—The cheese market remains dull with prices hovering between 8 7-8 and 9c, and very little export demand. Board prices ran above 9c in some places but could not possibly retain this figure long. The sales for the week ending September 26 are as follows:

Board.	Boxes.		Price.
Woodstock	3,419	(no sales)	0 08⅞ 8⅞
Stirling	915	(495 sold)	0 09
Peterboro'	*5911		0 09 1-16 0 09¼
Picton	*935		0 09¼
Brockville	2,965	(no sale)	0 08⅞
Kingston	1,490	(no sales)	0 08⅞
Winchester	1,173	(no sales)	0 09
Madoc	800	(420 sold)	0 09
Tweed	465	(no sales)	0 08⅞
Vankleek Hill	2,171	(*225 sold)	0 08⅞ *0 09¼
Perth	2,350		0 08⅞ 0 08⅞
Napanee	1,585	(no sales)	0 8 13-16 0 08⅞
Lindsay	1,700	(no sales)	0 08⅞
Ottawa	1,702	(no sales)	*0 08⅞
Iroquois	*975	(no sales)	0 08⅞
Brantford	2,438	(no sales)	
Kemptville		(no sales)	0 08 13-16 *0 08 15-16

*Colored Cheeses.

From this it will be seen that of the thousands of cheese offered only 10,000 were sold, a very small percentage. Prices are quoted as follows:

	Per lb.	
Cheese, large	0 09¼	0 09½
" twins	0 09½	0 09¾

Montreal.

Provisions—A feature of the provision market this week was an advance of a quarter of a cent per pound in the price of pure and kettle lard. Heavy hams are easier, and English boneless bacon dearer. An easier tone was noticed in the fresh killed abbatoir dressed hog market. Sales were made at $7.50 to $7.75 per hundred pounds. Special cables from London report that the Canadian bacon market is much stronger. An advance was noted in price of 1s to 2s per cwt. The range now being 50s to 56s. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07
" " ½-tierces, per lb		0 07¼
" " 60-lb. fancy tubs		0 07½
Cases, 20 3-lb. tins, per lb		0 08
" 12 5-lb. tins "		0 07⅞
" 6 10-lb. tins "		0 07¾
20-lb. wood pails, each		1 50
20-lb. tin pails, each		1 40

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09¾

Cheese—The cheese market continues to puzzle even the most experienced. The demand in the Old Country is disappointing and it would appear that the holders of cheese here are asking too much for their August and September make. Plenty of stock is moving and at good prices so that the situation appears paradoxical and some of the big dealers must have sold short for September and October shipments. English buyers are still reluctant to concede the prices which holders demand. It is reported that certain shippers have disposed of large quantities of September make on a basis of 9c spot. If the British importers offered September cheese at 44s c.i.f. they would be very foolish to pay 46c. Judging from the

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

FRESH SAUSAGE

The season for sausage is near at hand, we count upon a good demand by October 1st. Let us have your order now for daily or weekly shipment.

There is nothing that will give you such good satisfaction as good sausage and nothing that will give you as poor satisfaction as a poor one. We can recommend our own to you, and you can recommend them to your customers.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO. ONT.

A Strong Point

in favor of "Rose Brand" Bacon is the fact that it is always new cured and fresh smoked on date of shipment.

PEA MEALED, PARCHMENT WRAPPED, or PLAIN SMOKED, as you desire. A sample shipment to convince you of the superiority of Matthews' cure.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

The Modern, Up-to-date 20th Century Grocery Store Has

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** Pure Cream Tartar

put up in handsome

½ lb. and 1 lb. Screw-Top Cans——also ¼ lb., ½ lb. and 1 lb. Paper Packages—the handsomest packages, and the purest and most reliable goods on the market.

They show you a splendid profit. Ask your Jobber for them.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

buying that has been going on at country points, as well as the spot trading, plenty of goods are wanted for immediate shipment. Prices ranged, on Tuesday, for Quebec goods, 8 7-8c to 9c; Township, 9c to 9 1-8c; for Ontario white, 9 1-8c to 9 1-4c; for Ontario colored, 9 1-4c to 9 3-8c. There was also a good demand for seconds at 8 1-2c to 8 5-8c; 5,000 boxes were sold early in the week at 8 3-4c. From England it is learned that the quality and condition of Canadian cheese this year have been poorer than previous years. Early in the season large quantities of fodder-made cheese were shipped to England, which cheese is far inferior to grass-made. The falling off in quality may have some effect on the British buyer. England does not seem to want Canadian cheese like she used to, and members of the trade cannot understand the falling off in consumptive demand. Locally the arrivals of cheese have been falling off this week. At the same period last year there were 90,726 boxes of cheese arrived in the city. Last week the arrivals were over 10,000 boxes less, or a drop of over 11 per cent. For the season to date the arrivals amounted to 1,864,735 boxes, against 1,989,286 in 1903 a falling off of over 6 per cent. The total exports for the season show a falling off of 22 per cent. being 1,410,772 boxes against 1,818,231 in 1903. The exports for the week ending September 25, were 77,794, against 79,504 for the corresponding week of last year.

Butter—An easier tone has taken hold of the butter market. A tendency to decline has been noted and only a moderate volume of business has been done during the week. Quebec butter sold on spot Tuesday around 19 3-4c to 19 7-8c. Early in the week 700 packages of butter were turned over at 19 1-2 to 19 3-4c. Townships butter brought good prices and 20 1-4c was readily obtained. The export of butter has increased. British importers state that the quality of Canadian butter has shown considerable improvement on any previous year, although some complaints have been heard regarding saltless butter being in a mouldy condition on its arrival. English speculators bought it when prices were low and stored it for sale purposes in October and November, hence when the butter was found to have deteriorated the reputation of all Canadian butter suffered. The arrivals in the city last week amounted to 23,381 boxes, against 15,300 for the corresponding week of last year, showing an increase of about 52 per cent. This makes the aggregate arrivals to date 503,596, which is a gain of 99,046 over last year at the same time.

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 55

Cured Meats—The market is now firm. Our quotations are as follows:

Hams, per lb	0 13
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Butter—Supplies are still rather short. The market now quotes creamery as having advanced, but dairy is quiet with prices firm and a nominal demand for dairy bricks. Our quotations are as follows:

Creamery, fresh churned, per lb		0 24
" per lb		0 22
Dairy, bricks, per lb	0 18	0 20
" in tubs "	0 16	0 17

St. John.

Provisions—In spite of the fact that the season is advancing there is very little life in barreled meats. The sale of beef becomes lighter each year. Lard is firm and there is a good demand. New smoked meats are offered. Hams hold at quite full figures. Refined lard is finding improved demand at present low prices. Dealers in fresh meat report dull business. Beef is low. Lamb is very plentiful. Mutton is dull and veal about out of season. Pork is more freely received and price is low.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09

Butter—Market is well supplied. The large quantity of poor butter offered tends to depress the price.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—Eggs are rather higher and very firm.

Eggs, hennery	0 18	0 20
" case stock	0 17	0 18

Cheese—Stock is not large. Prices quite firm.

Cheese, per lb	0 10	0 10½

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

WILSON'S
FLY PAD
POISON
THE BEST
FLY KILLER

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

An Inter

New Valencia Raisins in stock. Note the Brands.

Trenor—Blue Eagle—28lb. boxes.
Fine Off Stalk.
Finest Selected.
Finest 4-Crown Layers.

Aranda—Fine Off Stalk.
Fine Selected.
Fine 4-Crown Layers.

California Seeded Raisins.

1lb. and 12-oz. packages, 1903 fruit, seeded in September, 1904. Beautiful stock at low figures. **ASK FOR QUOTATIONS.**

New Currants.

We are taking orders for delivery on arrival of ss. ESCALONA :

Fine Filiatras, barrels and ½-cases
Fine Cleaned Currants, in ½-cases and ¼-cases—LOOSE.
Choice Vostizzas, ¼-cases and cases.
Cleaned Currants, 1-lb. cartons—finest quality.

Smyrna Figs

in **12**-oz., **16**-oz., **10**-lb. and **30**-lb. boxes. In **3** Crown, **4**-Crown, **5**-Crown and **6**-Crown quality.

Peel.

Morton's (London, Eng.) **Lemon, Orange, and Citron.**

Nuts.

BY SECOND DIRECT STEAMER :
500 bags best Tarragona Almonds—bought at low price. Ask for quotations, or see our travellers.

Laporte, Mar

Wholesale Grocers and V

MON

sting List

Malaga Fruit.

Also arriving, complete and full assortment of **Malaga Table Raisins,** in 22-lb. boxes and ¼-lb. flats—5½ lbs. Our well-known brands :

Lady Layers, Countess Clusters, Duchess Clusters, Princess Clusters, Empress Clusters.

California Fruit.

We have arriving early in November, **two** cars assorted 1904 Evaporated Fruit :

Griffin & Skelley's Santa Clara Prunes,—25-lb. boxes.

40s to 50s	60s to 70s	
50s to 60s	70s to 80s	80s to 90s

Castle Bros.—in 25-lb. boxes.

30s to 40s	50s to 60s	90s to 100s
40s to 50s	60s to 70s	100s to 110s

Also a car of **Griffin & Skelley's California Loose Muscatels,** in 50-lb. boxes, **2**-Crown, **3**-Crown, and **4**-Crown. **1904** fruit. Bought before the advance.

Salmon.

We are just receiving our new pack of Salmon If you have not placed your orders would suggest stocking up with our special and popular lines. Pack is very short this season and prices will go higher :

United Service—Finest Pink Fish.
Eagle—Red Cohoes.
White Rose—Red Spring.
O-Wee-Kay-No—Red Sockeye
Clover Leaf—Red Sockeye, 1-lb. talls and flats.

Tomatoes.

The early frost has affected the crop throughout Canada. If you have not bought your full requirements, write us or see our travellers. We expect prices for new pack in a few days.

n & Cie., Limited

and Spirit Merchants,

REAL

New Season's Fruits—in Store

VALENCIA RAISINS—Arrived in store Sept. 27th, the first lot. This comprises shipments of all well known brands—Also our special

"ANCHOR" Finest Selects.

"GOLD MEDAL" Fancy 4cr. Selects.

MALAGA RAISINS—

EXTRA FANCY FRUIT—Boxes, Qr. Bxs., 1-lb. Cartons.

ORDER AT ONCE————PRICES RIGHT.

Fancy ELEME Table FIGS—

Shipments from the well known packers—A. SOLARI, C. J. PROTOPAZZI.

Boxes—10, 20, 30 and 50 lbs.

REMEMBER—Oct. 6th and 7th—Postponed Auction Sale of balance of Fire Stock at the warerooms of Suckling & Co., 68 Wellington St. West.

THE **EBY, BLAIN CO.,** Wholesale Grocers, Limited, **TORONTO.**

THE WORD

NATIONAL

ON A

COFFEE MILL

IS A GUARANTEE OF QUALITY—

Drop us a card for Catalogue and Prices.

THE **EBY, BLAIN Co.,** LIMITED

SOLE AGENTS IN CANADA

TORONTO

CANADIAN MANUFACTURERS' ASSOCIATION, 1904-1905.

FOLLOWING is a list of the officers of the Canadian Manufacturers' Association for the ensuing year:

President—W. K. George, Standard Silver Co., Toronto.

First Vice-President—C. C. Ballantyne, Sherwin-Williams Co., Montreal.

Ontario Vice-President—J. O. Thorn, Metallic Roofing Co., Toronto.

Quebec Vice-President—Geo. E. Amyot, Dominion Corset Co., Quebec.

Nova Scotia Vice-President—D. W. Robb, Robb Engineering Co., Amherst.

British Columbia Vice-President—John Hendry, British Columbia Timber Trading Co., Vancouver.

Manitoba Vice-President—E. L. Drewry, Winnipeg.

Prince Edward Island Vice-President — Bruce Stewart, Bruce Stewart & Co., Charlottetown.

Treasurer—George Booth, Booth Copper Co., Toronto.

The election of officers of the local branches at Toronto and Montreal resulted thus:

TORONTO.

Chairman—R. A. Donald, the Pure Gold Mfg. Co.

Vice-Chairman—W. B. Tindall, the Parry Sound Lumber Co.

Secretary—J. F. M. Stewart.

MONTREAL.

Chairman—J. J. McGill, Montreal.

Vice-President—Lieut.-Col. J. H. Burland, Canada Engraving and Litho. Co.

Secretary—E. H. Cooper, B.A.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an attractive new catalogue issued by the Robert Greig Co., Toronto, containing illustrated price lists of the numerous products of the White Swan Mills, such as spices, coffees, cereals, etc., in addition to Pratts stock and poultry foods.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Maiden, J. H., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.
Stewart, A. J., Toronto.

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Old Homestead Canning Co., Picton, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Todhunter, Mitchell & Co., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toornto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Canadian Canners Limited, Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Laporte, Martin & Cie, Montreal.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.
Whitman, A. N., & Son, Canso, N.S.
Wilson, A., & Son, Halifax, N. S.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
Laporte, Martin & Cie, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Stringer, W. B., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto,
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton..
Beland, B. O., Montreal.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph.
Todhunter, Mitchell & Co., Toronto.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Colson, C. E.. & Son, Montreal.
Creed, J. S., & Co., Halirax.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Oils.
Queen City Oil Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Salt.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
Tea Rose Drips — Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Castle, F. J., Co., Ottawa.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Toronto Club Coffee Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Chaput, L., Fils & Cie., Montreal.
Hill, Evans & Co., Worcester, Eng.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Wines, Liquors, etc.
Beland, B. O., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adamson, J. T., & Co..... 67
Allison Coupon Co... 5
American Tobacco Co. 75
Auer Light Co 3

Baker, Walter, & Co. 26
Balfour & Co..... 13
Barnard & Holland..... 68
Bates, Peacock Co 50
Beland, B. O..... 48
Bickle, John W., & Greening..... 19
Black Bros. & Co..... 16
Blue Ribbon Tea..... 49
Bradstreet's .....inside front cover
Bowser, S. F., & Co..... 5
Brantford Starch Works..... 38
Burlington Canning Co..... 5

Canada Paper Co..... 51
Canadian Canners Limited 68
Canadian Press Clipping Bureau.....
inside back cover
Canadian Swiss Trading Co..... 65
Capstan Manufacturing Co 3
Castle, F. J., Co..... 63
Ceylon Tea..... 6
Chaput, L., Fils & Cie..... 45
Chase & Sanborn..... 49
Christie, Brown & Co...outside front cover
Clark, W. 51
Coles Manufacturing Co 38
Colson, C. E., & Son ....outside back cover
"Commissioner" Tea 5
Common Sense Mfg. Co 50
Cowan Co..... 65
Cox's Gelatine..... 5
Creed, J. N., & Co..... 21
Cullen, Orlan Clyde..... 52

Davidson & Hay..... 15
Dawson Commission Co. 66
Dingle & Stewart 2
Dominion Molasses Co..inside back cover
Dominion Packing Co 27
Downey, W. P 25
Dunn, Wm. H 34
Dutch Chemical Works..inside back cover
Dwight, John, & Co..inside front cover

Eby, Blain Co 32
Edwardsburg Starch Co 79
Empire Tobacco Co.. 72
Enterprise Mfg., Co..... 71
Epps's Cocoa..... 51
Ewing, S. H. & A. S..... 80
Ewing, S. H., & Sons..... 3

Fairbank, N. K., Co. 4
Fearman, F. W., Co 27
Fortier, J. M 74
Foster Pottery Co 2
Frontenac Cereal Co 64

Gibb, W. A , Co. 66
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd..... 28
Gorman, Eckert & Co..... 34
Gowans, Kent & Co...outside back cover
Greig, James R ..... outside back cover
Greig, Robt., Co..... 68

Hamilton Cotton Co. 5
Heinz, H. J. Co..... 34
Hill, Evans & Co 7
Husband Bros. & Co. 66

James' Dome Black Lead..... 25
James, Eben..... 67
Japan Teas..... 4

Keen, Robinson & Co.outside front cover
Kingston "Gleaner"....inside back cover
Kinnear, Thos., & Co 14

Lake Huron & Manitoba Milling Co... 71
Lambe, W. G. A..... 2
Lamont, Corliss & Co..... 65
Laporte, Martin & Cie 30, 31
Leonard Bros 21
Lowney, Walter M. Co..... 63
Lucas, Steele & Bristol..... 13
Lytle, T. A., Co... 3

Magor, Frank, & Co..... 78
Maiden, J. H..... 25
Marceau, E. D..... 9
Matthews, Geo. Co 28
Metallic Roofing Co. 52
Millman, W. H., & Sons..... 2
Milne, Chas..... 2
Mooney Biscuit and Candy Co..... 64
Morse Bros..... 12
Mott, John P., & Co 63

Mackintosh, John..... 65
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 74
McCann Wm., Milling Co 64
McDougal & Lemon..... 67
McDougall, D. & Co..... 75
McGregor-Harris Co. 40
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co..... 28
McWilliam & Everist 66

Napoli Macaroni Co 50
National Licorice Co.. inside front cover
Natural Food Co..... 71
Nicholson, Bain & Johnston..... 2
Nicholson & Bain 2
Nicholson & Brock 52

Oakey, John, & Sons...inside front cover
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 8
"Ozo" Co..... 40

Page, C. S.... 52
Park, Blackwell Co..... 27
Payne, J. Bruce 73

Queen City Oil Co..... 2

Rattray, D., & Sons 7
Rose & Laflamme..... 10, 77
Row & Co..... 52
Rutherford, Marshall & Co 40
Ryan, Wm., Co.... 40

"Salada" Tea Co 38
Simpson, R. & J. H. Co..... 51
"Sovereign" and "Lynx" Salmon.. 19
Stavanger Preserving Co..... 23
St. Lawrence Starch Co.. 78
Stringer, W. B., & Co..... 67

Thum, O. & W., Co 5
Tippet, Arthur P., & Co 1
Todd, J. H., & Sons 19
Todhunter, Mitchell & Co..... 25
Toronto Club Coffee Co 50
Toronto Salt Works...inside back cover
Tuckett, Geo. E., & Son Co..... 73
Turner, James, & Co..... 13

Upton, Thos., & Co..... 15

Walker, Hugh, & Son 67
Walkerville Match Co..... 7
Warren Bros. & Co 40
Watt, J. L., & Scott 63
Wethey, J. H.....outside back cover
White & Co. 67
Whitman, A. N. & Son..... 23
Wilson, A. & Son..... 29
Wilson, Archdale..... 3
Wilson, C., & Son..... 2
Wilson Commission Co..... 2
Wilson, W. H., Co. ....inside front cover
Wood, Thomas, & Co..... 10
Woods, Walter & Co..... 29

Borden's "Eagle" brand Milk

Now to be Personal

Are you one of the number who have not yet bought ?

Our proposition should appeal to each individual jobber or retailer. If you are not selling Borden's "Eagle" Brand Milk, it is because you have not got the goods in stock.

If interested, communicate with our representatives.

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO Victoria and Vancouver, B.C.

Why HEINZ 57

PAY BIG PROFITS ?

Suppose two articles cost you 16 cents and you sell each for 20.

Do you figure you make the same profit on each ? Not necessarily.

One sells rapidly. Have to stock it every month. The other sticks four or five months.

You make 25 per cent. on one 12 times a year—300 per cent. Seventy-five per cent. is the other's limit.

IT'S THE TURNOVER THAT COUNTS

Brands of intrinsic merit well advertised sell with the least expense and trouble to the dealer and they pay good profits because they keep your sixpence nimble. The sooner you get your order in for the 57 varieties the sooner the turnover begins.

H. J. HEINZ CO., = Pittsburgh, U.S.A.

Coffees Coffees Coffees

To hold and increase your coffee trade you must sell only the very best brands you can get; if you do not handle the best your competitor will—and get *your* business.

Our blends are smoother, heavier and more mellow than any others to be found on the market.

Ask for our samples of

NO. 1 BLEND
OR
FOREST CITY COFFEE

We also have a special line at 18c. to sell at 30c.—it is the best value yet.

Drop a card for a sample and drink it at your own table.

GORMAN, ECKERT & CO.
LIMITED
LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

A. Wilson & Son, Halifax,
A, N. Whitman, & Son, Canso, N.S

PACKING OF FRUIT.

CERTAIN Canadian apple dealers have been taking exception to numerous suggestions that have come across the sea during the present season from men who pose as being able to gauge accurately the requirements of the British market. These authorities claim there is room for improvement in the methods employed by Canadian packers and suggest, for instance, sending apples in small packages instead of barrels. Canadian packers say they have been long enough in the apple business to know where apple barrels are in demand and where apple packages. The larger English markets prefer apples in barrels. whereas it is only the small dealer who can make use of packages.

Friendly advice in regard to the requirements of the export fruit trade has been offered from time to time by the commercial agents of the Dominion Government stationed in foreign countries. Canadian fruit men appreciate the action of the Government in making such advice possible, but there have been occasions when those for whom the trade suggestions were intended have preferred to take them with a grain of salt. The reason for this is that appointees of the Government have not necessarily such wide or thorough practical experience in trade matters as to make their comments authoritative.

In the matter of fruit packing a considerable proportion of the Canadian trade feels that even those employed by the Government can get a few lessons from the present methods employed in commercial packing. Not that the Canadian Government is not undertaking a commendable work in endeavoring to improve certain aspects of the export trade, but practical experience may sometimes strengthen the hand of the educationalist.

INTERESTING CENSUS FIGURES..

MR. ARCHIBALD BLUE, census commissioner, has made public some interesting facts concerning Canadian industries. He shows that in the agricultural industry, including agriculture proper, dairying and the wood industry, Canada has invested $1,787,102,630. The value of agricultural products he shows to be $443,940,995 or nearly twenty-five per cent. on the capital invested. In fisheries, the capital aggregates $11,208,564, and with a product of $19,768,449 the fisheries are paying a percentage of 176. For agriculture, including forest products, the average value of the products per capita is $77. An interesting comparison, instituted by Mr. Blue, shows that in the United States the agricultural production per head is valued at only $62.

In manufacturing industries, employing five hands and over, $446,916,487 are invested, and the value of the product is $481,053,375, or 107.6 per cent. of the total capital. The capital and products of the dairy industry are included in these figures. The per capita production of Canadian manufacturing industries is consequently $90, while in the United States it is $170.

A COMPLAINT.

THE truth of the old saying that "It is impossible to please everybody," was never more clearly demonstrated than it has been within the past few weeks in connection with the new customs revisions, popularly known as the anti-dumping regulations.

Exception is taken in certain quarters to the involved and verbose character of the declaration foreign exporters have to sign in order to secure the entry of their goods into Canada. All will agree that the utmost care is necessary in this particular if the home market is to be effectually protected against dumping. The difficulty is this: Practically ninety-nine foreign exporters out of every hundred know no more of conditions here than that they have goods and want to sell them to Canadian merchants.

If you were to ask them which is the specific and which the ad valorem duty they would throw up their hands in dismay. As a matter of fact, however, the new declarations not only pay scrupulous attention to such items, but require the exporter of Tarragona almonds, for instance, to make a declaration that his goods are of Spanish origin, and further that they are not from Germany. The foreign trade of Canada should be burdened with impedimenta of this sort as little as is compatible with perfect security to the home market. Only a year ago a large firm of exporters in Bordeaux, France, made a direct complaint to the authorities in Ottawa, on the ground of the endless technicalities connected with the Canadian customs. In order to master the situation they contended that it would be necessary to employ a small army of special clerks if they expected to be master of Canadian trade conditions sufficiently to do business here. Such barriers should not exist, and particularly at this time when it is so essential to Canada to establish herself in foreign markets.

Much of the cause of complaint on the part of exporters would be removed if the new elaborate declarations were confined to manufactured goods. As it is they are uniform over the whole range of foreign produce and cover in addition all free imports which are in no way affected by the dumping clause.

A great deal of unnecessary detail is thus imposed on a large class of exporters, who will find it oppressive even when the regulations are thoroughly understood, which is not the case in many instances, nor have they leisure for unravelling the tangle at seasons when they are engaged within the short period of two or three months in exporting the whole year's output to the various consumptive markets of the world.

CANADIAN MANUFACTURERS' ASSOCIATION.

THE 33rd annual meeting of the Canadian Manufacturers' Association held in Montreal on September 21, 22 and 23, marks another stepping stone in the development of perhaps the most powerful commercial organization in Canada to-day. The aim of the association extends far beyond that for the mere advancement of the interests of its respective members on the assumption that what is good for one is also good in degree for two, and that community of interests is a better policy in the long run than splendid isolation. It places first and foremost the advancement of Canadian manufacturing interests at home and abroad, so much so that it early adopted as its motto the three significant words "Made in Canada."

This year's convention was largely taken up in the investigation of various problems confronting Canadian industries at the present time, and the consideration of ways ad means whereby the manufacturing interests of the country may be improved generally. The various industries as well as the commercial situation were also thoroughly reviewed and commented upon, all with the one object in view, namely that the Canadian Manufacturers' Association might be in a position to seize upon and work out with the greatest possible expedition those aspects of Canadian trade and commerce which are the most vitally connected with the advancement of Canada as a nation.

The key-note of the convention was admirably struck by the president in his opening address when he spoke of the growing importance of Canada as a nation and suggested that one of the first questions to which Canadians must give thought was the importance of establishing, preserving and developing manufacturing industries in Canada. "At the present time no less than $520,000,000 is invested in manufacturing in Canada. In 1881 the figures were $159,000,000. Thus the increase in capital investment during the last twenty years is $361,000,000. As a nation of producers our first thought must naturally be the profitable marketing of our products. There is one market we can safely take, mould and control for the upbuilding of Canadian interests, the home market which is more permanent more remunerative and yields a higher degree of profit to the individual producer than any other.

"The trade and navigation returns for the year 1904 are ample proof of the need of radical changes in the present Canadian Customs tariff if the desired end is to be brought about. The balance of trade has turned against us to the extent of $34,763,131. Imports during the same period from the United States increased by $14,000,000 of which over $8,850,000 was in dutiable goods that to a large extent could be made in Canada. In view of all this the Canadian Manufacturers' Association have declared strongly in favor of an immediate and thorough revision of the tariff upon lines that will more effectually transfer to the workshops of the Dominion the manufacture of many of the goods which are now imported from other countries.

"While such a tariff should be framed primarily for Canadian interests it should also give a preference to the Mother Country and any other part of the British Empire with which reciprocal trade can be arranged. All this in view of the fact that the two great and practically the only markets available for Canadian products to-day are the home market and those of Great Britain.

"The association therefore is in favor of the British and colonal Governments drawing together and appointing representatives to investigate the question thoroughly and to endeavor to evolve a policy of preferential trade that will bind the United Kingdom and her colonies together in a permanent alliance."

In regard to the labor question the stand was taken that it is in the interest of the Canadian workman and the Canadian employer to work together for the protection of native products and to endeavor to arrive at a mutual understanding that will make for peace between capital and labor and prevent the development of class antagonism in this country. The rights of workpeople to organize for the advancement of their mutual interests was conceded although it was pointed out that Canadian interests are continually exposed to inconvenience and menace owing to the fact that the great majority of labor organizations are international. To obtain the best results our labor organizations should be solely Canadian in interest and membership.

The question of insurance, which is agitating Canadian business men at the present time particularly those of Montreal and other cities with congested districts was brought up for consideration. As the manufacturers are the largest payers of such insurance it was strongly urged that measures be taken to secure proper adjustment of rates, and finally proposed that an insurance department of the association be organized. The necessary details of such organization were thoroughly threshed out and a scheme presented to the executive as ground work to build upon.

Among other subjects discussed were the "Fast Atlantic steamship service," "transportation," "increased aid to the woollen industry," "bounties," and "reciprocity with the United States," all of which were ably handled and are certain to be more or less moulded and shaped as to their practical outcome by the opinions of the members of such a representative organization as the Canadian Manufacturers' Association.

TRADING STAMPS.

A BLACK sheep has appeared to disturb the felicity of the retail grocers and general merchants of Western Ontario in the guise of a system known as "premium exchange," which it is claimed is nothing more nor less than a new form of trading stamps.

The trade will remember that a law was passed by the Ontario Government a year or two ago supplemented by a by-law on the part of the City Council of Toronto, prohibiting the giving or receiving of coupons, trading stamps or other similar devices. In the face of this certain grocers in Toronto and Hamilton have taken to distributing among their customers coupons similar to trading stamps. The matter has been carried to the courts, several cases having been tried recently, one during the week, in which a Toronto grocer was fined $10 for distributing such coupons. A charge has also been laid against a concern known as the Premium Exchange Company, by the Retail Merchants' As-

sociation of Canada, on the ground that they are selling trading stamp coupons to the retail trade. At last accounts the defendants had issued a writ against the association claiming damages for alleged interference with their business. They claim that they are in no way liable to the law as merchants do not pay for the tickets until after they are redeemed, that they are merely acting as agents for the retail trade interested, and that a retailer is permitted to issue his own trading stamps and redeem them himself. Just what the outcome will be is hard to say. The Retail Merchants' Association thinks it has a clear case against the Premium Exchange Company, and is prepared to carry its case to the highest court of the land if necessary. On the other hand the Premium Exchange Company claims that its scheme of doing business is justified according to the present law.

In any event the retail grocer and general mercantile trade of Ontario as a whole is opposed to the principle of trading stamps, and it is even being whispered that legislation will shortly be attempted to prohibit the giving of premiums in any form whatever.

AUSTRIAN MERCHANTS IN MONTREAL.

THE cosmopolitan character of trade was indicated last Friday, September 23, when the members of the Austrian Manufacturers' Association were entertained by the City of Montreal. There were Englishmen, French-Canadians, English-Canadians, and the Austrians present.

At eleven o'clock the deputation, accompanied by the wives and daughters of the delegates, visited the Montreal Board of Trade, where they were received by Mr. Geo. E. Drummond, president of the Board, and members of the Council.

Col. Sir Howard Vincent K.C.M.G., who was present, was introduced by the Austrian Consul-General, and addressed the delegates in their native tongue, speaking German with fluency. A member of the party responded, first in German and then in English, after which the party left the council room, where the reception had been held, and made a tour of the building. The party then proceeded to the City Hall where they were received by Mayor Laporte and a number of aldermen.

At noon the party left the City Hall in carriages for Mount Royal, where lunch was served in the garden of Park Ranger Henderson. Alderman Robillard (acting Mayor), Alderman Deserres, Ald. Lariviere, and Ald. Turner were present. The health of the city was drunk and responded to in German by one of the delegates. Afterwards the Angus shops were visited where a couple of hours were spent.

In addition to the manufacturers and merchants, a number of literary men were present including Prof. Gressler, of the Stuttgart Idustrial High School; Prof. Loebner, of Vienna, Inspector of technical education; Prof. Gross, of Tetschin Agricultural Academy; Prof. Cicalek of the Commercial High School, Vienna, and Dr. Rudolf Kobatsch, of the Imperial Consular Academy, who is also secretary of the association.

Rudolph Hofherr a member of the party, stated that the association was

Mr. J. B. Martin.

the oldest of its kind of Austria, having been founded in 1839. It has now a membership of over 3,000. Twenty years ago it founded the technological museum and institute where there were now enrolled nearly 2,000 students. The party left for Boston Friday evening.

MR. MARTIN RETIRES.

MR. J. B. MARTIN, one of the principals in the well-known wholesale house of Laporte, Martin & Co., Montreal will to-day retire from the firm. He has been ordered to give up active business, owing to ill-health. His physicians have further ordered him to go entirely away from his present surroundings, and acting upon their orders Mr. Martin will leave shortly on a tour of the world. He is still in the prime of life and very slightly known outside of his own business. His hobby is work, and early and late coupled with the never ceasing grind of an onerous occupation have told keenly upon his strong constitution.

Mr. Martin was one of the founders of the firm, and has, it is said, been a most valuable member of it. While his partner, Mr. Laporte, who is the Mayor of Montreal has been much in the public eye, Mr. Martin has been almost as much a recluse. His familiar figure in the cosy office just inside the main entrance will be missed and his voice either in reproval or praise will be heard no more within the walls of the premises he has occupied for thirty-five years. He explained that his dropping out would not affect the continuation of the business, which had only recently been transformed into a joint stock company limited.

Mr. L. A. Delorme, who has for years been actively employed as one of the managers of the firm, will succeed Mr. Martin as financial director and secretary-treasurer of the house. Mr. Jos. Ethier, who has been with the house for over sixteen years, remains general manager. The Grocer extends to Mr. Martin, bon voyage and best wishes for a speedy restoration to health.

PERSONAL MENTION.

Mr. E. B. Hardwicke, the Canadian representative of James Pyle's Pearline, is a visitor to Montreal this week.

Mr. Chas. Fairall Fisher, of J. W. Windsor & Co., Montreal, is at present making a tour of Great Britain and Continental Europe, visiting London, Paris, Frankfort, Hamburg, and other large centres in the interest of his firm's large trade. Canadian lobsters obtain a high reputation abroad and from reports at hand from Mr. Fisher a larger trade is in prospect.

L. Chaput Fils & Cie., Montreal, have received a large shipment of new peels (York Confectionery Co.) which they quote at low figures.

New crop evaporated apples are in store with L. Chaput, Fils & Cie., Montreal.

L. Chaput, Fils & Cie., report arrival of 200 cases St. Louis Vichy Water, "Red Clover" brand.

"Owl" chop new crop Japan teas, Nos. 100 and 200 are now ready for shipment by Messrs. L. Chaput, Fils & Cie., Montreal.

"We Don't Pose as Business Philanthropists"

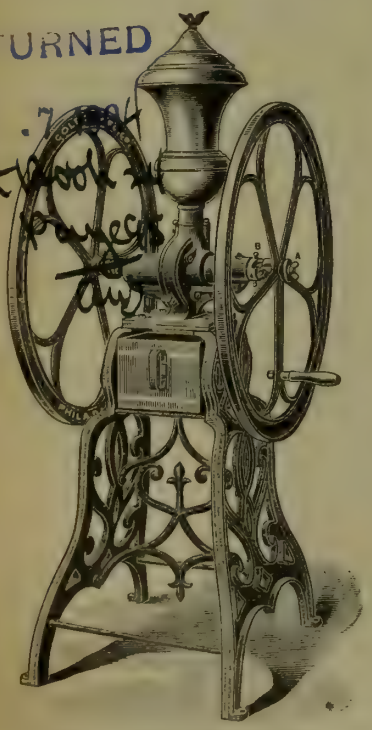
Not at all, we've only one axe to grind, the axe of self interest---the making of money---But our business education has taught us that the vital successful point upon which this must depend, is the well serving of the trade and the public.

A sale of 12,500,000 packets Annually (and still growing) is proof evidence, incontrovertible, that our barque is being steered upon the right course.

Black, Mixed, or Natural Green } Sealed Packets only. Retailing 25c., 30c., 40c., 50c., 60c. Per Pound, Full Net Weight.

Wholesale Terms from **"SALADA,"** Toronto and Montreal.

RETURNED
OCT -7 1904



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

Lily White Gloss Starch

stands out well in your stock. It will catch your customers' attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-pound drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Sept. 29th, 1904.

Groceries.

BUSINESS is good. The big wholesale houses are busier than they were last year at this time and large quantities of goods are being shipped to all parts. Collections are reported excellent, and prosperity seems to be the order throughout the country. Sugar still maintains its interest, the tone of the local market being very firm. The demand for refined sugar is fairly good and considerable business is being done. Spices have advanced all around, peppers being one cent higher and nutmegs also have advanced. Molasses still maintains a strong position with considerable amounts changing hands at 28c. Coffee continues to interest the market and is likely to advance. Maracaibo is scarce on the spot and buyers are finding it a little difficult to fill their requirements. The tea market is firm. Ceylon and Indian greens are not made to any extent and although the demand is not very brisk as a rule, in some quarters enquiries for them still obtain. In canned goods there is a decided firmness and there are many forebodings regarding the new pack. No additional new prices have been issued and continuous speculation is going on in wholesale centres. New prices for tomatoes are expected shortly. The fish market has awakened and and there is a heavy demand for oysters, fresh Malpecques being on the market last Monday; these, however, will be much cheaper when they begin to arrive by freight, instead of express. Dried fruits are very quiet, that is to say, the prices are easy and considerable business is being done. Eggs are still maintaining their firmess; country produce generally is being brought to market freely. There has been a slight advance in the price of eggs, of half a cent. Prices are considerably easier for potatoes, owing to the immense increase of offerings. Flour still maintains its strong position and is likely to keep up as long as the price of wheat is where it is. There is abundance of green fruit on the market, grapes being especially plentiful. Vegetables too, are copiously supplied on the market. A large business is being done locally in onions. Apple exporting is also a prominent feature of the Fall trade, large quantities having been shipped from Montreal this week, as well as from New York.

SUGAR.

The local market for refined sugar is very strong, even more than it was last week. Foreign advices on raw beet remain strong and the recent decline has been recovered. Considerable speculation is in evidence in the London market regarding the condition of the weather and whatever may happen between now and the end of October, it is a safe statement that a large amount of damage has been done by drought, which will, it is estimated, cause a deficiency of a quarter of a million tons in the ultimate yield. This coupled with the remarkable increase in Continental consumption, would serve as a justification of the present prices. It is said that unless heavy rains set in all over the continent during the next two weeks, a further falling off may take place. New York market for refined reports a moderate volume of business and prices are steady. We quote:

Granulated, bbls.	$4 65
" ½-bbls	4 80
" bags	4 55
Paris lump, boxes and bbls.	5 15
" " ½-boxes and 1½-bbls.	5 15
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 30
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 40
" yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 15
No. 1 " bbls.	4 05
No. 1 " bags	3 95
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES.

No new feature has occurred in the molasses situation. Business is very slight. Sales are taking place at 28c regularly. Offers of 25c have been refused for various sized cargoes of Barbadoes molasses. There has been a marked dullness in New Orleans molasses and prices range from 22 to 28c. Antigua has been sold as low as 24c this week. however, 25c is our quotation. We quote:

Barbadoes, in puncheons		0 28
" in barrels		0 30½
" in half-barrels		0 31½
New Orleans	0 22	0 35
Antigua		0 25
Porto Rico	0 45	0 48
Corn syrups, bbls.		0 02¾
" ½-bbls.	0 02¾	0 03
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

There is a good demand for Maracaibo, owing to the spot scarcity. In other grades sales are in small parcels, and trade is comparatively quiet. Coffee is likely to be higher in price. We quote:

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

The decline in Pimento has been maintained. Peppers have advanced one cent all around. Nutmegs also were higher. Jamaica ginger is dull, at prices ranging from 8 1-2 to 10c a pound, according to quality. The general demand for spices is very slow. We quote:

	Per lb.	
Peppers, black	0 18	0 20
" white	0 23	0 29
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 14	0 17

TEA.

China greens are firm and showing good value, and stocks are coming in. China blacks are high and nothing can be had in common grades at less than 11 1-2c. Indian teas and Ceylons are meeting with good inquiry and the tone of the market is steady. At present there is little doing in fine grades of tea. The demand from jobbers is slow and owing to the fact of Japan tea of fairly good quality being offered at extremely low prices, holders of Ceylon greens state that they find it somewhat difficult to make sales. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

The interest in canned goods is chiefly of a waiting character at present, because in a wholesale way most of the buyers have placed their orders and are waiting for the delivery. The scarcity of tomatoes is still more convincing and corn also is very scarce, new prices being expected daily. Salmon continues

Raisins and Peels

NEW Selected Valencias also Lemon, Orange and Citron Peels

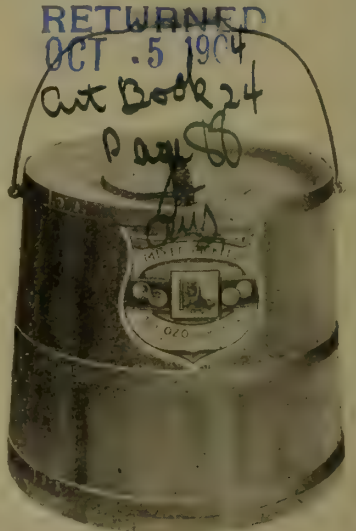
JUST TO HAND

WE GUARANTEE PROMPT SHIPMENT.

WARREN BROS. & CO., : : TORONTO.

Our Premier Pickles in bottles are high-grade pickles at a low price. They are well cut, firm, crisp, and a good color, nicely packed in the usual size bottle, with an air-tight capsule, and neatly labeled. They make an attractive package that is easily and quickly sold. Retail for 15c. In cases of 3-doz., $1.05; or in bbls. of 6-doz., $1.00; nett 30 days. We will pay the freight in lots of 5 bbls. or 10 cases or over to all stations in Ontario and Quebec.

Our Bulk Pickles are packed in a clean, wholesome manner and nothing but the best of the vegetables goes into them. They are spiced with pure spices by an adept. The vinegar is our own special pickling, pure and pungent. It brings the best results. In pails, 1 gall., 75c.; 2 galls., $1.40; 3 galls., $1.95; 5 galls., $3.00; 10 galls., $5.50. In bbls., any size, 45c. per gall. Freight paid on five 5-gall. pails or over to all stations in Ontario and Quebec.



THE OZO CO., Limited, - MONTREAL

Do you get our Quarterly Price Current?

Write us

for our list and prices on

Preserved Fruits

McGregor Quality

—therefore highest grade made.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

to be a puzzle and the strong position of high-grade stock is still maintained. We quote:

Fraser River salmon		5 75
Skeena "		5 65
River Inlet and Lowe Inlet salmon		5 35
Spring sockeye		5 00
Cohoes		4 00
Humpbacks		2 75
Tomatoes		1 05
Corn		1 25
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10½
Raspberries		1 47½
Lawtonberries, 2s		1 57½
Raspberries, black		1 42
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20½
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47
Cherries, red pitted, 2s		2 30½
Baked beans, 3s		1 03
3-lb. apples		0 90
Gallon apples		2 26
2-lb sliced pineapples	2 00	2 10½
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later:

VEGETABLES.	Per doz.
Sugar beets	$0 85 $0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" Gal.		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 30
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " " "		1 72½
3's " " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

Foreign Dried Fruits.

The weakness reported last week from Greece continues. Further declines have taken place. Fairly active business has been done during the week, considerable demand being noticed from Western buyers. Now that the second direct vessel has sailed from Patras any further orders will come by way of European ports direct here or via New York, so that the extra freight will more than make up the above reduction in prices. New Valencias are in from Spain and are selling at 6 1-2 to 7c. California raisins are selling well on spot, somewhat limiting the demand for Valencias. We quote:

VALENCIA RAISINS.		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07½	0 07½

FIGS.		
Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.		
Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.		
London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.		
Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " 100-120s		0 04

CURRANTS.		
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

The apple export trade was never better than it is this year. Large quantities of apples are being shipped from New York. The Oceanic going out this week with 15,000 barrels. All kinds of fruit seem to be plentiful. Grapes and pears and peaches are selling at good stiff prices. Several carloads of bananas have been disposed of this week at very low prices. Peaches maintain their strength and while they are selling well, high prices are still obtained. Very little change has taken place. We quote:

Cocoanuts, per bag of 100		3 50
Canadian apples, in bbls	1 00	2 25
Pineapples, 24 to case		4 50
" 30 to case		3 50
Bananas	1 10	1 50
Bananas, red, per bunch		1 00
New Messina lemons 300's		3 75
" " 360's		2 75
Peanuts, Bon Tons		0 12½
" Sun brand		0 11½
" Diamond G brand		0 09½
" Coon brand		0 08
New Brazils		0 13
Sweet potatoes, per bbl		3 00
Limes (100)		1 25
California peaches, per crate		1 65
California plums, per crate	2 00	2 25
California late valencias, per box		4 75
Verdelli lemons, 300's, per box		4 00
California Bartlett pears, per box		3 50
" " per half box		1 65
California grapes, per crate		2 50

Vegetables.

Vegetables continue to come in more freely every day. The onion crop is interesting Montreal just now, where sales have been made in carlots at $1.75 to $2 f.o.b. Red onions are said to be a short crop; buyers claim that they can do better in the west where sales have been made from Montreal at 80c per bag of 80 pounds. Red onions are scarce and are reported at $3 a barrel f.o.b. car. Some purchases have been made in this market for shipment to the Lower Provinces. We quote:

Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 20
Mushrooms, per lb		1 00
Mint, per doz. bunches		0 20
Parsley, "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
Michigan celery, per doz		0 40
Canadian celery, per doz		0 35

Fish.

All kinds of fish are coming in more plentifully. Fish dealers are experiencing improved demand. Prices for fresh fish are lower, especially haddock and cod. Lake fish are arriving freely; haddies continue very scarce, it being almost impossible to secure any regular supply. Other salt fish are plentiful. New smoked herring are now on the market. Prices are on the decline. There is a good demand for bulk oysters. The first Malpecques have arrived and prices are exceedingly high, but this will change when they come in by freight instead of express. They are now selling at from $9 to $10 a barrel. Salt herring are meeting with a ready sale. Green codfish have begun to arrive and are in good demand. Salt salmon is very scarce. Some small lots of choice Labrador salmon have been

secured this week by one prominent firm. We quote:

Haddies	0 07½
Smoked herring, per box, new	0 18
Fresh haddock, per lb.	0 04
Pike, " round and dressed	0 06½
Halibut, per lb.	0 11
Gaspe salmon, fresh frozen	0 15
B. C. Salmon, fresh	0 14
Fresh steak cod	0 06
Lake trout, per lb.	0 08
Whitefish	0 08
Dore	0 08
No. 1 Labrador herring in 20-lb pails	0 75 0 85
No. 1 Herring, Labrador, per bbl	5 00 5 50
" " half bbl.	3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	0 95
Holland herring, per keg	0 65 0 75
Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish, " " "	0 05
" " loose, in 25 lb. boxes	0 04½
Pure Georges cod, 40 lbs	0 07½
Skinless cod, cases 100 lb. (new)	5 00
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian ½ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz	2 25
Standard bulk oysters, per gal.	1 40
Selects	1 60
Dressed bullheads	0 08
" perch	0 08

Country Produce.

EGGS.

The tone of the egg market is strong. Prices have advanced half a cent per dozen. The demand was good and sales in a wholesale way were made at 18 1-2 to 19c per dozen. Selected stock sold at 21 1-2 to 22c in a jobbing way.

POTATOES.

The tone of the market is easier, owing to increased offerings. The tendency of prices is to drop. Carlots of good sound stock sold at 60 to 65c and common, 55 to 58c per bag.

BEANS.

Steadiness marks the bean market. Prices show no change. We quote:

Choice primes	1 30 1 35
Less than car lots	1 40 1 50
Primes	1 40

HONEY.

Honey remains featureless. The demand for white is slow while there seems to be a good inquiry for buckwheat. We quote.

White clover, extracted, tins	0 08 0 08½
" " kegs	0 07½ 0 08
" " comb	0 10 0 10½
Buckwheat	0 05½ 0 06½

MAPLE PRODUCTS.

Prices are unchanged and trade is very slight for all kinds of maple products just now. We quote:

Maple syrup, in wood, per lb.	0 05½ 0 05½
Maple syrup, in large tins	0 50 0 60
Pure sugar, per lb.	0 07½ 0 08
Pure Beauce, county, per lb.	0 08 0 09

HOPS.

New hops have been sold this week at 30c. Choice seedlings have been quoted at 23c to 35c. An inquirer for American hops, stated last Monday that the New York hops could not be laid down here under 38c duty paid. We quote:

Choice	0 30 0 31
Fair to good	0 24 0 28

Flour and Feed.

FLOUR.

Flour continues to hold its high price and is no doubt maintained there by the high price of wheat, coupled with the work of speculators. Certainly the price of flour is considered abnormal. The Ogilvie Milling Co. have most encouraging reports from the harvesting in the Northwest. We quote:

Manitoba spring wheat patents	5 80
" strong bakers'	5 50
Winter wheat patents	5 48
Straight rollers	5 35
Extra	4 50
Straight rollers, bags, 90 per cent	2 50 2 60

ROLLED OATS.

Cooler weather has stimulated the demand for rolled oats. Prices remain unchanged. We quote:

Fine oatmeal, bags	2 10
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, "	2 55
" brls.	5 00

FEED.

The strong position of mill feed is very noticeable and millers' stocks continue to be low. We quote:

Mouillie	22 00 28 00
Ontario bran, in bulk	17 00 17 50
" shorts	19 00
Manitoba bran, in bags	19 00
" shorts	21 00

HAY.

Considerable interest is being taken in hay that has been shipped to St. John's, Nfld. Some of this is baled hay. The shortage in hay in Nova Scotia has occasioned considerable demand for stock in Quebec and Ontario; $9 is about all that can be obtained for No. 1 f.o.b. Sales have been made in St. John's, Nfld. for $20 gross ton of 2,240 pounds. Dealers, however, say that there is no money in shipping at $9 per ton here, as the freight and duty amount to $8 per ton. We quote:

No. 1 timothy	8 50 9 00
" 2 " choice	7 50 8 00
" 2 " ordinary	7 00 7 50
Clover and clover mixed	6 50 7 00

ONTARIO MARKETS.

Toronto, Sept. 29, 1904.

Groceries.

THE grocery trade continues to hold its own, a fair to good volume of business being reported during the week. It is not expected that the full tide of Fall and Winter trade attending the close of navigation will be on before the first of October; meanwhile travelers see the beginning of a big ending to the grocery trade of 1904.

Arrivals of new Valencia raisins, peels, and currants are reported, and quotations are now on the market. The Mediterranean fruit season, which will set in in the course of a month, will tend to stimulate the grocery trade generally.

Sugar is firm but rather dull, owing to the comparatively small quantity being used for preserving purposes as a result of the shortage in the fruit crop. Considerable anxiety is being manifested in regard to the tomato and corn pack of 1904, which it is thought will be seriously curtailed as a result of damage from Autumn frosts. The damage to corn is reported as even greater than that to tomatoes, and it is probable that higher prices will rule than a year ago.

Trade in syrups and molasses is progressing favorably. Tea and coffee continue quiet, the latter being very firm and high. A seasonable trade is reported in rice and tapioca, spices, foreign nuts and bird seed, with no special features. A good and increasing volume of trade in dried fish is reported, improved demand being noticeable for dried cod fish packages. Scaled herring are expected on this market shortly, and will retail at a higher price than usual. Evaporated apples have arrived and are selling at from 6½ to 7c per lb.

CANNED GOODS

The principal item of interest in canned goods this week is the damage by frost to growing tomatoes and corn. In some districts the tomato vines were killed outright and serious damage is reported from the tomato growing districts of Ontario generally. In view of this packers will be seriously inconvenienced, and there is every likelihood now of a comparatively small pack of tomatoes this year with correspondingly higher prices. Corn is in the same predicament, and it is feared the damage has been even more serious than to the tomato crop. Rumors are common that there will be a shortage in the corn pack.

Canned fruits are moving slowly as usual at this, the fresh fruit season, except in extreme north and western markets. A reasonable demand for salmon continues at the high price ruling. There will be few if any sardines offering on the market this year in consequence of the failure of the sardine fisheries in France. We quote the following prices:

Apples, 3's	0 90
" gallons	2 20
Asparagus, American	4 00
" tips, 2's	2 65
Beets, 2's	0 90
Beets, 3's	1 00
Blackberries, 2's	1 50 1 70
Beans, 2's	0 80 0 92½
Corn, 2's	1 25 1 35
Cherries, red, pitted, 2's	2 20
" white	2 40
Peas, 2's	0 82½ 1 30
Pears, 2's	1 45 1 60
" 3's	1 90 2 10
Pineapples, 1½'s	1 50 1 60
" 2's	1 80 2 75
" 3's	2 50
Peaches, 2's	1 87½
" 3's	2 82½
Plums, green gages, 2's	1 10 1 40
" Lombard	1 00 1 30
" Damson, blue	0 95 1 25
Pumpkins, 3's	0 95
" gallon	2 50
Rhubarb, 3's	1 90
Raspberries, 2's	1 40 1 60
Strawberries, 2's	1 47½ 1 75
Succotash, 2's	1 00
Tomatoes, 3's	1 12

Lobster, talls		3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92½
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 72½
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases		1 70
1-lb. flats, 5 to 9 cases		1 85
1-lb. talls, 10 to 25 cases		1 67½
1-lb. flats, 10 to 25 cases		1 82½
Chums	0 95	1 00
Sardines, Sportsman ¼s		0 15
" ½s		0 23
" Portugese ¼s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" imported	1 45	1 55
California ripe olives, tins, per doz		1 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "		9 00
" 14s, "		20 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

For fuller quotations on 1904 pack of fruit aod vegetables see Quebec markets.

SUGAR.

Since our last report the tone of the sugar market has considerably improved, prices in Europe stiffening fully 3d per cwt., and closing after slight fluctuations at from 2¼d to 3d per cwt. above last week. As we go to press prices for September shipment are 11s ¾d, and for October shipment 11s 5¼d, as compared with 10s 10½d and 11s 2¼d a week ago.

A fair business in cane sugar has transpired during the week comprising the sale of a cargo of 5,250 tons Javas at Delaware breakwater to the Arbuckle refinery at 11s 9d per cwt, c. i. f. equal 4½c d. p. for basis 96, and later a cargo of 3,770 tons Javas at breakwater at 11s 10d c. i. f. New York, equal to about 4.30c d. p. for basis 96 to the Federal Refinery. The only other business transpiring was the sale of about 5,000 bags Cuban sugars to the National Sugar Refinery Co., at 2 15-16c c. and f. for basis 95, equal to 4 5-16c landed d. p. for basis 96. We hear of another sale of Cubans to the same refiners at same d. p. parity; quantity not reported. Cuban sugars are getting scarcer all the time and the balance on hand are held at above current prices for Javas. While this state of the market continues refiners are giving more attention to latter sugars except all offerings on basis of 11s 7½d c. and f. and 11s 9d c. i. f. basis afloat. It is reported that they have secured quite large future shipments on this basis. Latest advices from Europe indicate no change in the crop situation.

Receipts at U. S. Atlantic ports for the week ending Sept. 21 were 45,879 tons, which were fully counterbalanced by meltings of 46,000 tons, leaving stocks practically unchanged from previous week, say 148,462 tons, a decrease of 28,782 tons from last year. There is now only one central factory grinding in Cuba, as against two at the same time a year ago, and stocks in the island are reduced to an abnormally low figure, namely, 15,000 tons, making stocks in U. S. and Cuba combined of 163,462 tons as compared with 347,716 tons last year, a decrease of 184,254 tons. Total stocks of Europe and America at latest uneven dates were 1,183,462, against 1,739,896 tons last year, the decrease now being 556,434 tons.

There are no changes to note in the refined market, the situation remaining firm with steady call for shipments under contract and a moderate amount of new business is reported. There are those who anticipate that the stronger position in raws must ultimately be reflected in refined and a good demand for the latter is anticipated. In Canadian refined there are no changes to note; the demand continues moderate. We quote the following prices :

Paris lumps, in 50-lb. boxes	5 38
" in 100-lb. "	5 28
St. Lawrence granulated	4 73
Redpath's granulated	4 73
Acadia granulated	4 63
Berlin granulated	4 63
Domestic beet, granulated, 1902 (off grade)	4 43
Phoenix	4 63
Bright coffee	4 53
Bright yellow	4 48
No. 3 yellow	4 43
No. 2 "	4 23
No. 1 "	4 13

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The molasses trade continues to improve steadily as cold weather approaches, last month's trade having been exceptionally good. New Orleans business is confined largely to one or two brokers, others not being able to meet inquiries with suitable quotations. The demand for corn syrups continues seasonable, while a number of orders for high-grade West Indian molasses were placed during the week, and it is expected that there will be considerable of it on the market in a short time. Years ago Toronto firms handled large quantities of Barbadoes, Porto Rico, etc., molasses, but latterly the trade has diminished considerably because the consumer in Ontario has taken a notion for small fancy packages. It looks as if the old favorite was about to come into general favor once more. Our quotations are as follows :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 36	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The tea market is without special features for the week, with business quiet.

The manufacture of Indian and Ceylon green tea has practically ceased for the present, owing to lack of demand generally on this side. This lack of demand is not the result of a falling off in consumption here, as teas are going out steadily to consumers and are as much in demand as ever, but owing to over importations, important contracts having been entered into with India and Ceylon at the time of the declaration of the Russo-Japan war in anticipation of high prices on Japan tea. The fact that Japan teas are actually some cents per pound lower than last year has compelled merchants to import somewhat more freely on top of Indian and Ceylon stocks, resulting in temporary oversupply.

Ceylon and Indian estates have the facilities for turning out green tea as soon as there is an export demand at remunerative prices, so that the fact that they have stopped making green teas at the present time does not mean that they have abandoned the green tea trade.

Business in black teas has been a little better than last week, though buying is still on a moderate scale. Our quotations are as follows :

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra firsts	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES

Only a seasonable demand in coffees is reported for the week at the high level of prices ruling. Locally there is no special feature of the market to report. Brokers report that coffee is dull on the street, and that buyers are still holding off, waiting for more favorable quotations. The latter hint, however, that stocks are already quite low and that they will be obliged to buy in the very near future. Meanwhile actual business is in the air and the brokers are doing nothing more than keeping their customers advised on the state of the coffee market.

Increased speculative interest has been shown the past week in the mar-

ket for contracts. Early in the week there was an easier turn to prices. Subsequently, however, there developed a better undertone and all of the decline was recovered. The tone of the market at the close was steady.

The easier drift to values which developed during the first half of the week was the effect of selling by tired speculative holders to liquidate their accounts. The movement of the Brazil crop continued heavy, and this, coupled with an indicated large increase in the world's visible supply during September, generally estimated at about 700,000 bags, and which, if true, will place the world's visible supply of coffee on October 1 at about 14,200,000 bags, or about 400,000 bags larger than on the same date last year, had a discouraging effect with some of the trade. It was pointed out, however, that although the world's stock of coffee is larger than at this time last year, Europe's supply is smaller than a year ago, the stock in Brazil ports about the same as last year, and that the increase is in the supply of coffee for the United States, and which is figured as about 900,000 bags larger than the corresponding time last year. The significant fact about this large increase in the supply of coffee for the United States, it is claimed, is that it is believed to be controlled by the two largest trade interests of that country, and who are believed to be accumulating coffee, anticipating higher prices as the season advances.

Crop news from Brazil during the week has continued of a bullish character. Several firms cabled from Santos saying that the flowering or prospects for the 1905-6 Santos crop was unfavorable, and one firm cabled reiterating their estimate of 6,250,000 to 6,750,000 bags as the yield of the present Santos crop. Cable advices also were received saying that a falling off in receipts was expected.

We quote the following prices :

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6		0 10½
" " No. 5		0 11
" " No. 4		0 11½
" " No. 3		0 12
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
" Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

A seasonable demand exists for rice and tapioca at unchanged prices. This time of year is not the season of greatest consumption in rice and tapioca — their time comes in the Winter and early Spring, when supplies of fruit begin to run low. Patna rice is reported as a fair to good crop and Japan as a full crop, although more of the latter will be required at home this year on account of the war. Our quotations are as follows :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat		0 04½
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

SPICES.

The spice trade continues active and steady with no special feature to record except a continued firmness in the pepper market. Quotations remain unchanged. We quote the following prices:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Foreign Dried Fruits

During the week new Valencia raisins, new currants and new peels arrived on the market. The bulk of Mediterranean fruit, however, will not be here for some time yet.

In California the raisin situation is stronger owing to recent rains which have seriously interfered with the gathering of this season's crop. Cable advices just received from Denia say the market in Valencia raisins is very strong and that an advance is expected in the very near future in view of the shortage of the crop as compared with last year, when the average price was not above to-day's quotations. Quotations on Malaga raisins indicate a low price in view of a plentiful crop.

General importations of foreign dried fruits are on a much smaller scale than in previous years. Present indications point to short supplies during the heavy distributing season between the present time and the end of the year. We quote the following prices :

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05½	40-50s	0 07½	0 08
70-80s	0 06	0 06½	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES.

	Per lb.
Californian evaporated	06½ 0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¼	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected	0 07	0 07½
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 09	0 10
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

During the week under review the market in pecans became stiffer, although no material change has taken place in the price list of this week. Brazils are firmer and reports state good crops. The market generally continues good. Our quotations are as follows :

Peanuts, green, per lb	0 08	0 10
" roasted "	0 10	0 12
" Spanish, green, per lb		0 09
" " roasted, "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb		0 12
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 10
Filberts, per lb		0 11
Pecans, per lb	0 14	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 00

DRIED FISH.

The dried fish trade is improving steadily, a particularly good demand for prepared cod fish being reported during the past week. The next item of interest in dried fish circles will be scaled herring, bought to arrive shortly, which will sell at 20 to 22c per box, the highest point ever reached in this article. The principal reason assigned is the poor herring catch for the present season. Our quotations are as follows:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks	0 06½	0 07
Pure cod, per lb		0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06
Labrador herring, per bbl		6 00
" " per ½ bbl		3 25

BIRD SEED.

The bird seed situation remains practically unchanged from last week. High prices rule with the result that more seed is being sold in packages than in bulk. We quote the following prices :

Canary seed, per lb	0 06½	0 07
Hemp "		0 04½

EVAPORATED APPLES.

1904 stock evaporated apples have arrived on the market and are selling at 6½ to 7c. Indications are that evaporated apples will be plentiful this season, evaporators all over the country being now in operation.

Country Produce.

EGGS.

Dealers are gradually taking their wagons off the route and it is likely that larger quantities will be reaching the Toronto market from now on. Prices are irregular, running as high as 23c for first-class eggs. The price quoted this week is 19c, but if a buyer wishes to be guaranteed fresh eggs he must pay over 20c. Dealers would rather sell the eggs as they arrive at 19c than get even 23c for the best quality and grade down to what they are obliged to accept for seconds and cracked eggs.

BEANS.

Prices on mixed beans have advanced 5c per bushel; primes 10c per bushel, and hand-picked have advanced from $1.50 and $1.60 to $1.60 straight. Limas remain unchanged. This change in price

1842 **READY FOR BUSINESS AGAIN** 1904

We are now in a position to fill our Customers' orders with

FRESH STOCK.

LOOK UP YOUR WANTS FOR FALL.

1904——CROP——1904

Canned Goods Vegetables Fruits

VALENCIA RAISINS, JOSE PART, First direct Steamer, F.O.S. Selected. 4-Crown Layers.

TRENOR & CO., 2nd direct Steamer, F.O.S. Selected. 4-Crown Layers.

VALENCIA Shelled ALMONDS

BEVANS TABLE RAISINS, all qualities, all sizes.

EVAPORATED APPLES (in store), 25-lbs. and 50-lbs.

CALIFORNIA PRUNES, 25-lbs.

"GRIFFIN & SKELLEY" SANTA CLARA. 30/40, 40/50, 50/60, 70/80, 80/90, 90/100.

CURRANTS — CURRANTS

Half-cases, Cleaned and Uncleaned, 1-lb. cartons.

CALIFORNIA SEEDED RAISINS

Heliotrope, 16-oz., GRIFFIN & SKELLEY.

Evaporated Apricots Peaches Pears

FIGS

LAYERS TABLE, - - "TAPNETS" 1¾-mc, 2, 2¼, 2¾. 12-oz. and 16-oz.

ENGLISH PEELS. (In Store.)

LEMON, ORANGE, CITRON (32—7-lb. boxes per case) YORK CONFECTIONERY CO., GLASGOW.

WILLIAMS BROS. CO., Limited

Pickles, Jams, Catsup, Mustard, Sauces, Relish, etc. CASES, KEGS and BARRELS.

NUTS. (All Kinds.)

Grenoble (Walnuts) Tarragona S. Shell, Filberts, Pecans, Brazil, Peanuts (small and large).

DATES. (Hallowee.)

LOOSE and ONE POUND.

All orders placed with us for Fall delivery will be shipped in due course.
Let us hear from you. Quotations and Samples furnished with the greatest pleasure.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS, AND IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS,

21——ST. ANTOINE ST.——21

MONTREAL

is due to the strong export demand which has sprung up during the last week. At present trade is brisk with a good supply to meet all requirements. We quote the following prices :

Beans, mixed, per bush		1 30
" prime, "		1 45
" handpicked, per bush		1 60
" Lima, per lb	0 06½	0 07

HONEY

At present there is a fair inquiry for this article. Prices are unchanged. We quote the following prices :

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz	1 75	2 00
" " No. 2, "		1 50

Green Fruits.

Since date of last writing California late Valencias have been struck off the list. The season for importing California fruit is practically over. At present there is one car of Idaho plums on track at local market and this, along with Cape Cod cranberries and bananas, is practically all of the imported fruit here. Cape Cod cranberries are easier this week and are selling at $8 per bbl. Bananas are still plentiful and cheap. Large lemons are scarce. New Messinas are expected on the market next week.

Jamaica oranges are arriving in fair quantities. Shipments are being made in both bbls. and boxes. The quality of these goods is better this year so far as a result of the cold air cells which have been built in the freight compartments of ocean liners, thus keeping the fruit cooler and firmer. As a result of good supply prices have declined $1 on bbls. and 25c on boxes. Shipments of Almeria grapes may be expected within two weeks. Reports state quantity and quality of crop good.

Canadian peaches have arrived in fair quantities during the week and prices have become easier. Prices on pears and plums have advanced. Tomatoes are arriving in larger quantities and we may look forward to good supplies if warm weather continues. The season for Clapp's Favorite pears, Champion and Moore's Early grapes is practically over. Crabapples are selling at from 15 to 25c per basket, and from $1.50 to $2.50 per bbl.; Worden grapes at 30c per basket, and Brightons at from 25 to 40c per basket. Reports state that apples are plentiful in all districts, but that in some districts the quality is 40 per cent. better than in others. All dealers are of the opinion that apples will be cheap during the coming Winter. The market has been dull during the past week, but dealers are looking forward to improved conditions.

Our quotations are as follows :

Jamaica oranges, per bbl		5 50
" per box		3 25
Verdelli lemons, 300's, per box		4 00
" 360's, per box		3 50
Florida pineapples, per crate	3 00	3 50
Bananas, large bunches	1 25	1 75
Bananas, 8's, per bunch	1 00	1 25
Apples, Canadian, baskets	0 15	0 25
Limes, per box		1 00
Tomatoes, per basket	0 20	0 30
Cantaloupes, Can., per basket		0 25
Cantaloupes, Can., per crate	0 50	0 60
California peaches, per crate	1 25	1 50
" plums	1 25	1 50
California Bartlett pears, per box	2 25	2 50
Peaches, fancy, per basket	0 90	1 00
" choice, per basket	0 50	0 75
Sweet potatoes, double heads, per bbl		4 00
" cloth covers "		3 00
Plums, Canadian, large	0 75	0 85
" Lombard's	0 75	0 80
" green gage	0 75	0 80
Pears, Canadian, Bartletts, per basket	0 50	0 65
" Moyer's, small basket		0 30
" Rogers' red. "	0 25	0 30
" Niagaras, "	0 22½	0 25
" " large basket		0 40
California grapes. Tokay's, per crate	2 00	2 25
Concords, small baskets		0 25
" large "		0 35
Wordens, per basket		0 30
Brightons, "	0 25	0 40
Crab Apples, per bbl	1 50	2 25
" per basket	0 15	0 25

APPLE SHIPMENTS.

Total apple shipments from all ports week ending Sept. 24 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Montreal	16,653	184	11,292	999	29,129
Boston	11,624	146	1,385		13 155
New York	20,510	809	10,202	1,983	33,504
Portland, Me.	961	....	....	....	961
Halifax	....	20,194	....	....	20,194
Total for week	49,748	21,323	22,880	2,982	96,943
Same time 1903	79,619	31,528	28,113	12,144	151,404

A cable from London on the apple situation, dated Sept. 28, reads : Demand better ; prices show slight improvement. Greenings XXX, 9s. to 11s. ; XX, 7s. to 8s. Colverts in general, 8s. to 10s. Gravensteins, 14s. to 16s. Kings, 20 oz., Blenheim and Ribston Pippins 12s. to 14s.

Vegetables.

The demand for vegetables on this market is fair; onions are selling well and are scarce. At present trade in cauliflowers is slow owing to an over supply. During the week beets and carrots advanced 10c per bag. We quote the following prices :

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 15
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz		0 15
Carrots, per bag		0 60
Beets, new, per doz		0 20
Beets, per bu		0 50
Beets per bag		0 60
Rhubarb, per doz	0 20	0 25
Dry Onions, per bag		1 25
Dry Onions, per basket		0 40
Silverskin pickling onions, per basket	1 00	1 22
Green house water cress, per doz.		0 25
Green cucumbers, per basket		0 25
Pickling cucumbers, per basket	0 50	0 90
Waxed beans, per bush	0 75	1 00
Cauliflowers, per doz	0 75	1 50
Green peppers, per basket	0 35	0 50
Red peppers, per basket	0 75	1 00
Michigan celery, per doz		0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Green corn, evergreen, per doz	0 10	0 15
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 85
Butter squash, per doz	0 75	1 25
Parsnips, per doz		0 30
Cabbage, per head		0 05
" per doz	0 25	0 50
Turnips, per bag		0 50
Pumpkins, each	0 10	0 15

Fish.

Pike are very scarce, the market being bare at present. The demand is brisk and prices continue unchanged. The supply of oysters is good, and as a result of the cool weather there is a good demand for this article. In addition to our list we have ciscoes selling at $1.25 per basket. The demand is fair with a very uncertain supply. Our quotations are as follows :

Halibut, "		0 10
Sea salmon, "		0 18
Whitefish, fresh caught, per lb		0 09
Haddock " per lb	0 06	0 07
Cod, steak " "		0 07
Perch " "		0 06
Trout, lake, per lb		0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb		0 06
Finnan haddie, per lb	0 08	0 09
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 50
" "Standards," per small pail		4 50
" "Selected," " "		5 35
Ciscoes, per basket		1 25

SEEDS.

Under date of writing deliveries are coming forward more freely. Alsike prices range from $4.65 to $6.25, while choice and fancy seed is bringing from $6.75 to $7.25. Low grades and alsike containing trefoil and timothy are at a discount. It is yet too early for other seeds. Prices remain unchanged with the exception of the classifications made on alsike. Prices quoted are as follows :

Alsike clover, per bush	4 65	6 25
"Fancy" or "Choice"	6 75	7 25
Mammouth clover, per bush	5 50	6 25
Timothy	1 00	1 35

Grain, Flour and Breakfast Foods.

GRAIN.

During the week "Manitoba Northern" No. 1 has declined 1c per bushel, and No. 2, 1-2c per bushel while No. 3 stock is exhausted. Red and white have each dropped 1c per bushel. Oats are easier and are now selling at from 35 1-2 to 36c per bushel. Rye is stronger, having advanced 1c per bushel. Prices quoted buyers are as follows:

Manitoba wheat, Northern No. 1 " "	1 11	1 11½
" " " No. 2 " "	1 08½	1 09
Red, per bushel, on track Toronto new	1 08½	1 09
White " " "	1 08½	1 09
Barley " " "	0 46	0 49
Oats " " "	0 38	0 38½
Oats, new " " "	0 35½	0 36
Peas " " "	0 69	0 70
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " "	0 65	0 66

FLOUR.

The flour trade continues good. As wheat is slowly declining in price, the outlook is for lower prices on this market. Prices remain unchanged. Our quotations are as follows:

Manitoba wheat patents, per bbl		5 70
Strong bakers "		5 40
Ontario wheat patents "	5 50	5 60
Straight roller "	4 90	5 10

BREAKFAST FOODS.

As a result of keen competition "Rolled Oats" in wood, bags and broken lots have each dropped 25c. Oats have become easier on the grain market. The demand is strong and supplies are good. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl		5 05
Rolled oats, standard, carlots, per bbl., in bags		4 25
" " " " " in wood		4 50
" " " " for broken lots		4 65
Rolled wheat, per 100-lb. bbl		3 00
Cornmeal		3 35
Split peas		5 00
Pot barley, in bags		3 75
" in wood		4 00

Hides, Tallow, Skins and Wool.

During the week under review lamb skins and shearlings have each advanced

5c, caused by growth of animals, thus making the skins older, larger and more expensive.

Auction sales are being held in London, England. These auctions take place four times a year and rule the markets of the world. There is a liability of a change in prices after present sales are over. With the exception of the two above mentioned articles prices remain unchanged. Our quotations are as follows :

HIDES

No. 1 green steers, per lb	0 09
" 2 " " "	0 08
No. 1 green, per lb	0 08½
" 2 " "	0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 15 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Lamb skins	0 70
Shearlings	0 70

TALLOW.

Rendered Tallow, per lb	04½ 0 04¾

WOOL.

Unwashed wool, per lb	0 11½ 0 13
Fleece wool, new clip, per lb	0 20 0 21
Pulled wools, super, per lb	0 20 0 22
" " extra "	0 21 0 23

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Sept. 22, 1904.

TRADE conditions continue normal. Business with the Yukon will drop off from this date, the consignment of through shipments having been refused by the White Pass and Yukon Railway Company. This took place a week ago, and the date is somewhat earlier than last year, but the company wishes to avoid as far as possible the position in which it finds itself at the close of navigation every year, namely, that of having large quantities of merchandise on hand at White Horse, which has to be stored over Winter. Perishables are generally rushed through, and nothing but the staples lie over. Already this year there are 3,000 tons of merchandise at White Horse, besides cattle, awaiting shipment down the river. The water is very low in the upper Yukon this year, and this condition combined with the closing of navigation by frost, which will take place almost any time after the first of the month, will likely prevent all of the goods being taken down to Dawson. What cattle are over are slaughtered, and the carcasses shipped over the ice.

* * *

The biggest features in the market are the jump in the price of flour and the scarcity of eggs. Manitoba patents have gone up 30 cents per barrel, one of the largest advances yet, and the market is firm at that. Wheat has also advanced in sympathy. While eggs have not advanced, the figures are very firm, consequent upon the few fresh eggs in the market. Eastern eggs are somewhat better than a month ago, and are worth 26c. The local article goes from 30c to 35c. Butter remains the same, local creamery retailing at 30c, with preferred article at 35c.

* * *

Another feature is the corner in potatoes, which it is thought may prove successful. The main source of supply is Ashcroft, where the best potatoes on the coast are grown. They are eagerly sought after, and large shipments are made to all parts of the province, and to the north. Mr. Sol. Oppenheimer, of the firm of Oppenheimer & Sons, who is thoroughly familiar with the produce market, claims he has secured all the potatoes for this Fall, and will be able to command the market. The necessary money for the operation was put up by Mr. J. West, an Australian, who has come to Vancouver and is investing largely in business property. The effect of this action is not yet apparent, it being a little too early, but later in the season the result may be noted.

* * *

Generally, local business is up to expectations for this time of the year, and orders for fall trade have been satisfactory. Payments are fairly prompt, and little complaint is made on that score. The vegetable market is featureless, and the fruit business is brisk with very little change to note. Plums are slightly higher, as the season is advancing, and the demand for them is very good. California dried apricots, pears and peaches are all reported to be a short crop, and the market is thus somewhat unsettled. Coffee has an upward tendency, while there is nothing new to report in tea. In cured meats, backs have advanced 1-2 cent, but other standards are the same.

* * *

Mr. William Whyte, second vice-president of the Canadian Pacific Railway and general manager for the western lines, is in Vancouver this week on his annual tour of inspection with the president, Sir Thomas Shaughnessy. Mr. Whyte understands the west perhaps better than any other man in the company, and he is very sanguine over the great trade possibilities between British Columbia and the Territories and Manitoba. "The market there is constantly increasing," Mr. Whyte said. "With 50,000 and 100,000 settlers taking up land in the Northwest every year, British Columbia will have a fine market for its fruit and lumber, while the Territories should export some of their wheat to the Pacific seaboard. This could go in the way of flour. There are vast developments in store for western Canada."

* * *

It will only be two or three months before the steamers are on the new route between Vancouver and the ports on the west coast of Mexico. That there are trade possibilities there is indicated in the interest the Governments of the two countries have taken in the matter, and also from the figures which show the increase of exports from the United states to Mexico. In 1889, $6,500,000 worth were taken from the United States and ten years later this had reached $11,500,000. The greatest increase has been since then, showing that if once the trade be started there will be considerable commerce. In 1900 the exports amounted to $35,000,000, an increase of 300 per cent. and in 1903, $42,250,000. This trade has been secured by the energy of Americans, and there is no reason why Canada should not come in for her share. Her goods are just as good, the tariff is just as favorable, and it but rests with the people, since the Governments have done their share. Apart from lumber, timber, and mining necessaries, there should also be a considerable demand for cured meats, canned goods, and such like. The west coast of Mexico is now being rapidly developed, and in a few years, now that that part is being opened up by railways, there should be admirable opportunities for trade for those who care to go after it. Mr. J. H. Greer, the agent here of Andrew Weir & Co., of Glasgow, who have been awarded the contract to supply the service, has opened offices in Vancouver.

OTTAWA EXHIBITION NOTE.

The exhibit of Armour's Cordials and Extracts of Beef at the Canada Central Fair at Ottawa received a good deal of attention and the merits of the goods were highly commented upon. D. Rattray & Sons are the general agents for Armour throughout the Ottawa Valley and the exhibit was under the direct management of Mr. C. A. Parker, of Ottawa.

Champagnes

Three of the leading and most reliable brands :—

Theophile Roederer
Leon Chandon
A. Chaussepied

PINTS and QUARTS—In Baskets and ½ Baskets.

Write for Quotations.
We defy competition in prices.

B. O. BELAND,

Agent, - 1684 Notre Dame Street, - MONTREAL.

REGINA NEEDS NEW INDUSTRIES.

Regina is badly in need of an up-to-date packing house plant, a cold storage plant, a wholesale grocery and a biscuit and candy factory, says the Winnipeg Free Press, and it is understood that every possible assistance will be given capitalists willing to put money into these enterprises.

The Regina Board of Trade has determined that the time has come for the establishment of a live stock market at Regina, and as a preliminary step is inviting correspondence with the official secretary, J. K. Hunter. For years to come the west will be heavy consumers of cereal foods, breadstuffs, ham, bacon, etc., and it is contended that there is no reason why she should be compelled to ship her raw material east to be made into food only to be returned later subject to heavy tolls for manufacture and carriage.

PERSONAL MENTION.

Mr. J. B. Townsend has just returned from a visit to Newfoundland, in company with Mr. Mark Sanderson, of Robertson, Sanderson & Co., Limited, of Leith, the Scotch distillers.

Mr. Harry Dawson, of "Dawson Bros." Fruit Commission Co., Toronto, has just returned from a tour of inspection through the apple district of Ontario. He reports a good crop in general and is of the opinion that apples will be cheap during the coming Winter.

HINTS TO BUYERS.

The MacLaren Imperial Cheese Co., Toronto, reports that it is now shipping large quantities of Canada Cream Cheese for the Fall trade.

McWilliam & Everist, Toronto, are expecting a car of fine Cape Cod cranberries; also a car of lemons, this week.

The California deciduous fruit business is practically over after a very successful season, forty-four cars having been handled during the past 10 weeks by White & Co., Toronto.

The Park-Blackwell Co., Toronto, reports that its sausage trade has been phenomenal so far this season, "Fresh Pork Sausage" having proved a popular article with the trade. The firm is at the present time filling daily as well as weekly orders for shipment to all parts of the country.

Cape Cod cranberries are arriving in fair quantities, a car coming in this week for White & Co., Toronto.

D. Rattray & Sons report large sales of Armour's Cordial and Extract of Beef, through their offices in Montreal, Quebec and Ottawa.

Leonard Bros., Montreal, report that they have some very choice Labrador salmon in tierces, barrels, and half barrels. These are very select stock and buyers would do well to write for prices.

W. G. Craig & Co., wholesale grocers, Kingston, expect the arrival in a few days of a large consignment of Lipton's pickles, jams, jellies, marmalades, etc.

"King Oscar" sardines are a good seller with Provost & Allard, Ottawa.

Salada tea, for which Provost & Allard, Ottawa, are agents, is going with them at the rate of about 50,000 packages every two months.

H. P. Eckardt & Co., Toronto, report a good business doing in "Eureka Brand" maple syrup.

A carload of Lytle's pickles, all varieties and styles, has been received this week by Provost & Allard, Ottawa.

Mr. E. D. Marceau's tea report in this issue is worthy of buyers' attention, particularly as it is accompanied by special offerings in teas.

The Joliette Biscuit Co.'s (Limited) products obtain a large sale in the Ottawa District. Provost & Allard of that city have to place orders in carload lots now.

Several shipments of new select Valencia raisins arrived this week for H. P. Eckardt & Co., Toronto.

EVERY MONTH sees us add **NEW ACCOUNTS—NEW GROCERS** just beginning business; **OLD GROCERS** with prejudices and biases gone. It is hard to resist a tea that takes with the public like

Blue Ribbon Ceylon Tea does.

When people buy our Red Label at 40c., they are really getting a tea worth 50c.

Perhaps we are prejudiced in favor of our own Coffee, but why shouldn't we be when for *forty* years it has been the choice of "People Who Know."

CHASE & SANBORN

The Importers, Montreal

Macaroni

Napoli Brand

1-lb. packages only; 24 to box.

Following assortment;

Macaroni

Mezzani—large Spaghetti
Mezzanelli small Vermicelli

Cut Macaroni

Ditali Tubet
Ditalini Tubetini

Fancy Pastes for Soups

Wedding Rings Alphabets Stars

Genova Brand

Bulk only; 5, 10, and 25-lb. boxes.

Same assortment as above.

Write for quotations

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts.,

TORONTO, CANADA

TORONTO CLUB COFFEE

in air-tight, sealed, lined bags, in ¼-lbs and 1-lbs; whole or ground; packed in canisters, beautifully lithographed, holding 10, 25 and 50 lbs. Retails at 40c, paying a generous profit.

Toronto Club Coffee

is for your choicest trade.

Send for 2-oz. Sample—Free.

TORONTO CLUB COFFEE CO.

81½ Front St. E., TORONTO.

COMMON SENSE

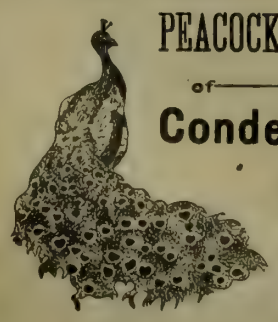
KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.



PEACOCK BRAND

of

Condensed Mince Meat

Made only by

The Bates, Peacock Co.

HAMILTON, ONT.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., Sept., 1904.

THE Exhibition which was held during the past week was in every way a great success. Never have we had as good a show either as an industrial exhibition or as regards amusement features, which have grown to be so important to the success of any exhibition. Never were there larger numbers attracted to the city from the surrounding country. The weather, which perhaps after all is that which means success or failure, was fine, though perhaps a little cool. Those who had special lines to place before the people of these lower provinces must have realized the immense advantage of the exhibition as an advertising medium. As the exhibition followed the one at Halifax, those desiring to get the benefit of both were able to do so at the minimum of expense. It is expected that when the time for another exhibition comes around there will be even a greater demand for space.

In wholesale lines the week has not been a particularly busy one. But it has had this advantage: buyers and sellers have seen each other. Many who have not been in the city for a year and longer have been able to have a talk with our wholesale merchants, and though much can be done through correspondence and by the traveler, there is nothing like buyer and seller meeting face to face. Nearly all travelers have been in town looking after their customers who were visiting the city. In markets the general tone is very firm.

Oil.

The season of consumption of burning oil is here. Advance sales have been large. The lower prices quoted some weeks ago have not changed. Paint oils, while firm, are unchanged; there is but a fair sale. Lubricating oils, while unchanged, show a light movement. So far receipts of cod oil have been light. The high prices of last year have given way to much lower figures.

Salt.

Two quite large cargoes of Liverpool coarse salt have been received within the last two weeks. They were largely sold while landing. While prices are higher than last year there is a good, steady demand. Another cargo is expected next week, and a further shipment about two weeks later. In the salt, sale is rather less active, chiefly Canadian being sold, though some English factory filled is still offered.

Canned Goods.

There is increased interest, as several lines reported short pack. Prices on New corn, tomatoes, peaches and several other important lines are daily expected. It cannot be said that the methods of the association are popular, still there are advantages particularly in view of the agreement on selling prices between the dealers here. Salmon are firm. There will, however, be fair stocks here. Springs and cohoes are the chief lines offered. Blueberries are quite plentiful. Gallon apples are dull. In domestic fish, such as sardines, etc., there will be a fair pack.

Green Fruits.

There is a steady business. Large quantities of apples are being received. Prices are quite low. Some nice New Brunswick Gravensteins are seen. Oranges are very scarce. Lemons are still quite high. Bananas show less business. Shipments of Ontario fruit have been light this year. It is still early for grapes. While peaches are scarce the demand is not active. Cape Cod cranberries are offered; prices are quite high.

Dried Fruits.

First shipments of California seeded and loose raisins are now on the way. Prices are very low and quality is said to be good. Prunes are very low. It would look as if practically no Valencias would be imported. Prices so far quoted are quite high. Malagas are about as last year. The sale is not large. Dates are low. Currants are now sold almost entirely in cartons cleaned. Prices are unchanged. Apricots and peaches are firm with sale light. Evaporated apples are very light sale. Ontario onions, which were sold very low, are now higher. Splendid Valencias are being received. The market tends higher. In nuts, filberts and shelled almonds are high. Peanuts are lower.

Sugar.

There has been no change for some little time, but the market is a firm one and full stocks are held.

Molasses.

Prices are unchanged. Fair stocks are held, particularly in Porto Rico. It is thought the new customs regulations in regard to duty will tend to increase our molasses business with Western Canada as shipments from Boston and New York will have to pay extra duty.

Fish.

This has been an off year. Fish were never so high. Fresh fish are very scarce. Dry fish continue very light supply. Prices are high. Receipts of pickled herring are very light. Full prices have been maintained. In smoked herring full figures are still asked. Season is yet early. Shipment of haddies is so far small. Smokers cannot get stock.

Flour, Feed and Meal.

Dealers were somewhat surprised this week by a small decline in Ontario

flour. Market is still considered a firm one. Oatmeal is unchanged. Oats are rather lower. Cornmeal is firmer with a slight advance noted this week. Beans are dull, but price is rather higher. Feed is quite high. Barley is a light sale. Split peas scarce and high.

MANITOBA MARKETS.

Winnipeg, Sept. 26, 1904.

THE unsettled condition of the weather which has been general throughout the Northwest is still holding back the threshing operations to some extent. The jobbers report that trade on a whole is bright with splendid prospects.

Sugar.

The market is at present firm, quoting Montreal granulated at $5.30 per barrel and $5.20 per sack, yellows at $4.70; Wallaceburg at $5.20 in barrels and $5.10 in sacks.

Rolled Oats.

The market is firm with the usual good demand, quoting 80-lb sacks at $2.25, 40-lb sacks at $2.30, 20-lb sacks at $2.35, 8-lb sacks at $2.65, and 6-lb sacks at $2.85.

Cornmeal.

The market is now not quite so firm, but cornmeal is still holding the price per sack at $1.75 and 90c per half sack.

Canned Vegetables.

The market is now quite firm; canned beans are still quoted at $1.80 to $1.90 per case, and canned peas which have been available for the past few weeks, are also quoted at $1.90 per case.

Coffee.

The market is now somewhat quieter, quoting No. 5 green Rio good quality at the same figure as last week, from 10 1-2 to 11c per lb.

Canned Fruits.

The market is bright and fairly firm All the available new stocks are now in good demand. The market quotes strawberries at $3.25 per case, raspberries at $3 per case of 2 dozen; jams are still holding about at 47 1-2c per pail for both Upton's and Aylmer's brands; pineapples, which are now available, 2 lb. whole at $3.75, 2 1-2 lb. whole, at $4.60, 2 lb sliced at $4.25 and 2 lb. grated at $4.35.

Green Fruit.

The market continues firm and very active. Oranges are quoted at $5.50 per case; lemons $5 per case; bananas, $2.75 to $3 per bunch; Washington pears $2.25 per crate; California pears $3 per crate, basket pears 75c; tomatoes 75c per basket; crab apples 65c per basket; basket apples 40c; Washington peaches $1.25 per crate; Washington plums $1.25 per crate; Ontario apples $3 to $3.25 per barrel; grapes 37 to 40c per basket; sweet potatoes are still quoted at $5 per barrel; celery at 50c per dozen bunches and green tomatoes at 2 1-2c per lb.

No Competition . .

There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the Best Goods.

The public are quick to recognize Quality and have always awarded First Place to

Clark's Sliced Smoked Beef

TRADE MARK
This design a guarantee of quality.

RED-BROWN WRAPPING
All Weights **FOR FURNITURE PACKING** All Sizes
Strong, Tough and Stiff. A Sure Protection to Destination.
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

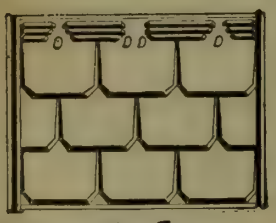
THE MOST NUTRITIOUS. **COCOA**

LATEST ARRIVALS

Trenor's Blue Eagle Selected Raisins now in store.
Finest Filiatra Recleaned Currants.
Finest Amalia " "
Choice Vostizzas, large, fat, blue fruit.
Also new pack Corn, Peas and Tomatoes.
Sealy's new pack, Imperial Boneless Fish, Quail on Toast and Pure Cod Steak.

See our travellers for prices or send for quotations direct to

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.



Eastlake Steel Shingles

either Galvanized or Painted

Are Always Reliable They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKES for the roof—fullest information if you write.

Metallic Roofing Co., Limited,
WHOLESALE MFRS., TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

SEED That Will Sell

—Be careful about the BIRD SEED you buy.

BROCK'S
is always safe.

NICHOLSON & BROCK, - TORONTO

Eggs.

The market is slightly in advance of last week's quotations and with a good demand eggs are now jobbing to the trade at 21c per dozen.

Flour.

The market still continues firm, quoting No. 1 patents at $2.90; No. 2 at $2.70; No. 3 at $2.10, and No. 4 at $1.55.

PERSONAL MENTION.

Mr. J. S. Banks, fruit dealer and confectioner, Brantford, is dead.

Mr. T. J. Doak, Hamilton, formerly manager of the Canada Canners' Co., is dead.

Mr. Hugh McKenna, one of the oldest established grocers and general merchants of St. Stephen, N. B., is dead.

Mr. J. McLean, of McLean Bros., general merchants, North Wiltshire, P. E. I., has left on a two months trip to the Canadian Northwest and Pacific Coast.

Mr. Joel M. Briggs, of Toronto, was a visitor to Montreal last week, attending the meeting of the Canadian Manufacturers' Association. Mr. Briggs called at the office of The Grocer.

Mr. W. H. Dunn, Montreal, is visiting the trade in Toronto this week. His Toronto representative, Mr. W. F. Clough, will assist him in looking after the numerous customers in that city.

Mr. W. E. Forbes, of Snowdon, Forbes & Co., Montreal, is making a business trip through Ontario's larger business centres in the interest of Rowat's pickles and "Bee" brand goods.

Mr. E. O'Reilly, a well-known member of the Winnipeg Grain Exchange, is dead. Mr. O'Reilly came originally from Wolfe Island, Ont., and went west in the early eighties, where he first engaged in the cattle trade and later became interested in the grain business, which he pursued successfully up to the time of his death.

Mr. R. A. Donald, of the Pure Gold Mfg. Co., Limited, Toronto, was a visitor to the Montreal trade, accompanied by the company's Montreal agent, Mr. W. H. Dunn. As a result of their vigorous campaign a carload of Pure Gold goods is going forward this week to Mr. Dunn for distribution to the wholesale trade of Montreal.

Mr. J. G. Bauld, of Halifax, N. S., has joined Mr. Jason S. Creed, Montreal, commission merchant and import agent. Mr. Bauld has had an extensive business experience in Halifax and the Maritime Provinces, having for over fifteen years been in close touch with the eastern trade. Lipton's pickles, jams, marmalades, etc., will be the lines which Mr. Bauld will be interested in placing before the Montreal trade. The Grocer welcomes him to the metropolis.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS WANTED.

OF interest to wholesale grocers in the United Kingdom—Wanted, position as buyer of Canadian products, canned goods, fruits, vegetables, meats, apple cider, etc. For information apply CANADIAN GROCER, 88 Fleet street, London, Eng. (40)

MECHANICS WANTED.

FIRST-CLASS Cheese and Butter maker wanted; for Avonbank Cheese & Butter Manufacturing Co.; duties begin January 1st; tenders received until October 8th. John L. Hotson, President, Avonbank. f

BAKESHOP apprentice or improver wanted; at once; bread and cakes; machine-made doughs; good chance to learn trade; $2.50 per week and board. F. W. Bates, Peterboro'. f

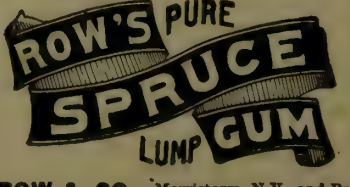
FOR SALE

FOR SALE—Old-established grocery, meat and liquor business, Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (42)

GENERAL STORE—Large and new building, and general stock; cost price, $3,000. Particulars, apply T. A. Matchett, Emo, Ont. (40)

ONE of the best general stores in Manitoba. At least $10,000 cash required. For particulars apply to Foley, Lock & Larson, Winnipeg. (42)

FLOUR MILL for sale at a bargain—100-barrel flour mill, in good order. for sale at a bargain if sold during the next month; good local trade in one of the best wheat districts of Manitoba; good water, and plenty of it; good reputation; a positive snap if taken at once. Write for particulars to C. F. Travis, Elkhorn, Man. f



ROW'S GUM
in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

The Central Canada Exhibition at Ottawa

NO better evidence of the growth of Ottawa as a manufacturing and commercial centre can be found than in the steadily increasing importance and popularity of its annual fair. The good people of Ottawa are citizens of no mean city, for not only is it the political centre of the Dominion, but the importance of the industries which flourish in its midst place it in the front rank of Canadian cities, while its splendid situation and natural beauties draw visitors from every nation and clime. Realizing their responsibilities, therefore, the citizens of Ottawa have addressed themselves to the task of providing an exhibition that shall be worthy of the dignity and importance of their city, and this paper takes this opportunity of congratulating them on the success of their efforts. The fair was an unqualified success from first to last and notwithstanding the inclement weather that prevailed during the greater part of the week, the crowds that daily visited the fair grounds constituted a record in the history of the exhibition.

Aberdeen Pavilion.

The main building, or as it is called, the Aberdeen Pavilion, was, of course, the centre of interest. Every inch of space that could be utilized for exhibits was taken and many exhibitors whose applications were late in arriving had to betake themselves to the other and less important buildings. The exhibits were one and all of a high order of excellence and much artistic skill and good taste were expended on their preparation. One was somewhat surprised to note the absence of any exhibit representative of the tea trade. It is difficult to account for this except on the supposition that they were crowded out. With this exception the display was thoroughly representative of Canadian industries. It was indeed, an object lesson on the brains, resources and industrial skill of Canada and its people.

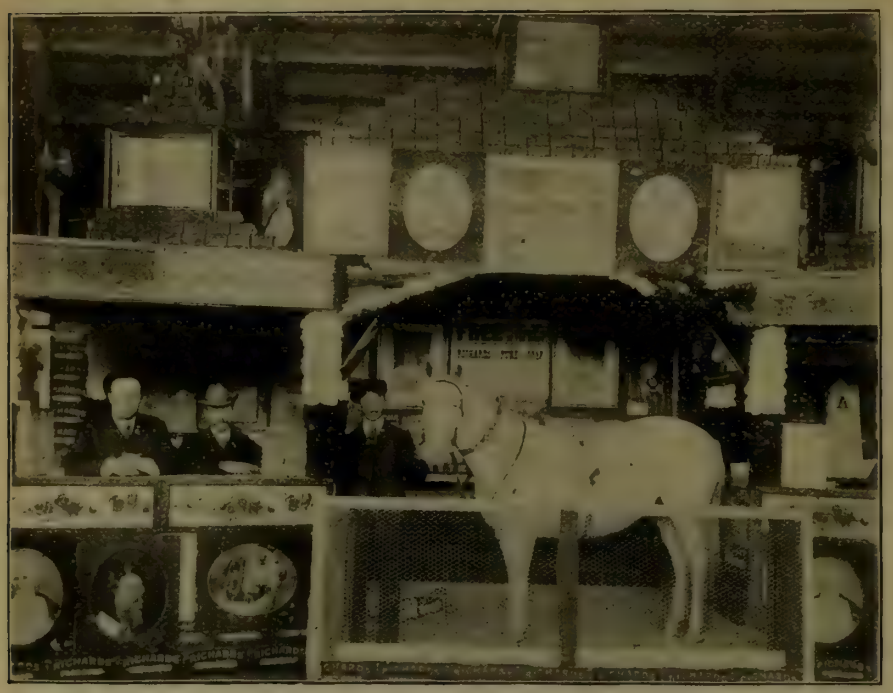
Comparisons are always odious, but, without detracting in any way from the other classes of exhibits, one might say that the soap displays—represented by Pugsley, Dingman & Co., Lever Bros., the Richards Pure Soap Co., and the Metropolitan Soap Co.—were especially noticeable.

A good criterion of the value attached to the Canada Central Exhibition as an advertising medium was afforded by the fact that several exhibitors took this means of introducing new articles to the public for the first time. Entertainment, as well as instruction, was provided for the visitors to the pavilion in the shape of gramophones, musical instruments of different kinds, guessing contests and other devices to engage the attention of the multitude.

Machinery Hall.

The machinery hall had a full complement of exhibits, chiefly of machinery applicable to the farm and demonstrations were given of the capabilities of the latest threshing machines, manure spreaders and other labor saving devices for the farmer. This was the rendezvous for all who were interested in agricultural operations and it was instructive to listen to the critical comments of practical agriculturists on the various types of farming machinery. In the carriage building adjoining the ma-

Central Canada Exhibition, Ottawa—Exhibit of Comfort Soap.



Central Canada Exhibition, Ottawa—Exhibit of Richards' Pure Soap.

chinery hall an excellent display was made of all that is newest and most up-to-date in carriages. Several large firms were represented and the exhibits were in every way worthy of this important industry.

Experimental Farm Building.

The Experimental Farm had admittedly the best exhibit they have ever shown at the fair. Not only was it distinguished by its very artistic arrangement, but it was thoroughly practical and the fullest information was available to the interested visitor from the attendants with regard to the various experiments that are being conducted at the farm, so that its value from the educational point of view cannot be overestimated. The appearance of the interior was enhanced by a fine collection of pictures lent by the C.P.R., which were gracefully draped with clusters of grain.

Live Stock.

The exhibits of horses and cattle were pronounced to be ahead of anything that has yet been seen at Ottawa, both in regard to numbers and quality. So numerous were the entries of horses and cattle that temporary stables and byres had to be erected to accommodate them. Every class was well represented and the competition for prizes was keen.

The Midway.

On the Midway the fun was fast and furious. Everything was there, from Asiatic jugglers to medicine vendors who gave away ten dollar bills with fifty cent remedies, while the strains of "The Good Old Summer Time" mingled with the resounding blows of the hammer, the crack of the rifle and the hoarse cries of the nigger minstrels. Farmer Hodge sat for his portrait at fifteen cents and the deacon stole surreptitious glances at the Parisian beauties and wondered if he dare go in.

Comfort Soap.

It was difficult to get near the exhibit of Pugsley, Dingman & Co., owing to the crowds that were drawn to their booth by the glittering display of prizes. These included a handsome piano, lamps, clocks, and a great variety of dazzling jewelry. A huge cake of soap was displayed on a stand and the public were invited to guess its weight. In addition to the prizes the booth itself was quite a centre of attraction. It consisted of a model house, the roof of which was built of packets of "Comfort Soap," the sides being decorated with handsome pictures.

Considering the comparatively short time that Comfort Soap has been on the market it has taken a remarkably strong hold on the public and the enterprising firm who manufacture it are confident that its high qualities have only to be known to make it used in every household. The exhibit was under the charge of Mr. Cockburn.

Richards Pure Soap.

The exhibit of the Richards Pure Soap Co. drew big crowds every day and all day. The principal attraction was their unique guessing competition. A horse of sleek and handsome appearance was the prize that went to the fortunate guesser of its correct weight, and many thousands took part in the competition each day. Each guess cost five cents,

Central Canada Exhibition, Ottawa—Exhibit of D. S. Perrin & Co.

for which a coupon was given out redeemable at any grocery store in the shape of a cake of Richards Pure Soap. This company's headquarters are at Woodstock and their soap is now so well known to the trade that it is hardly necessary to speak of its merits. The booth had an attractive appearance, being in the form of an archway with a wing on either side. The superstructure was built of the familiar red and black packets of Richards Pure Soap.

D. S. Perrin & Co.

The exhibit of D. S. Perrin & Co. was on an imposing scale, occupying a frontage of no less than 50 feet, with a height of about 18 feet. At the two ends were displayed, tier above tier, boxes of the company's popular biscuits embracing "Fancy Graham Wafers," "Cream Sandwich," "Social Tea" and a host of other lines. The centre was composed of a full line of Perrin's delicious confections including forty-six flavors of their "Newport Chocolate" and a new line of chocolate which they are about to place on the market named "Zaza," every piece being stampel on the bottom with that name. This chocolate the company guarantee to be absolutely pure and to possess a delicacy of flavor that will please every palate. The company's bottled goods were also prominent, likewise their pail and drum goods of which they showed an immense range. The company's representatives for Ottawa district are Lanthier & Noble, 530 Sussex street, Ottawa, who were in attendance at the exhibit and displayed great patience and courtesy in dealing with the large crowds that were daily drawn to the exhibit.

Central Canada Exhibition, Ottawa—Exhibit of Maclure & Langley.

Central Canada Exhibition, Ottawa—Exhibit of The Cowan Co., Limited, Toronto.

The Cowan Co.

The booth of the Cowan Co. was a feature of the main building. The decorations were in burnt orange while the booth itself was painted white. In the interior on a stand was displayed a pile of tins of "Perfection Cocoa," while a number of pictures graced the walls of the booth. A staff of ladies under the superintendence of Mr. Murray served the visitors with cups of the refreshing beverage that has made the Cowan Co. a household name.

The Cowan Co. have lately put on the market a line of milk chocolate that is rapidly becoming a favorite with the public. It can be depended on for absolute purity and delicacy of flavor.

Maclure & Langley.

The booth of Maclure & Langley, sole Canadian agents for Tobler's Swiss Milk Chocolates, evoked much favorable comment. The decorations were dainty and artistic. That Tobler's Swiss Milk

Central Canada Exhibition, Ottawa—Exhibit of The Frontenac Cereal Co.

Chocolate is a confection that has firmly established itself in the public favor was evident from the large numbers of people who daily visited the booth and regaled themselves with this dainty sweetmeat. Tobler's Swiss Milk Chocolate is not a product of yesterday, but has a long established reputation and has won gold medals at many European exhibitions. It is put up in an endless variety of fancy boxes, tablets, croquettes, etc. It should be mentioned that one important feature in its manufacture is the fact that it is ground for five days by electric machinery. This adds greatly to its digestive qualities. Mr. Bradley, who was in charge of the exhibit, reported that his firm are experiencing a constantly increasing demand and are satisfied that Tobler's Swiss Milk Chocolate has taken a permanent place in the public esteem.

Orange Meat.

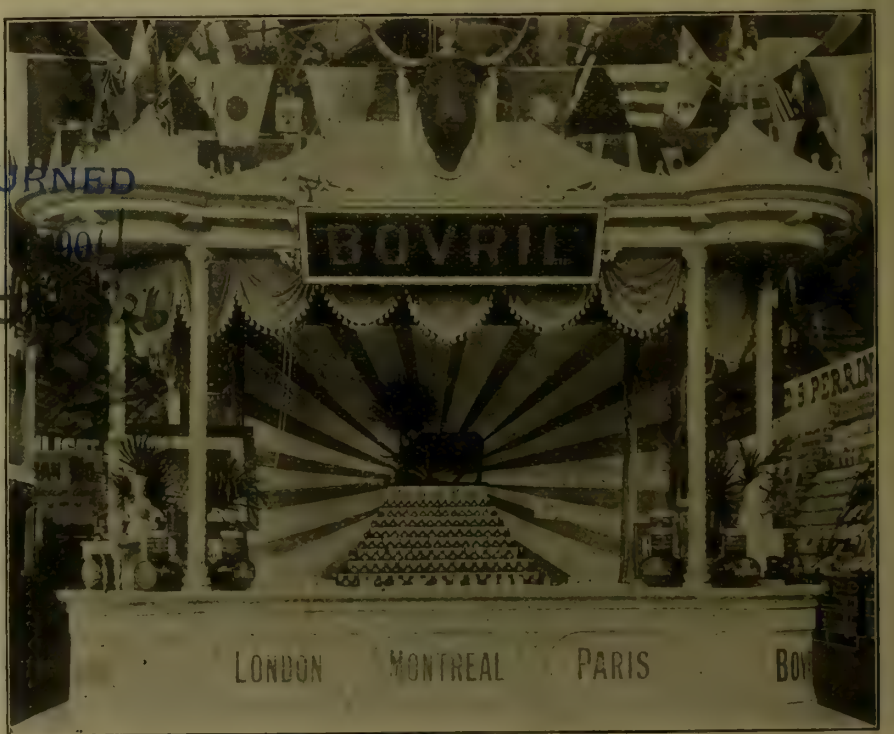
The Frontenac Cereal Co. were again to the fore with an exhibit that was in every way creditable to them. Their booth was a square one varnished in brown with some pretty lattice work supporting the roof. The Frontenac Cereal Co. started in business just about a year ago and the popularity of their food has grown to such an extent that "Orange Meat" is now to be found not only in every quarter of the Dominion but in every colony of the British Empire. The company make the claim that theirs is the only breakfast food that is put up in hermetically sealed packages lined with mercerised paper thus making the food perfectly moisture and vermin proof.

Mr. Blakeslee, the company's representative, who has had charge of the exhibits at Winnipeg, Toronto, London and Ottawa, was greatly pleased with the way in which the public have appreciated their exhibits.

Bovril, Limited.

One of the most artistic booths in the main building was that of Bovril, Limited. It was situated just opposite the main entrance and was the first object that caught the eye of the visitor on entering. The decorations were in pale green and white. On a stand at the back of the booth was a model of an ox gazing at a bottle of Bovril, while his thoughts are interpreted by the printed words "Alas, my poor brother." This of course is the advertisement that has become a familiar sight all over the civilized globe. It is hardly necessary

RETURNED
NOV 1904



Central Canada Exhibition, Ottawa—Exhibit of Bovril, Limited.

to add that Mrs. J. H. Small, of Montreal, who was in charge of the booth, and her assistant were assiduous in their attentions to the visiting public and many thousand cups of Bovril were dispensed each day free of charge.

Canada Maple Exchange.

Small's maple syrup, sugar and confections were a centre of attraction in the Honey building where a full line of these goods was displayed. This company has been in existence about thirty years and is the only company exclusively devoted to the manufacture of maple products. They guarantee each and all of their products to be absolutely pure and to satisfy the most delicate palate. Each package bears a certificate by the Quebec analyst that the contents are absolutely unadulterated.

Central Canada Exhibition, Ottawa—Canada Maple Exchange.

The Grimm Mfg. Co., Montreal.

The Grimm Mfg. Co.'s exhibit of maple syrup in the dairy and honey building attracted a great deal of attention. The exhibit consisted of sugar and syrup and was enhanced very much by the design of a miniature sugar bush showing the old and new ways of producing the article. The Dominion Government was supplied by the Grimm Mfg. Co. with a similar outfit for display in the Canadian building at the Louisiana Purchase Exposition at St. Louis. Mr. Grimm stated that the coming season is expected to turn out the largest in the history of the maple sugar industry. Next Spring the company will extensively push the business both in Canada and abroad and in this connection he remarked that inquiries for his company's products had already been received from Australia and an initial shipment made. The trade in Ottawa was a good one and the display at the fair would materially increase the demand for their high-class products. The Grimm Mfg. Co. also exhibited one of their sap evaporators in the implement building and a number of the machines were sold to farmers and syrup producers.

Central Canada Exhibition, Ottawa—Exhibit of The Grimm Mfg. Co.

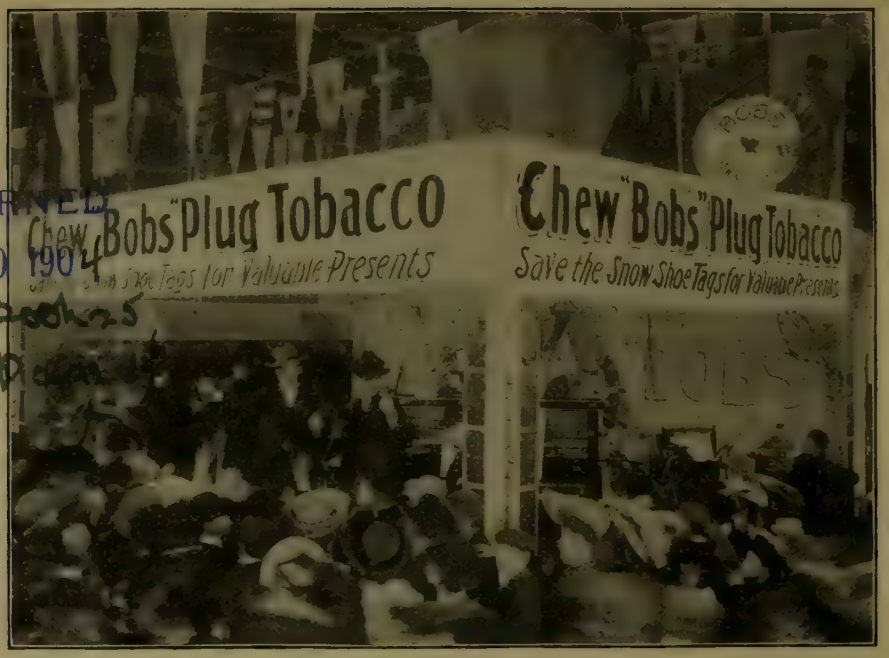
Empire Tobacco Co.

The thickest part of the crowd was around the booth of the Empire Tobacco Co. Here was displayed a wonderfully large and varied assortment of prizes all to be given away in exchange for the "Snowshoe Tag" on Bobs plug chewing tobacco. One of the attractions was Col. Collins Young, the smallest man in the world, who weighs 42 pounds and is 24 years of age. The gallant colonel was in no way embarrassed by the attentions of the crowd but displayed the greatest good humor and was most energetic in advocating the merits of Bobs plug chewing tobacco and all other brands manufactured by the Empire Tobacco Co.

It was difficult to convince the crowd that such a valuable lot of presents were really given away for Snowshoe Tags, but such was really the case. The manufacturers of Bobs plug chewing tobacco claim to be the only tobacco manufacturers in Canada that share their profits with the consumer.

A large staff were in attendance at the booth and were kept busy attending

RETURNED
OCT 10 1904


Chew "Bobs" Plug Tobacco
Save the Snow Shoe Tags for Valuable Presents
Chew "Bobs" Plug Tobacco
Save the Snow Shoe Tags for Valuable Presents

Central Canada Exhibition, Ottawa—Exhibit of Empire Tobacco Co.

to the wants of the crowd. It ought to be added that the balloon and parachute that attracted so much attention each day were provided by the Empire Tobacco Co. who have been touring the province of Ontario all Summer giving free balloon ascensions from different cities and towns advertising their brands of tobacco.

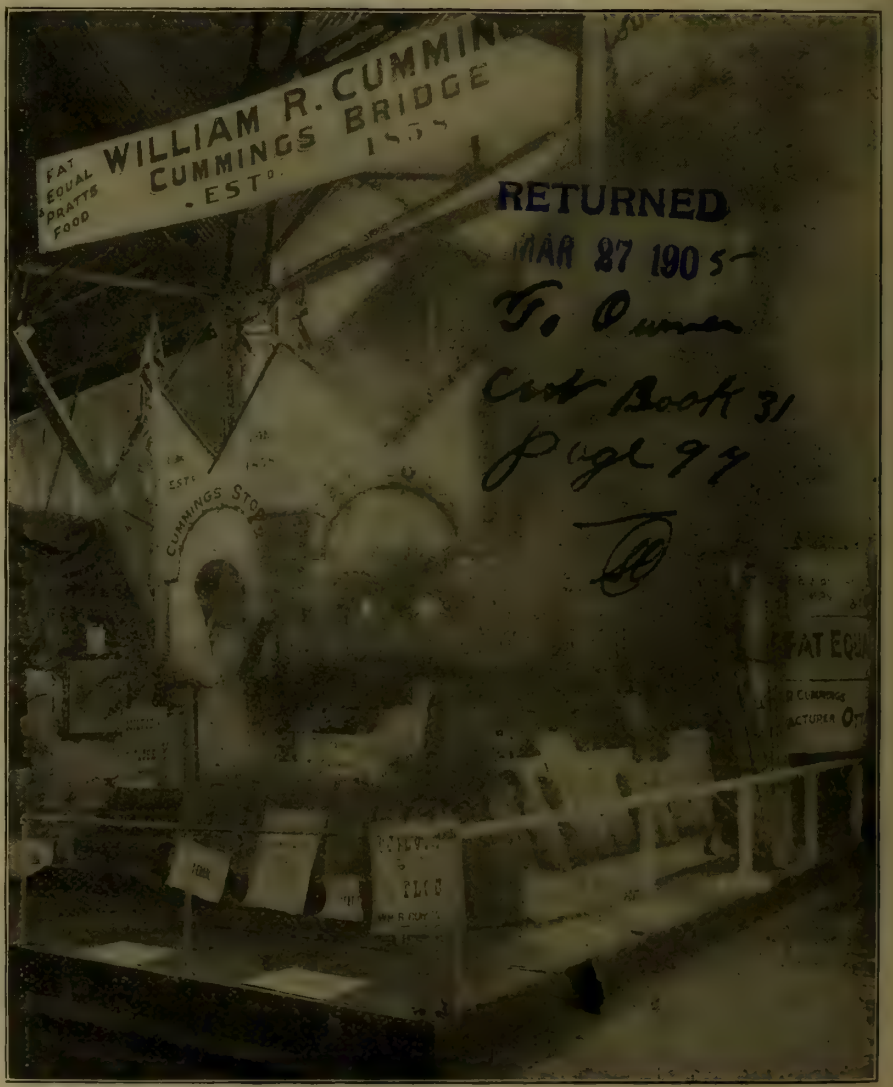
William R. Cummings.

Crowds of visitors, especially from the country, were attracted to the booth of William R. Cummings, of Ottawa. The prominent feature was "Fat Equal," a food designed for calves, pigs and cattle. Mr. Cummings informs us that this food has been endorsed by 10,000 farmers. Mr. Cummings, with characteristic enterprise, issued 1,000 invitations to the fair and, judging from the host of visitors at the "Fat Equal" exhibit, most of the invitations were accepted. So successful has he been with his exhibit that he will be unable to fill further orders for "Fat Equal" for at least two weeks.

Besides "Fat Equal" Mr. Cummings has entered the cereal market and has on sale at Ottawa a two pound package of rolled oats in a neat, attractive package in white, edged with gold and bearing in large red letters "K. Y." the registered trade mark of the late McKay Milling Co. and now controlled by the K. Y. people of Ottawa. This is the cereal that has hitherto been sold only to the Montreal merchants under the name of "Cream of Oats." The trade are supplied through D. H. Rennoldson, wholesale grocer, Montreal. The brokers are Snowdon, Forbes & Co., Montreal.

National Cash Register Co.

National Cash Registers were again a good drawing card. The exhibit was situated at a corner of the centre aisle and attracted many visitors. Two of the company's leading machines were displayed on stands inside the booth while the other lines were shown on a ledge that ran around the walls of the booth. The multiple drawer machine was the leader and a beautiful piece of mechanism it was. These registers are equipped with as many cash drawers up to nine as there are clerks in the store. The machine is arranged so that each clerk operates his own cash drawer. The merchant knows how much business each man does and what kind; also the particulars of each sale as made. This



Central Canada Exhibition, Ottawa—Exhibit of William R. Cummings.

printed record is made under lock and key.

The exhibit was in charge of Mr. W. E. Wright, the eastern Ontario sales agent, whose office is at 129 King street west, Toronto. Mr. Wright also has a full line of samples always at the Russell House, Ottawa, and is always glad to show them to anyone who is interested.

Sunlight Soap.

Lever Bros. are to be congratulated on their picturesque exhibit in the main building. It occupied a space of 50 feet by 30 and consisted of an exact model of Windsor Castle, the Royal residence in England. The scale of the model was 3-8 of an inch to the foot and everything was reproduced even to the smallest detail.

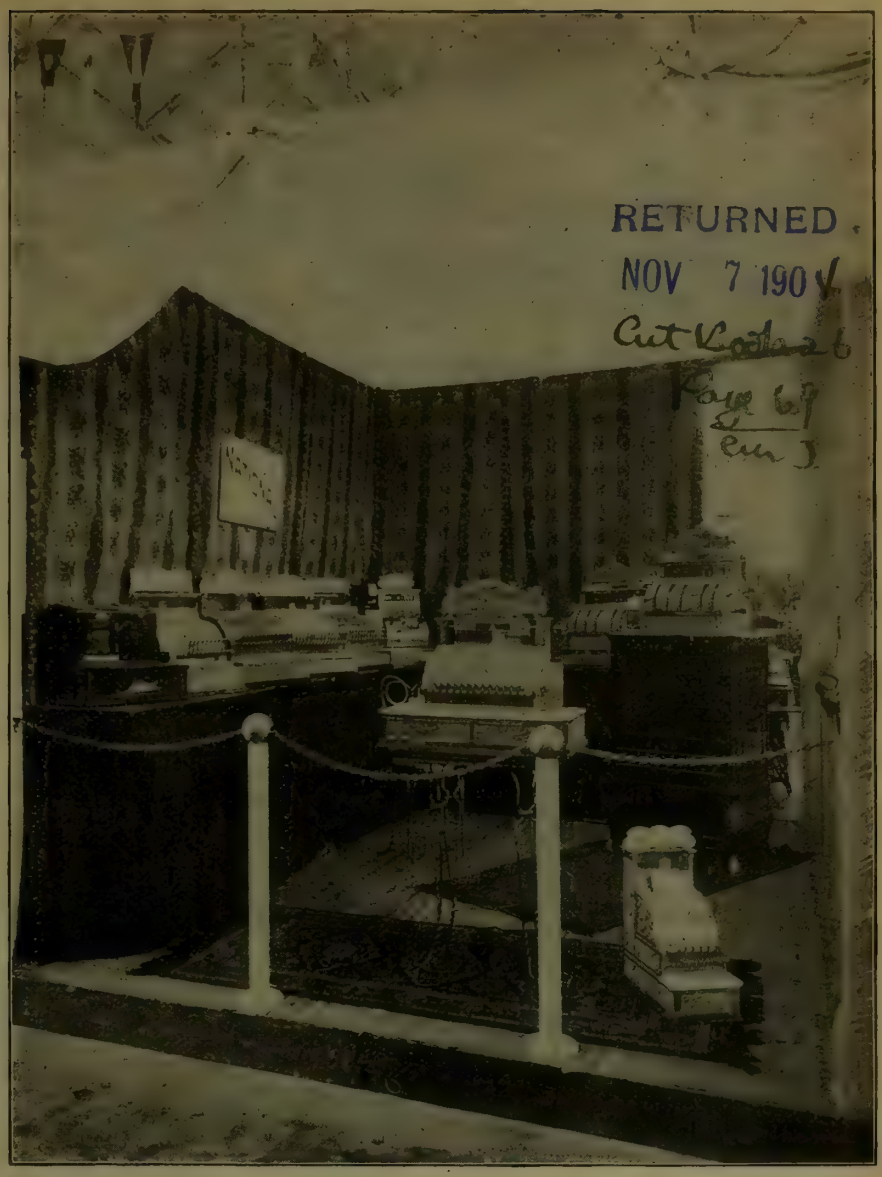
On ledges in front of the model was displayed a full line of Lever Bros. soaps, including "Sunlight," "Lifebuoy," "Monkey Brand," "Crest" and the toilet soaps, "Silkskin" and "Coral." The demonstrations of the scouring qualities of Monkey Brand attracted large numbers of visitors.

Library Bureau of Canada, Limited.

The Library Bureau of Canada, Limited, had every reason to be proud of their splendid exhibit, and certainly the public showed no lack of appreciation as was evident from the constant stream of visitors who asked for information regarding the various lines.

The Library Bureau are the inventors and originators of the card index, the system of vertical filing, and numerous other business systems. The methods of the Library Bureau are thorough and will commend themselves to every business man. They make a complete study of the requirements of the individual business and then equip it with a system that will most fully satisfy those requirements, economy of time and labor (and consequently of expense) being the object in view.

Besides being the inventors of those office systems the Library Bureau make a specialty of the manufacture of all kinds of office furniture and library fittings. Many important banks, newspaper offices and other institutions as well as stores owe the handsome and elegant appearance of their interiors to the skill and care of the Library Bureau. Appearances count for much in the business world and every dollar invested in that direction will yield a handsome return.



Central Canada Exhibition, Ottawa—Exhibit of National Cash Register Co.

Central Canada Exhibition, Ottawa—Exhibit of Sunlight Soap.

RETURNED
JUN 19 1905
To Owner
at Book 36
Page 81

Central Canada Exhibition, Ottawa—Exhibit of Library Bureau of Canada, Limited.

Quick Easy Loose Sheet Press.

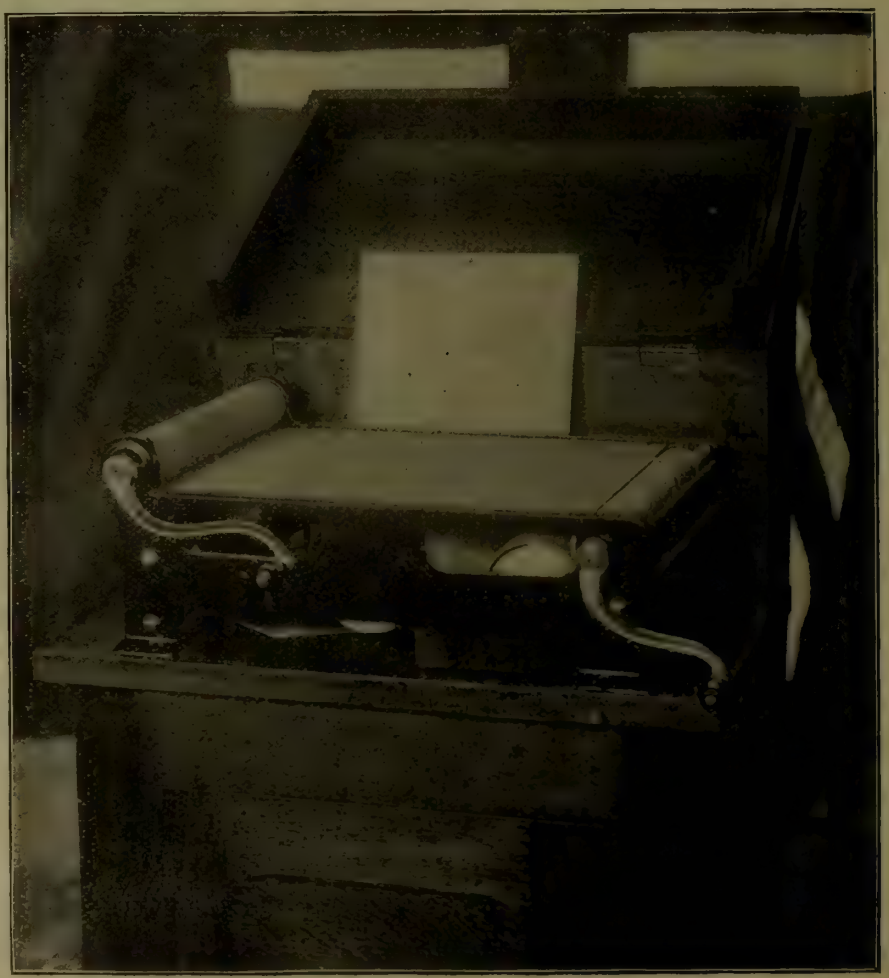
L. W. Hutchinson & Co., of Ottawa, gave a demonstration of their new copying system which is something that has never been seen before in this country. The Quick Easy Loose Sheet Rotary is a new departure, being mechanically different from all other machines for making press copies of business letters, bills, shop orders and all written documents. It is both quick and easy to operate and the firm guarantee it to make better copies and more of them than any other copying press on the market. A postal card or anything written on both sides can be copied at one operation and on one or two sheets as desired. Two letters can be copied at one operation by placing the letters written sides together with two sheets of moist copying paper between them. The firm allow ten days' free trial of these presses and invite the customer to return the press at their expense if not perfectly satisfactory at the end of the trial period.

Intercolonial Railway Co.

The southeast corner of the main building was occupied by the Intercolonial Railway and a splendid display was made of views of the varied scenery that lies along their line. The effect of the display was greatly enhanced by a number of fine caribou heads from Newfoundland. The exhibit was in charge of Mr. A. E. Barton, of the advertising department, Moncton, who was most attentive to visitors and at all times ready to give any information concerning the line.

The I.C.R. trains from Montreal make direct connections with the steamers of the Reid Newfoundland Co. at North Sydney. In addition to their splendid train—the Maritime Express—the I.C.R. have inaugurated a new service between Montreal, Halifax and St. John. This is Canada's new train—the Ocean Limited—which leaves Montreal daily except Saturday, at 7.30 p.m. Through sleeping cars, Montreal to Halifax and St. John are provided. The G.T.R. day express from Toronto makes direct connection at Montreal. Only one night is spent on the road for Moncton, St. John, P. E. Island, New Glasgow and Halifax.

While the passenger service of the I. C.R. is equal to that of any railway in America, this railway also gives an excellent freight service from Montreal to points east along its line, fast freight trains running between Montreal, St. John and Halifax. Shippers of goods from Montreal and points west, and also to Montreal and points west, will find in the I.C.R. a service which is of the best.



Central Canada Exhibition, Ottawa—Exhibit of L. W. Hutchinson & Co., Ottawa.

Gowans, Kent & Co.

Gowans, Kent & Co., Toronto, had a sample room on Queen street near the Windsor Hotel in which a large variety of crockery, glass and art vases were displayed. Special lines of cut glass and special samples of English and French high-class china and art goods and an extensive range of German china were on view. Mr. Angus Orr, representative, reported good sales and numerous callers at his company's rooms, over 200 visitors and buyers having called. It was an opportunity to the trade to inspect a class of valuable samples not usually carried by travelers.

J. H. Maiden, Montreal.

"Molasene," a cattle food product of the West Indies, was shown by Mr. J. H. Maiden, agent and importer, Montreal. in the implement building. This article is of high merit and in use by many of the largest farming institutions of America. The Ottawa exhibit was sold to the Dominion Experimental Farm.

Office Specialty Mfg. Co.

This company had a handsome booth where they showed a great variety of office fittings, including roll top desks, typewriter desks, revolving bookcases, vault fittings, etc. Every article was distinguished by a handsome finish.

High Grade Coffee Specialty Co.

High Grade Coffee Specialties were prominent near the main entrance where they had a handsome display. This company have the only dry roasting plant in Canada which enables them to turn out a specially fine quality of coffee. They supply a large number of the leading hotels, clubs and lake steamers. Their special blend is "Izzogood" and they guarantee it to give entire satisfaction.

Armour & Co.

Armour & Co., had a pretty booth decorated in white and yellow and the grateful and refreshing extract of beef was served out to the public by courteous lady attendants.

Eze Manufacturing Co.

Star Ammonia was prominent at the booth of the Eze Manufacturing Co. This is a scientfiic preparation intended for all kinds of cleaning and washing. It is guaranteed to soften the hardest water and is a powerful disinfectant as well. It cannot evaporate as long as it is kept dry.

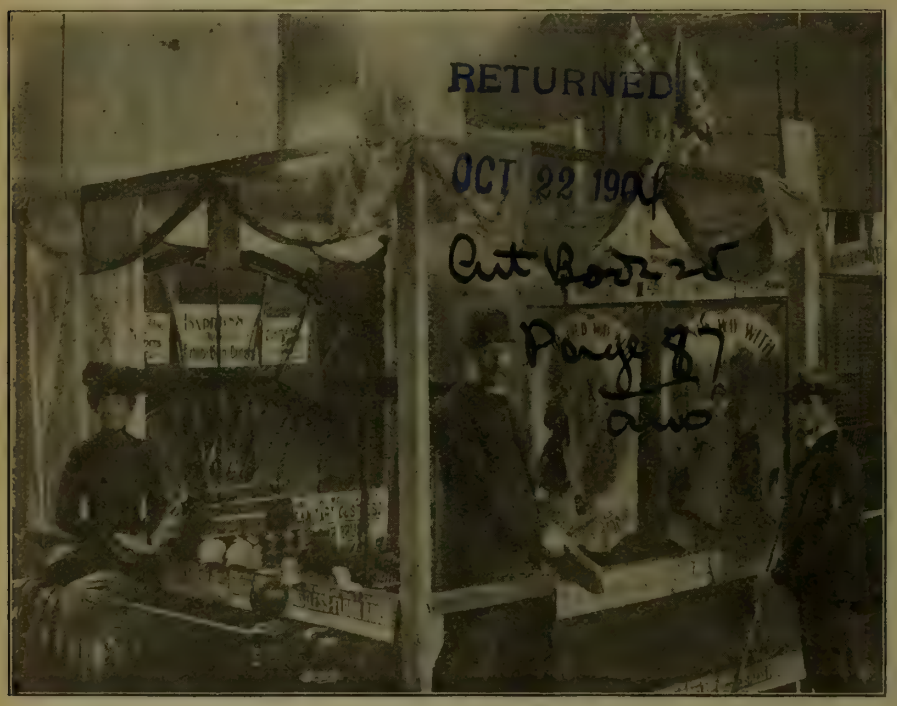
Force Food Co.

Of course the exhibition would not have been complete without the familiar figure of "Sunny Jim." He was there, in the main building as large as life, under the careful guardianship of Mr. Reay, the company's representative in this country. Many thousands of people visited the booth daily and partook of plates of Force daintily served up with cream by the lady attendants. "Force" has firmly established itself in the popular favor as a breakfast food and is now a household word all over the American continent. Abroad, too, it has achieved a remarkable success and the company's export trade has grown to enormous proportions.

Central Canada Exhibition, Ottawa—Exhibit of Force Food Co.

World's Dustless Brush Co.

The World's Dustless Brush attracts great attention, especially from the ladies. The company were awarded a diploma for the finest sanitary floor and carpet brush on the market. The company desire to warn the public that inferior brushes are being put on the market purpoting to be dustless brushes, but they claim that the only genuine dustless brush is the "World's Only." These words are stamped on the steel reservoir on the head of the brush so that any fraud can easily be detected. The brush retails at $1.25 up, according to size. The company are prepared to offer liberal terms to the trade and will make it well worth their while to handle these brushes. The head office for Canada is at 29 Colborne street, Toronto, and all inquiries from the trade will receive immediate attention.



Central Canada Exhibition, Ottawa—Exhibit of World's Dustless Brush Co., Toronto.

Christie, Brown & Co., Limited.

The exhibit of Christie, Brown & Co. evoked much admiration and deservedly so, it being one of the finest in the main building. Its formation was square, on each side was displayed a full line of Christie, Brown's famous biscuits. The exhibit was in charge of Mr. Norris, the company's popular representative in the east.

J. S. Hamilton & Co.

J. S. Hamilton & Co., of Brantford, the sole Canadian agents for the Pelee Island Wine and Vineyards Co., Limited, had a good exhibit of their wines, including their "L'Empereur" brand of champagne, and their "J. S. Hamilton & Co." cognac. The display also included their "St. Augustine" brand of communion wine, and also the popular dry and sweet "Catawba" and the "Chateau Pelee" brand of Medoc. This was the sole wine exhibit and made a corresponding impression on the public.

Natural Food Co.

The Natural Food Co. had a pretty booth decorated in yellow and white, with a full line of shredded wheat biscuits and triscuits displayed on the counter. The charming young ladies who superintended the display had their patience severely taxed by the great crowds who apparently could not pass the booth without partaking of the excellent Shredded Wheat, but were alwavs gracious and smiling.

Malta Vita.

The Malta Vita Co. had quite a dainty booth in the main building, the decorations being in blue and yellow chiefly, with some green curtains. The lady attendants were kept busy ministering to the wants of hungry or curious visitors.

Metropolitan Soap Co.

Mrs. Dooley's Laundry Soap was a good drawing card in the main building and Mr. Maybee, of the company, was in charge and highly pleased with the interest evoked by their display.

THE GROCERS' EXHIBITION.

A LETTER from London, Eng., dated September 17 says: This day week will witness the opening of the Grocers' Exhibition at Crystal Palace, and for another week Canada will have another golden opportunity of placing before the grocers and provision dealers of the United Kingdom specimens of Canadian produce and grocery goods, butter, hams, cheese, bacon, fresh, dried and bottled fruits, canned meats, fish, and the various specialties which shippers are pushing in this market.

This will undoubtedly be the most extensive and important show of the series. Canadian goods are very popular, but Canadian shippers, if any have attended the exhibition would be impressed with this above all things, that Canadians who have manufactured specialties to sell here, or packed fruit, or jams, or anything else, demanding care and taste in its preparation for the market, must do the best they know and send only their best to England—if they would successfully compete with other firms exhibiting here. The sentiment in favor of buying from Canada is very strong but it will never book an order unless quality and prices compare favorably with the quality and price to which British traders are accustomed. The rare excellence, skill and taste displayed in all the exhibits of this vast show which so many thousands have been critically examining every day this week, would show the Canadian shipper that the best he can send is none too good for the English market.

FLOUR EXPORTS DECLINE.

A report to the Department of Trade and Commerce, Ottawa, from Mr. Tripp, Canadian Commercial Agent for Trinidad and Tobago, shows a serious falling off in the importation of flour from the Dominion. The colony imports about 230,000 barrels of flour annually, of this Canada in 1902 supplied 15,698 barrels, in 1903 the imports from Canada were 12,428 barrels, and in 1904 the importation of Canadian flour dropped to 5,264 barrels. One of the causes assigned is the carelessness of Canadian millers in the matter of filling orders promptly and keeping up the standard of the different brands.

Mr. R. W. Davis, of Mitchell, Ont., is starting a grocery and crockery business.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Attractive in appearance and uniformly excellent in quality, Mott's Cocoas and Chocolates are steadily growing in favor with the consumer.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

TEAS

We are showing the best value in Canada in JAPANS, CEYLON GREENS and BLACK TEAS.

We have an exceptional fine line of **Japans** in thirty pound caddies, low price. Send for samples

Our **"OO"** Blend of Ceylon, Black and Green, put up in handsome pound and half pound packages, to retail at **25, 30** and **40c**, are well worth a trial order. Your own NAME AND ADDRESS PUT ON EACH PACKAGE WITH ANY QUANTITY.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA,——CANADA.

Some Soda Biscuits are uneven

in flavor and quality—the fault of poor equipment, poor oversight, poor mixing, and a dozen other minor causes.

Perfection Cream Sodas

are always right.

You may put your faith in "Perfection Sodas" without fear.

3-lb. Cards and Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 126 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

COMPANIES INCORPORATED, ETC.

THE Norman Box Co., Rat Portage, Ont., with a share capital of $25,000, has been incorporated to carry on the business of box manufacturers. Provisional directors, L. R. Mackey, W. McKinnon, and J. Glenn, of Keewatin, Ont., and A. Johnson of Portage La Prairie, Man.,

The Eureka Refrigerator Co., Toronto, with share capital of $40,000, has been incorporated to manufacture refrigerators, etc. Provisional directors W. Hooey, W. H. Shapley and H. W. Shapley.

The New Ontario Brewing Co., has been incorporated with share capital of $30,000. Provisional directors O. F. Doyle, J. J. Doran, J. Evers, T. Cahill and F. Metzger.

The Kronthal Lithia Water Co. has been incorporated with share capital of $30,000. Provisional directors W. J. Thompson, W. J. B. White, G. A. McGowan, and J. O. Hutton.

The New Brunswick Importing Co., with capital stock of $25,000, has been incorporated to carry on a general wholesale business in molasses, sugar, groceries, provisions and other foodstuffs. Among those interested are Simeon A. Jones, F. B. Schofield, Hall & Fairweather, W. C. Cross, Andrew Malcolm, F. G. Bent, Thos. Gorman, C. W. DeForest, F. W. Hatheway Co., I. H. Northrup, W. M. Barlow and W. C. Purves, all of St. John; A. H. F. Randolph, R. F. Randolph, G. W. Hodge, Fredericton; J. W. Y. Smith, J. F. Edgett, J. H. Harris, Moncton; A. I. Teed Co. and W. E. Graham, St. Stephen.

TOMATOES IN ENGLAND.

It is authoritatively stated that over 100,000 packages of tomatoes have been entering British ports weekly during the past two months and that in addition the home crop is the heaviest known. Valencias have been selling at 2 shillings a case, and French tomatoes have been sold as low as one shilling 6d a crate. These prices it is claimed, are altogether unprecedented for this time of year. It was expected that tremendous quantities would be on sale during September.

According to the United States Consul at Plymouth, Eng., American tomatoes are not holding their own in the British market, the French tomato having to a large extent already supplanted the American product.

The Onward March of Orange Meat

Is the Envy of Competitors

Orange Meat is not being exploited by sky-rocket methods. It is faithfully advertised in the daily and weekly newspapers, and it advertises itself wherever used. Hence its success.

The premium idea has captured the public and the grocery trade is getting the benefit.

ORANGE MEAT

is a perfect, ready for serving breakfast food.

Order From Your Wholesale Grocer.

THE FRONTENAC CEREAL CO., Limited
43 Scott St., Toronto.

COWAN'S

COCOA, CHOCOLATE, CAKE ICINGS, CREAM BARS, MILK CHOCOLATE, ETC.

The Cowan Co., Limited, Toronto

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

THE DEMAND

For **Fruits, Nuts, etc.,** during the period of **Fall Fairs** is certain to be much heavier than in former years. We carry a full line in all foreign fruits and our large daily receipts of **Domestic** products will enable us to fill all orders to your entire satisfaction.

McWILLIAM
Mc. AND E.
EVERIST

Phone Main 645.
TORONTO, CANADA.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Changes in Orange and Lemon Trade.

AN enormous increase in the production of lemons in California is causing more than a ripple of excitement in Italian fruit growing circles just now. In fact it is said that dismay reigns in Italy over the report of the Consuls that there is a possibility of Italian fruit, especially lemons, being shut out of the United States altogether. Italian growers had marked success during the first six months of the present year, the increase in the orange and lemon shipments being 2,600,000 lire over the corresponding period of 1903; of this sum Sicily represented two-thirds. During the year 1903-4 the production of oranges and lemons in all Italy was 5,250,000,000 fruits,principally lemons.This was 750.000,000 in excess of totals for the previous season, or 16 per cent. above the average annual production. There are stated to be 16,000,000 lemon and orange trees in Italy of which 10,390,000 trees are in Sicily.

It will be remembered that early last Spring when the immense fruit cargoes arrived in Montreal from Italy, scarcely an American buyer was in attendance at the sales. As a result the fruit markets of Canada were glutted with fruit principally oranges and lemons which sold at prices lower than ever before.

Another point of great interest to Canadians and all users of lemons is that the New York Fruit Exchange is taking steps to secure legislative prohibition of the substitution of acids for lemon juice in manufactures in which the latter article alone should be used. It would not be a bad idea for a similar action to be taken by Canadian fruit dealers and exchanges.

Almeria Grapes of Spain.

THE exportation of white grapes from Almeria, Spain, for the season began in August, although shipments are only now assuming big proportions.

Weather conditions have been favorable this year and a big crop is anticipated. The grapes are at present in excellent condition and bid fair to exceed those of last year in size and quality, the total crop being estimated at 2,000,000 barrels.

The leading grape exporters of Almeria have just effected the organization of a society, the object of which is to control and regulate, so far as possible, the shipments of the white grape. The disastrous experience of last year and the causes thereof were so obvious that a strenuous effort will be made this season to remedy the more serious evils, and the results are being watched with considerable interest.

The chief point in the by-laws of the association may be summarized as follows:

(1) All ships must sail direct to their respective destinations.

(2) The maximum number of barrels that any one boat can load are: For Bristol, Newcastle, Cardiff, and Manchester, 3,000; for Hull, 5,000; for London and Glasgow, 8,000; for Liverpool, 10,000; for Hamburg, 8,000, and for New York, 15,000.

(3) No two boats for the same destination will be permitted to load at the same time. ,

(4) No boat will be permitted to load for New York before September 15.

Much Fruit Marketed in Montreal.

Considerable quantities of fruit have been marketed in Montreal this week. At the Canadian Express Co.'s sale some 3,000 baskets of Crawford peaches were disposed of, bringing 75c to 90c., and clingstones about 60c. Plums brought 70c, and pears 55c to 70c per basket.

At the Montreal Fruit Auction Co.'s rooms some fourteen carloads were disposed of, Walter M. Kearns, auctioneer, negotiating. Three cars were sold, Canadian pears selling at $2.50 to $4 per barrel, and barrel apples at $1.20 to $1.80. Some bananas offered also, these selling at 35c to 47½c. Earlier the offerings consisted of three cars of California fruit, two cars of bananas, one of sweet potatoes, and about five of Canadian fruits.

California pears brought $1.20 to $2.40 per box, and 50c to 80c per half box; peaches brought from 70c to $1.25 per box, and plums $1.05 to $1.95; grapes sold in four basket carriers at $1.45 to $2.75. Bananas were cheap, selling at 35c to 40c per bunch, while

the sweet potatoes met a ready sale at $2.25 per barrel. The demand for Canadian fruit was brisk. Pears sold at $2.50 to $3.50 per barrel, and apples at $1.10 to $1.80 per barrel, peaches bringing 45c per box.

Apple Export Trade.

Canadian apple exporters are this season doing a very light business as compared with that of last year. This condition of affairs seems to be the result of greater caution on the part of shippers, who in former years lost more or less heavily on their shipments. Several large English buyers have been looking over the market, but they report little or nothing doing in the way of contracting. A few Canadian sellers have disposed of fruit at 50c to 75c in the orchards, but the majority are holding out, some for as high as $1.

Will Potatoes be Scarce?

IN order ro arrive at a conclusion as to the value of certain bullish reports on the potato situation, current on the Toronto market during the week, The Grocer interviewed a number of Toronto provisioners on the subject.

J. J. RYAN.

Mr. Ryan says good crops are reported in some districts, principally in Western Ontario, although in others the crop is almost an entire failure. Buyers at Owen Sound report medium to good crops.

WHITE AND CO.

The potato crop promised well until the last few weeks, when rot appeared in fully 50 per cent. of the potatoes. There has been an increase in the acreage devoted to potatoes in Ontario of 10 per cent. this year, and in addition certain sections are producing better results than ever before, which means that the price of potatoes is likely to be normal during the coming Winter. Crops in the United States, moreover, promise well, thus precluding the possibility of a potato famine across the line such as occurred last year.

W. BARRETT.

Sixty-five per cent of the potato crop in Ontario this year is the red variety. The rot disease with which Ontario-grown potatoes are to a certain extent affected has been running in the crop for two years. Some dealers think the disease was in the seed when it was planted this Spring. The cold and damp ripening season has not improved conditions, and as a result some dealers claim they will not store stock as in former years on account of the extra risk involved. Prices are sure to be high.

• • •

Several produce dealers on the Toronto market in conversation with The Grocer said the percentage of rot-affected potatoes will be twice as large as last year, and express the opinion that $1.25 per bag may be paid if conditions do not improve within the next few weeks. This is undoubtedly the worst year for potato-rot in years. It is probably caused by the extreme wet weather.

WANTED

ONIONS—Yellows or Reds. We want a few cars. State quantity, quality, and lowest price f.o.b. cars.

POULTRY—Market is opening up. **Strong enquiry.** We can handle your shipments to very best advantage. Market quotations as follows: **TURKEYS, DUCKS, CHICKENS, GEESE.**

BUTTER and EGGS—We either buy or handle consignments. **Supply cases.**

Correspondence invited at all times which will be promptly attended to.

WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East, **TORONTO.**

W. B. Stringer
J. J. McCabe

Dear Sir!

'Phone Office Main 520.

Do you know that to order your Fruit through a **Broker** is to have more satisfaction, make more money than any possible method of purchasing? If you're a customer of ours, you know it, if you're not, it will only take a couple of orders to convince you—for a keen business man is an apt student, especially in a matter like this, where his bank account is affected.

Send your trial order at once.

61 Front E., Toronto **W. B. STRINGER & CO.,** Agents Fruit Brokers

Arriving Almost Daily— Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.

Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Apples for the West

Packed According to Government Standard

We give western buyers a better article than they can get by buying from less responsible packers.

SEND FOR QUOTATIONS

EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

LORIMER'S WORCESTER SAUCE

It is a high-grade English Sauce of long reputation and tried merit.

By a new arrangement with the manufacturers we are now able to quote thisat the price of an ordinary sauce.

It is a good 25c. value sold as a ten cent line with a big profit to you.

TRY A CASE.

The ROBERT GREIG COMPANY, LIMITED
TORONTO.

IF YOU REQUIRE

1 or 1000 DINNER SETS

WRITE US—We can supply them.

AT THE PRESENT TIME WE HAVE UPWARDS OF 40 DIFFERENT KINDS IN OPEN STOCK, at from about $4 to $40 per set.

BARNARD & HOLLAND CO.
MONTREAL.

WHAT ABOUT CHRISTMAS CHINA ?

ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited

Hamilton, Ont.

FLOUR AND CEREAL FOODS

Agriculture and the Fiscal Policy.

By Hon. Joseph Chamberlain.

THE GROCER has pleasure in publishing in this week's issue a verbatim report of the Hon. Mr. Chamberlain's speech on the "Coming Fiscal Policy of Great Britain," delivered at Welbeck Abbey August 4. That part of it relating to the taxation of foodstuffs and produce imported into Great Britain reads as follows:

What are my proposals? I want to extend to agriculture the same advantages that the Government promised to manufacturers. I want, in order to equalize the competition—or, at all events, to make it more nearly equal between the foreigner and ourselves—I want to put a moderate duty on the chief products of agriculture as well as on the chief products of manufacture, and I want to arrange this moderate taxation so that, without pressing on any class in the community, it may give the greatest advantage to the farmer in regard to those branches of his industry which are at the present time most profitable and most capable of development.

DUTY ON CORN AND FLOUR.

I propose to put a 2s duty on corn. I do not believe that it will raise by a single farthing the price of bread; I do not think that it will raise to any substantial degree the price of corn, and I do not think, therefore, that the farmer is going to get a great deal out of that. But I attach more importance to a duty on flour. I propose to put such a duty on flour as will result in the whole of the milling of wheat being done in this country. From that I expect two advantages. In the first place, I expect more employment. This trade, which to a certain extent we have lost, will be revived. There will not only be the milling of wheat in the great ports, but we may expect to see mills started again in the country towns, giving employment to a large number of laborers in the district and to that extent benefiting the whole of the laborers. The second advantage is that we shall keep in this country all the bran and all the offal, and, as you know better than I do, that will have the effect of cheapening feeding stuffs. It must have that effect not merely on feeding stuffs produced in this country, but on feeding stuffs imported from abroad; and in these circumstances the farmer, the small owner, and the allotment-holder, would be able to keep more stock, and rear and breed more stock, to increase their dairying operations and to keep more pigs. All those branches of farming are at the present time the branches from which he derives a larger part of his profit. Then I propose to put a smaller duty of 2s a quarter on every other kind of corn—with one exception—barley, oats, rye, etc.

In any scientific tariff we must try to keep raw materials as cheap as possible; and therefore, I myself should not propose to put any duty on maize, which is an important feeding stuff. Neither should I put any duty at all on manure, whether it be natural manure or artificial manure. At the same time, I propose to put a duty of 5 per cent. on meat, upon dairy produce—butter, cheese, and so on—and on preserved milk. I propose a similar duty on poultry and eggs, and upon vegetables and fruit. I believe that these duties will help especially the small farmer — the holder of small quantities of land — to make his cultivation more profitable. When I consider that, excluding meat altogether, we are actually importing at the present time something like £40,000,000 of dairy, vegetable, and other bye-products of agriculture, I cannot help believing that if we are to keep even a portion of that trade for our own people, our own growers and laborers, we should do a great deal to make farming more profitable and to benefit the condition of the working man. What will be the result of these proposals? They may slightly raise the price of the articles affected. It does not at all follow that because they raise the price of the raw produce—of wheat, for instance—that they will necessarily raise the price of the manufactured articles—of bread—but they may raise it somewhat although only to a very small extent; and that will, besides giving the farmer a slightly better price for his produce, help him to increase his production and to cheapen the cost of it. I base my arguments upon the experience of foreign countries. It may be wise sometimes to take a lesson from the foreigner.

I cannot help thinking that our neighbors in France manage these matters better than we do ourselves. They have 18,000,000 acres of land under wheat cultivation, and we have only 1 and ½ million. Those 18 millions of corn land have produced 18 million acres of straw, and having the straw and the offal, the farmer is able to rear a very much larger number of oxen and of dairy cows. The oxen and the cows turn the straw into manure; the manure is used to fertilize the poor soils; the poor soils produce under this system an enormous amount of vegetables and fruit and all the bye-products that are sent into this country to compete with the production of the farmers and the laborers of the United Kingdom, very much to their disadvantage. That is one side of the question—one side of the comparison with France.

But let us look at the other. Does this system in France raise the cost of living? Remember that the duties of France are much greater than anything I propose. The duty on corn in France to-day is 12s 2½d a quarter—more than six times as much as anything I propose. The duty on meat is 1d a pound, which is more than double what I propose. Now, if the radicals were telling the truth the cost of living in France ought to be enormous, and yet it is much lower than it is here. It is probably true the French peasant pays a little more for his bread, but he gains so much on his meat, on his vegetables, on his poultry, on his eggs—on all his other things—that on the whole the cost of his living is much lower and his margin at the end of the week is much greater than that of the laborer here. Now these duties I speak of were imposed in France in the year 1892, and the latest figures only come down to 1900. In those eight years the price of wheat fell in France 20 per cent., while at the same time it only fell 11 per cent. in this country. The price of beef fell 10 per cent. in France and it rose 2 per cent. in this country, and the price of beef in 1900 in France was 6½d a pound, while the price of the same beef in England was 9d a pound.

THE PRICE OF FOOD.

The result is this—that the duty, any duty, placed on the products of agriculture does not necessarily increase the price of food; but I will say more than that; I will say that it never has in our experience, or in the experience of any

foreign country, increased the price of food to a proportionate or an equivalent amount. But if it does not increase the price of food, it does, in all cases, extend the production of food, increase the employment of labor, and cheapen the ultimate cost to the consumer; my proposals therefore, I say, will bring to the laborer more employment and will not raise the cost of his living. But I am not satisfied with that. I want to do something more for him and for all the poor in this country. I want to reduce the cost of the living, and I believe it can be done under this system. These duties that I have spoken of will be paid in the main by the foreigner; they will be the foreigner's contribution to our expenditure; but they will bring in a great number of millions a year, which we are going to use to reduce the cost of living and the cost of food for the people of this country.

There are politicians who tell you they are free fooders. There are no free fooders in this country. The taxation of food is very heavy and it always will be, but these people seem to think that there is only one kind af food. They seem to think that you live by bread alone. On the contrary, every laborer will tell you, every class in the community knows, that we have to live upon a good number of other things as well, and most of them are heavily taxed. There are heavy taxes on tea, on sugar, on coffee, on cocoa, and on tobacco. All these millions which come from the pocket of the foreigner we will give you back in reductions upon your tea and your sugar, and, I hope, upon your tobacco. We can afford to take off 4½d a pound on tea, ½d a pound on sugar—which is half the tax—and, as I have said, something on tobacco also. We will put tobacco on one side and ask: What is the effect of the reduction upon tea and sugar alone? Tht Board of Trade says that on an average every agricultural laborer's family uses 2-3 of a pound of tea and 6 pounds of sugar in the week. If that be true, the saving upon the reduction on tea and sugar alone would be 4½d a week to every laborer's family, and although that is not a great deal, I venture to say it is a great deal more than anybody else has ever promised you. The watchword of the new policy which I recommend for your acceptance, the watchword in the agricultural districts, is this: "More profit for the farmer, more employment for the laborer, and cheaper food for his family."

THE COLONIES.

My policy, however, is not merely an economic policy. It is also Imperial. It is not addressed only to your pockets. It is addressed above all to your patriotism. These changes that I propose will enable us to reciprocate the offers that have come to us from our colonies across the sea. It will enable us to arrange a close commercial intercourse with those who are not only our children, but also our best and ever most profitable customers. We must always buy something—buy a large part of what we consume from abroad. We can never produce all our requirements at home. Would you not rather buy what you want from your friends, from those who stand by you in trial and stress, than from the foreigner who is never very sympathetic, never very appreciative of the great work which the British race has undertaken in the world? I do not believe that there are many villages which have not some relatives, some friend, in one or other of the great colonies under the British flag. And these distant connections of ours have not forgotten the old home, the old people, the old flag. They showed their feeling in the late war when we were in difficulty and doubt. They showed no hesitation in coming to our assistance; and when the foreigner, whose industry we have been building up during the last sixty years, sneered at our failures and rejoiced at our losses, these colonists of ours, these men of our flesh and blood, gave us their moral and their material support. They showed that we were one kin, one people and one nation. They did that for you in war, they have not forgotten you in peace.

Now, also, they want to draw closer together to the Motherland. They prefer to deal with you rather that with a stranger. They have proved their sincerity by offering to us preferences on everything that we produce and that we send to them. They ask us to meet them half way. They ask us to give them the trade which we now give to the foreigner. In return they will do more for us even than they have already voluntarily done. They will take more of our manufactures; they will find work for the people in our towns.

They can supply us with all the corn and all the meat we require, and that we cannot produce for ourselves. They can supply it to us as cheaply as the market from which we now obtain it. While those markets only take a few shillings from us, these colonies of ours take as many pounds. Will you snub them? Will you reject the offer that they make to you? Then, indeed, you are not worthy of the inheritance that you have gained from the ancestors who fought for it, and have left to yon the beauty of maintaining it.

Ladies and gentlemen, believe me, here is the greatest of the issues of our time. Let us bind these folk of ours, let us bind them to us by ties of interest as well as by ties of blood and sympathy. Let us unite the Empire, the great aspiration of the wisest and the best of our statesmen. Let us enable the British race throughout the world to hold their own, not unmindful of the traditions, the glorious traditions, of their past, not unable to continue them through generations and the ages yet to come.

Food Supply of Empire.

MR. STEVENS, of the Manchester, Eng., Board of Trade, who is on a visit to Canada in the interests of the British Government, speaking officially on the subject of the food supply of the Empire, in case of war, says it is proposed to provide facilities on the British side of the water by which grain will be stored free of charge to the consignee, the Government making an advance of freight charges which will afterwards be repaid.

The British imports originating in the world's greatest wheat countries at the present time are instructive. Of Great Britain's wheat imports, the United States furnishes 43.5 per cent., Canada 4.5 per cent., Russia 24.5 per cent. Eastern Europe 10 per cent., Argentine 9.5 per cent., and Austria-Hungary 1.5 per cent. Mr. Stevens urges that Canada's 4 1-2 per cent. should be enormously increased. At the present time Canadian wheat is shipped via United States ports to the extent of about 6,000,000 bushels annually, which means that practically one-half of the Canadian exports to Great Britain has to pass through a foreign country.

Cereal Notes.

The International Pure Food Congress (September 26 to October 1) is now in session at Congress Hall, St. Louis. Delegates from many foreign countries are in attendance. The object of the convention is to stamp out commercial piracy.

The Ogilvie flour mills have made a new departure and at their head offices have established an electric bakery, the first thing of its kind ever constructed in Canada.

A meeting of the Western Grain Standards Board will be held in Winnipeg on October 4 for the selection of any commercial grades considered necessary.

Jos. Richardson & Sons, grain merchants, Toronto and Kingston, have appointed Mr. A. C. Ruttan to succeed the late Mr. E. O'Reilly as manager of their extensive western interests.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Shredded Wheat
...AND...
TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

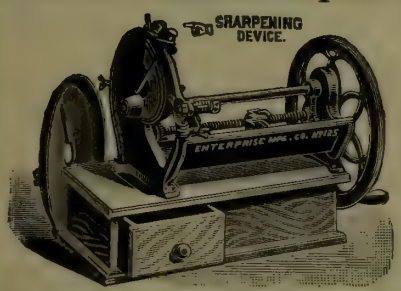
Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

"ENTERPRISE"

Rotary Smoked Beef Shaver
With Patented
Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills
40 Sizes and Styles for Hand, Steam and Electric Power

No. 512, - - - $13.50

We also make
Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free
Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco in England.

THERE has been probably no greater social revolution in the last half century than that which has affected the custom and circumstances of smoking.

Before the Crimean war no well bred man would think of being seen in the daytime in a fashionably frequented part of London with a cigar in his mouth. Nowadays a fragrant Havana, if not an emblem of aristocracy, is regarded anyhow as a proof of means.

At the ponderous and protracted banquets in vogue during part of the last reign, to insult the "after dinner claret" by the suggestion of smoking would have constituted a far graver offense than to undervalue the champagne by diluting it with seltzer water.

In these present days, in private houses, at regimental messes, and even at "festival" dinners, coffee and cigarettes trip up the heels of the "savory." The other evening a distinguished foreigner, as he complacently lighted a mammoth cigar, said to his host: "On the last occasion when I had the honor of dining in this house I was your father's guest, and he begged me during dessert not to hesitate to go into the square outside if I would like to smoke; and, so far from being taken aback by the suggestion, I considered him a very liberal-minded man for even recognizing such a requirement on my part."

Formerly men staying in an English country house found that the only indoor provision for the consumption of tobacco in any form lay in a so-called "smoking-room." This was generally a badly lighted and evil smelling apartment, which the housemaid never troubled to air, and whose threshold no lady ever deigned to cross.

It was probably situated at the end of a dark and draughty passage and presented every discomfort which its vocation could suggest. Desperate visitors have been often known to resort to their own bedrooms and blow their tobacco smoke up the chimney to prevent detection of their irregularity; while many an honest shilling has been turned by a sympathetic butler, who has offered the hospitality of the steward's room or pantry.

Clubs for the most part, and for a long time, offered every discouragement to the growing tendency of the younger members, and it is curious in this respect to note how hardly old-fashioned prejudices have died. At a famous political club even now smoking is only permitted in the front hall at stated hours, and at another institution associated with the universities the privilege can only be enjoyed after climbing to the top of the house.

It may not be generally known that the origin of the Marlborough Club is to be found in the dissatisfaction of the then Prince of Wales and his contemporaries with the existing arrangements at that former temple of fashion—White's Club—where, also, in spite of loud protests, a tedious journey upstairs was necessary before cigars or cigarettes could be indulged in.

The more modern institutions, including even the clubs where ladies dictate and predominate, bow to prevailing requirements, and only preclude smoking in one or two rooms.

One curious result of this latter generous treatment in clubs, restaurants and houses, apart from the fact that the smell of cooking food is destroyed, is that no single room reeks of stale tobacco.

Servants (not unreasonably) used to consider it a hopeless matter to deodorize the smoking-room proper, and left it to take care of itself; but the system of decentralization has necessitated a general and drastic shaking of curtains and sweeping of carpets, with a sweet and wholesome result.

The modern liberal views with which smoking is regarded are, of course, largely due to feminine participation in a habit which at one time was considered distinctly "odd" for a lady, if not actually improper.

Just now there are very few dinner parties where cigarettes are not handed to, and in most cases accepted by, the ladies, who sometimes confess that they endure positive torture when circumstances preclude or postpone this form of self-indulgence.

Nor is the increase of cigarette smoking confined to one class. In the days when state chariots, grand barouches, bewigged coachmen and powdered lackeys prevailed, no servant was ever seen smoking when on any sort of duty. To-day coachmen,

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

We could name some Grocers

who sell Cigars who carry some poor selling lines, and they can't get their money back from the manufacturer. These grocers should deal with us on these terms :

We will send, express prepaid, to any grocer in Canada, on usual terms, 1000 Cigars, assorted as he desires. At the end of three months we will buy back any unsold stock at invoice price.

We invariably advise **PEBBLE** for a 5-center and **PHARAOH** for a 10-center These cigars are advertised direct to the smoker. They are both known and liked. A man can't lose on them.

Now send us an order for a trial 1000.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

If **T & B** Smoking Tobacco were not everything we say it is, it would long ago have been driven off the market. It stays and its sales grow just because it is the very best Smoking Tobacco made.

And the 10-cent size has helped its sale.

GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, CANADA

footmen and chauffeurs on their way to "pick up," or immediately after they have "set down" their employers are to be seen sampling the contents of a packet of "twenty-five for a shilling."

The haughty peer who dismissed on the spot a powdered magnifico because he had been observed smoking on the "hammercloth" beside his colleague would shudder indeed to see an electromobile gliding to the garage with both attendants chatting volubly and smoking easily.

The Lattakia Crop.

The British Vice-Consul at Beirut, reporting on the Lattakia tobacco crop and trade, states that the course of the trade in the year 1903 was not so profitable as in former years either for planters or for dealers. The average price realized for 1903 was $320 per ton, as compared with $600 in 1902. It is expected that it will be worse this season, as the price offered by the "Regie" to the planters is 25 per cent. less than last year. Shipments to England, which at one time promised to play an important part in the business of the port of Beirut, in consequence of the demand for London in 1902-3 having disappointed expectations, plantersdiminished their cultivation last year to such an extent that this years' crop is estimated at only 9,000 bags, as compared with 20,000 bags in 1903. In consequence of this depreciation in the price it is expected that many planters will probably abandon the cultivation of the "Abou-Rika" tobacco.

Failure of Shade-Grown Sumatra.

A BIRD'S eye view of the Connecticut Valley in 1904, says the Springfield Republican, shows a remarkable change from 1902 and 1903. The white tents which dotted here and there the green valley between Hatfield and Hartford have been silently folded away, and the raising of Sumatra to-

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Smoking

Tonka
Solid Comfort
Pinchin's
Hand-Made

Jot down the names of McAlpin's Tobaccos

Chewing

British Navy
King's Navy
Beaver
Apricot

bacco under shade is to-day largely a matter of history, and a subject for further experiment. It is estimated that between $800,000 and $1,000,000 have been lost in this venture. In 1902, 700 acres were planted under shade, but this year only a few acres are still being experimented with by a small minority.

The experiment of shade-grown tobacco was first tried in the Connecticut Valley in 1900, on a third of an acre of a Poquonock farm at Windsor, by Prof. Milton T. Whitney, chief of the Bureau of Soils of the Agricultural Department, in connection with the Connecticut Experiment Station. On December 26th, of that year, a bulletin posted by the Secretary of Agriculture at Washington, said:

"The crop has just been sold for $473.70, making an estimated value for one acre of $1,421. The cost of production, including the whole cost of the shade—the frame for which will last five years—will not exceed $500 an acre, leaving a net profit of over $900 per acre. This was an average price of 71 cents per pound * * * The Sumatra tobacco grown under shade has been submitted to New York and Philadelphia business men, and has been pronounced entirely satisfactory and fully equal to imported Sumatra."

To all those familiar with the American tobacco market, among whom, of course, were the tobacco farmers of the valley, this was a statement of the most sensational character. The farmers thought immediately, and very naturally, of the $6,000,000 or $7,000,000 which is annually sent to Holland to buy the choice tobacco of the island of Sumatra, obtainable nowhere else, and on which there is an importing duty of $1.85 per pound. If, as the bulletin posted asserted, it was possible to raise Sumatra tobacco under shade in the Connecticut Valley fully equal to the imported Sumatra, these millions would in the future go into the pockets of the American tobacco grower. This was one of the very facts which the bulletin announced to the world. Attention was also called to the award of two points for Florida-raised Sumatra over that given for the real imported Sumatra at the Paris Exposition, which showed to the satisfaction of the Department of Agriculture that "we can grow tobacco of the highest quality in this country." This short, concise bulletin posted at Washington went on to compare the profits of raising tobacco in the regular way with Sumatra tobacco raised under a tent. A crop grown in the field, said the bulletin, without shade and fermented in the same way, yielded about the same quantity and brought 27 cents a pound—a profit of $300 per acre. The ordinary crop in the Connecticut Valley brings the farmer about 20 cents per pound, or $360 per acre, and, deducting the cost of expenses, leaves a profit of about $260 an acre. Shade-grown Sumatra tobacco, the bulletin already quoted had said, would yield a net profit of $900 per acre.

Wide interest was at once shown in this agricultural experiment, and promoters found little difficulty in securing capital to start companies in the raising of shade-grown tobacco. Two seasons of bad weather and dull markets have swept most of these companies from the tobacco fields. The shade-grown Sumatra of Connecticut had too many flaws in it. The leaf is said to have lacked elasticity, to have been dull in color and green, and to have had an aroma when used in wrapping good cigars that was undesirable. Cigar manufacturers bought small quantities for trial, but with unsatisfactory results, and the consequence is there is no market at present for Connecticut shade-grown Sumatra.

Retail Tobacconists in France.

IN France the number of retail shops for the sale of tobacco is limited by practice to one shop for every 800 inhabitants. This limitation is, however, frequently departed from—mostly for political reasons—and the number of shops increased. No shops can be opened without a license from the Government, and the licensee has to pay a tax which varies according to the probable amount of trade done. The licenses are given either to retired army officers, widows of such officers, or persons who have rendered political services to the Ministers in power or their parliamentary supporters, and are transferable. As a result of the latter condition, licensees rarely open a shop themselves.

They either sell or let their license for a yearly sum to some one who puts his own capital into the trade. This retailer is then supplied with tobacco, cigars and cigarettes by the Government, but on one consideration only, that he can pay cash for it. "No cash, no goods" is the rule, and the cash must be paid before the goods leave the Government warehouse. But there are other conditions as well.

OFFICAL LIST OF WHOLESALE PRICES.

One is that the retailer must hang up in his shop and in a conspicuous place the offical list of the wholesale and retail prices, so that the public may know at what price the retailer may sell and what his profit is. Any departure from the official prices is punished by loss of license and closing of shop. Moreover the difference between wholesale and retail prices is so small that it yields only a starvation profit. On cigars it varies from 7 to 13 per cent; on cigarettes from 8 to 13 per cent; on tobacco from 6⅔ to 8¾ per cent, except on the lowest quality, where it amounts to about 13 per cent. Out of these miserable percentages the tobacconist has to pay the license tax, license rent, shop rent and all other expenses. A look at French tobacco shops is enough to show that this means starvation; whereas in all countries where the tobacco trade is in private hands tobacco shops rival each other for bright and well set up appearance. In France they are miserable holes which one enters only with reluctance.

ELECTIONEERING AGENT FOR GOVERNMENT.

An allusion must be made to another condition which is one that must be most distasteful to any self-respecting man. It is that every tobacconist is expected to be an electioneering agent for the Government in power. Woe to him if he fails in this respect. His license will be canceled by ministerial fiat, and his shop closed.

These are the miserable conditions which State monopoly has created for the retail tobacconist in France. We know perfectly well that Mr. Watson has stated that "for the present" it is not intended to take over the retail trade, but that means nothing even without the proviso "for the present," for let it be noted that the State has not taken over the retail trade in France. It only licenses it, but it prescribes the buying and selling price, as the State would be bound to do here, and the rest follows with absolute certainty. Whether, therefore, the proposal for Commonwealth Monopoly of the tobacco trade is regarded from the standpoint of the revenue; or from the standpoint of the consumer; or from that of the workmen; or from that of the retailer, it is sure, in every case, to be pernicious.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

FREIGHTS AND CHARTERS

CONSIDERABLE improvement has been noticed in the demand for ocean freight space and October will see greater activity, so the knowing ones say. Grain is coming forward a little more freely from the west and better cargoes are offered. Still things are not what they should be when compared with previous years. Flour and provisions seem to be improving and the rates remain steady, as previously reported. From Halifax it is learned that the Board of Trade have been notified that Pictou, N.S. The letter was dated September 3rd and was in answer to pressure brought to bear upon the Government by Mr. MacDonald and Senator MacGregor to reduce the freight rates on hay from Ontario and Quebec, there being a hay shortage in Nova Scotia, in the same way that the freight rates on coal to the west were treated when there was a coal scarcity in Quebec and Ontario. It appears that as well as heavy cuts having been made on native bituminous coal, the coal arriving at Halifax and St. John, from Wales, and destined for Quebec and Ontario, was either carried for nothing or at a great reduction from ordinary rates. Senator MacGregor and Mr. MacDonald are now asking to have hay carried free, or at a great reduction from the west to the east, and Mr. Emmerson consents. He says:

My Dear MacDonald—In answer to your inquiry about the probable rates on hay to Eastern Nova Scotia and Cape Breton, I cannot definitely state to you what terms will be offered; but you can depend upon this, that whatever concessions were made to people in the west in regard to coal rates will be made to farmers who have suffered from the loss of their hay crop. These concessions in the west, whatever they were, were made to municipalities. In this instance should the municipalities not take up the matter, as I feel they would be justified in doing, it would be desirable to deal with the Agricultural Societies. Whatever reductions are made should be in the form of a rebate, and not by way of fixing a reduced tariff. Of course, it would be equal in its effect, and would have the merit of not being liable to abuse. At this time of writing (he was on the train) I cannot get positive and reliable information as to the extent of the concession made with respect to coal; but will ascertain the exact facts when I reach Ottawa, and have the opportunity of seeing the Order-in-Council, which I understand was passed.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c	6-7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs.....	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags.....	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica....	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple....	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	...	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32-6-37.6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

an export rate on Manitoba flour has been put in force to Halifax, which will enable dealers at that point to have flour shipped through Halifax, instead of St. John, or other ports, as heretofore.

A somewhat remarkable situation has occurred in connection with the I.C.R., which shows readily how the yearly heavy deficits of this Government railway exist. The substance of it is in a letter written by the Hon. H. R. Emmerson, Minister of Railways and Canals, to E. M. MacDonald, M.P.P., for

IT IS TIME TO ORDER

BATGER'S

NEW SEASON JAMS

HANDSOME NEW SQUARE JAR WITH METAL AND CORK SCREW TOP.

4 DOZEN IN CASE.

ROSE & LAFLAMME, MONTREAL.

YES "ALVINA" SALT

IS A VERY GOOD TABLE SALT.

RUNS FREE.
SELLS WELL.

AND

SHOWS A GOOD

PROFIT

10c. A TIN.

ROSE & LAFLAMME, MONTREAL.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in t e centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

September. 29, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 25
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ¼-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 60
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

IVORINE
Cold Water
STARCH

A starch which has gained mar ed favor wherever introduced. More easily used than any other starch. Makes perfect work. Per case of 40 pkges.—$2.50.

Made in Canada only, by

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

FOR GOOD TRADE
KEEP ON HAND

Southwell's

Jams and Marmalade

These are a standard the world over. Made in London, England, and must be good to hold their trade in the home market.

Frank Magor & Co.

Canadian Agents,
403 St. Paul St., MONTREAL

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4⅛ doz. to case	per doz.,	$	.90
½ " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs.	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	$ 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

The question of securing and holding your customers' Starch trade is easily settled:

Sell them **always** and **only**

Edwardsburg "Silver Gloss" STARCH

and

Benson's Prepared CORN

the one for the laundry — the other for the kitchen.

For sale by every jobber in the land.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food. Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 56 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
1-lb. jar	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

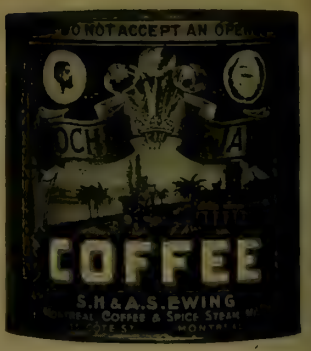
Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

A **"GOOD COFFEE"** reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



"Prince of Wales"

MOCHA & JAVA COFFEE

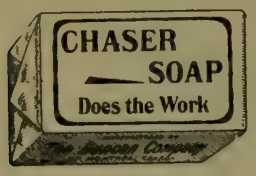
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

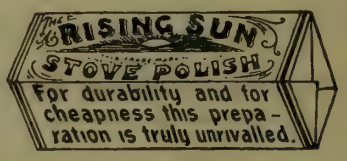
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 48 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—	
10c. pkges, cases 5 doz., per do less 5 per cent.	1 00
"BEE" BRAND CORN STARCH.	
Cases 40 pkgs	$3 00

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

D LAN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	
"BEAVER" BRAND.	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60
SMALL'S BRAND—Standard.	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets		
Green Label	retails 0 26 at	0 30
Chocolate Label	" 0 35 at	0 25
Blue Label	" 0 50 at	0 36
Maroon Label	" 0 60 at	0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail 0 25 at	0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail 0 30 at	0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail 0 35 at	0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 40 at	0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 50 at	0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 60 at	0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label	1 lbs. per lb.	½ lbs. per lb.	Sold for ¼ lbs. per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	28		40
" 3 O L. Blue	22		30
4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 13s.	0 55

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 00
100 5c. "	3 90
1 case 50 5c. packages free with 5-case lots	
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

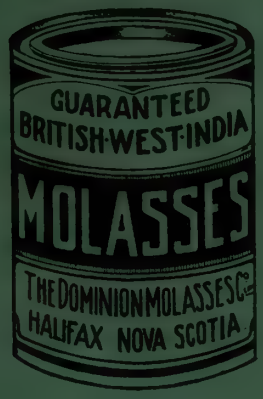
	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 35
Gillett's cream yeast, 3 doz.	1 35
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 3 doz. 10c.	1 90

MOLASSES

2 lb. 5 lb.



3 lb. 10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO., TORONTO
JOHN W. BICKLE & GREENING, HAMILTON
GEO. M. GILLESPIE, LONDON
JOSEPH CARMAN, WINNIPEG

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.....	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	21.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND
BAKING POWDER.

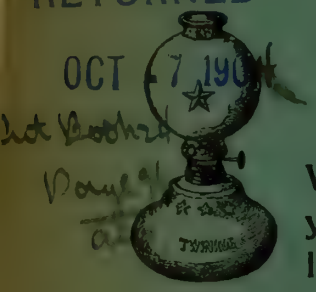
The Best Grocers make a point of Keeping it always in Stock.

RETURNED OCT - 7 1904

LAMPS

We sell Good Goods Cheap:

RETURNED OCT - 7 1904



Send for lists and particulars.

We shall be glad to have you order small sample lots from our lists.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

RETURNED OCT - 7 1904

"WELSH" TRADE MARK LIME FLINT REGD

Have you tried the "WELSH" Common Crp Chimneys yet? A sample case or two will show you.

"Perfectly clean from our kitchen to your customer's."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Golden Marmalade.

Screw Top (with inner vacuum lid) Jars

Recent report from Ottawa, with analysis of Jams, etc., shows C. & B. Jams absolutely pure, not adulterated, not dyed, no glucose. Read the report referred to. It is an eye-opener.

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, OCTOBER 7, 1904. NO. 41.

Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

HAVE YOU ORDERED SOLEIL

The New Biscuit?

ORDER BY MAIL IF YOU CAN'T CATCH A TRAVELER.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - - Ontario.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

The Canadian Grocer

When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer
Montreal and Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada
Ask us for prices on
Evaporated Apples, Green Apples, etc.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER.

Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

BRITISH BUSINESS CHANCES.
Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for
FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St,. Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.
N.B.—A free specimen copy will be sent on receipt of a post card.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL **TELEPHONE MAIN 3171**

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

FOR JADED APPETITES

Fresh, wholesome Mince Meat is just the thing. Our Mince Meat is good because we use only fresh meat and choice fruits. Remember that it is "better than has been." Every grocer can rely on that.

—Please
—Everybody

Put up in convenient sized fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Mince Meat.

124-128 Richmond St. West, TORONTO, Can.

TEAS

We are showing the best value in Canada in JAPANS, CEYLON GREENS and BLACK TEAS.

We have an exceptional fine line of **Japans** in thirty pound caddies, low price. Send for samples

Our **"O O"** Blend of Ceylon, Black and Green, put up in handsome pound and half pound packages, to retail at **25, 30** and **40c**, are well worth a trial order. Your own NAME AND ADDRESS PUT ON EACH PACKAGE WITH ANY QUANTITY.

The F. J. Castle Co., Limited, WHOLESALE GROCERS.

OTTAWA,——CANADA.

Every good quality that should belong to tea is embodied in the teas of

JAPAN

they are **clean, fragrant, flavory, invigorating, healthful.**

These qualities commend themselves to your customers,—as business men they should appeal to your buying sense.

What pleases your customers, brings trade to your store—good steady trade for

JAPAN TEAS

means profit to you.

Buy

JAPAN TEA

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

A **1c.** postal card will bring you full particulars as to our **Profit Sharing System** ON

Chaser Soap

—It is money to you to
—drop us a post card.

The Duncan Company
Montreal

IF FLIES CARRY DISEASE

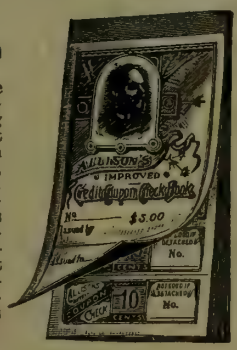
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

If You Have Money to Burn



Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. **Limited,**

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,
WATERLOO ONT.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING, ONT.

Salt!

How is your Supply?

Why not stock up before transportation companies get busy and weather broken?

Verret, Stewart & Co.

Montreal.

Do you think it sentiment?

How do you account for the enormous advance in favor made by Ceylon Teas over those of other countries?

Will sentiment account for it? Sentiment has a place in the commercial world, but it takes more than sentiment to sustain and prolong a condition of affairs.

Ceylon Teas

have positive and outstanding merits. Strength--which means economy, and flavor, which means favor.

The public taste may be played upon for a while, but it asserts its preference in no mistaken way, soon or late. The public have insisted upon

Ceylon Teas

which can be had in Blacks and Greens.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), preduce **the** one. A Malt Vinegar which is unapproached by any othor for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S MAPLE LEAF BRAND BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

Just Suppose

that you investigated the worth of THE OLD HOMESTEAD BRAND of Canned Fruits and Vegetables, and found them to be away below our claims—wouldn't you conclude that we were fools to spend money and time in an effort to create a market for a brand that was no good?

Happily, an investigation into the worth of

The Old Homestead Brand
of
Canned Fruits and Vegetables

brings no disappointment, no loss of faith; rather a conviction that every apparently extravagant word of praise said in their behalf is warranted.

It is this knowledge that makes us ask the retail grocery trade to give OLD HOMESTEAD BRAND a preference.

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

ROWAT'S
Popular Price PICKLES

Before the frost shuts you out see that you are well stocked with the goods that sell and please every time, namely

ROWAT'S

For sale by every jobber, or

SNOWDON, FORBES & CO., Montreal.
F. H. TIPPET, St. John, N.B.
F. K. WARREN, Halifax, N.S.
C. E. JARVIS & CO., Vancouver, B.C.

Best Values in TEAS

Write us for Samples

Teas and Coffees

Ceylon and **Indian** Greens, at **10**c. to **18½**c.—Special value. Try a sample lot.
Special values now in **Japans,** all grades, from 11c. to 35c.
Ping Suey Gunpowder, in boxes, from 9c. up—all grades.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock

JAMES RUTHERFORD & CO.

DIRECT IMPORTERS

27 St. Sacrament Street MONTREAL

CURRANTS

Hay Castle — Paradise

CHOICEST SELECTED SELECTED

These two brands are produced in a specially selected and favored district in Greece, renowned for the handsome appearance and unequalled flavor of its fruit. Approved by the Greek Government as being of superior quality.

PACKED SOLELY FOR

W. H. GILLARD & CO., - Hamilton

Wholesale Grocers and Importers of Fine Fruits, Etc., Etc.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

ARE YOU ?

If you are not fully satisfied with the volume and profit of your Coffee sales, we invite you to consult us.

Let us show you the possibilities of improvement and how to grasp them. This will involve your use of

WOOD'S COFFEES.

but that is simply the beginning. The plan by no means stops there.

Time spent with us here or with our representative at your store will pay you well.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St. MONTREAL

"Imperial Brand" Maple Syrup

is a popular seller at all good rocers.

The store that does not keep it loses business.

ROSE & LAFLAMME, Agents, MONTREAL.

GENUINE MERIT

and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All grocers should sell it — if they don't they miss sales.

ROSE & LAFLAMME, Agents, Montreal.

A CHAT WITH A CEYLON TEA PLANTER

THE CANADIAN GROCER had the pleasure this week of a half-hour chat with Mr. A. C. Kingsford, of Ceylon, one of the leading tea-planters of "the sunny isle," and is reproducing the same in this week's issue for the benefit of its readers in Canada and other countries. Mr. Kingsford is on his way home via England after a somewhat extended tour which has included a several months' visit to China and Japan and a short sojourn at the great St. Louis Fair. Mr. Kingsford is justly proud at the splendid showing made there by the Ceylon and Indian Governments, their respective exhibits being undoubtedly among the most attractive features of the Exposition. Both these Governments have authorized and actually taken over the responsibility for placing the Ceylon and Indian teas before the markets of North America. Although it is hard to estimate accurately the value of such a method of advertisement, Mr. Kingsford says the general impression seems to be that it is serving its purpose admirably. The plan was initiated first at the Chicago Fair in 1893, and there can be little doubt that the increased consumption of green and black Ceylon teas in America is due in no small measure to the efforts of the Ceylon Government at that time. During the St. Louis Fair the average sale of Ceylon tea at the Ceylon court has been from 2,000 to 3,000 pots per day, by no means an inconsiderable item.

Mr. Kingsford says there has been a temporary stoppage in the production of green tea in Ceylon, owing to oversupplies in the Canadian and American markets. This is the result of overbuying at the beginning of the Russo-Japanese war. Western tea merchants looked forward to a sharp advance in prices and a shortage in supplies on the assumption that the tea output of Japan would be curtailed. In addition to this fact there was the fear that the war might spread beyond Japan and China. Subsequent events have proved that these fears were unfounded. Japan has produced her usual crop of tea and placed it on the market at a price considerably lower than that which usually rules for this article.

Other tea-growing countries have carried on their operations unmolested and the result is that western markets are supplied for the present with rather more tea than they can conveniently use.

On the other hand, Mr. Kingsford says that there has been of late years a decrease in tea production in Japan which is growing from year to year. The tea-growing industry is not paying there as well as it once did. Some plantations have been abandoned. Others have taken to the culture of the mulberry tree for the silk industry, and present prices for tea are likely to still further curtail the output in the future.

The temporary falling-off in the western demand for Ceylon green tea, however, has caused a minimum amount of inconvenience to Ceylon tea planters since they can change from green to black tea making at short notice, owing to the fact that the difference between the two varieties is only one of withering and fermenting the leaf.

The North American market for the tea products of Ceylon has grown by leaps and bounds within the last few years. In 1893 Ceylon exported to North America in the neighborhood of 2,000,000 pounds. In 1903 the exports increased to 33,000,000 pounds. At a matter of fact the amount of tea consumed in Canada per capita is considerably in excess of the consumption in Uncle Sam's dominion, and the Canadian market is growing rapidly until even at the present time Canada is one of the most important customers of Ceylon. Mr. Kingsford says he has observed a variety of tea known as "English Breakfast Tea" on the Canadian and American markets. As a matter of fact it is a misnomer to call such an article English breakfast tea, when it is nothing more nor less than "China Congou," now for many years displaced by Ceylon and Indian tea on the British markets.

The following extract from the St. Louis World's Fair "Ceylon" handbook will be found of interest:

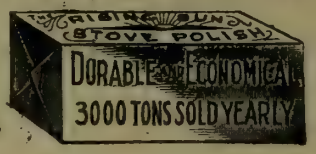
"The rise of the tea industry of Ceylong affords one of the most remarkable instances of rapid development of an agricultural pursuit, especially when the previous history of the planting industry is remembered. In 1875 there were barely 1,000 acres planted with tea. During the next ten years of depression due to the failure of coffee, this acreage increased to 102,000; by 1889 it attained 205,000, by 1893, 305,000 and it is now 385,000 as compared with from 500,000 to 600,000 acres in India. The island imported its tea in the early days of tea planting but in 1883 the export exceeded 1,600,000 pounds, in 1887 it was 13,813,872 pounds, in 1896, 108,141,412 pounds and in 1903 (including green tea) no less than 151,120,009 pounds. For the present, at any rate, the growth of the industry seems to have reached its upper limit.

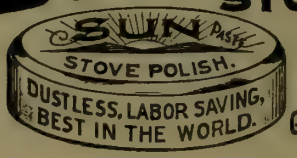
"Tea is now the chief industry in the mountain districts, and also covers a large area in the southwestern plains. Above the elevation of 2,500 feet it forms almost the only cultivation, and a journey on the rail from Kandy to Nuwara Eilya affords perhaps one of the most striking instances in the world of a large stretch of country covered with one crop. Excepting only the summits of the mountain ridges, the grass lands, and the actual precipices, a vast sheet of tea covers hill and dale, broken chiefly by the straight lines of the "wind belts," narrow belts of Australian trees planted through the tea fields across the direction of the prevailing winds.

"By far the largest proportion of the tea cultivation is in the hands of European planters resident on estates of which there are some 2,000 in Ceylon. The average size of an estate is between 200 and 300 acres, but there is a tendency of late for estates to be united in groups for economy of working and management, and to enable larger and more economical factories to be used. Whereas formerly a large proportion of the planters were owners of their estates, they are now more often worked by salaried employes of large or

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

small companies, some managed locally, others directed from London.

"The export and general business of the estate or company is worked through a Colombo agency, which also superintends the general conduct of the estate by means of its 'visiting agent,' a planter of long experience, who goes over the estates at intervals, inspecting their working, estimates, accounts, etc.

"The laboring force of a tea estate consists generally of Tamil coolies. They are housed and medically attended at the cost of the estate, and their well-being is carefully attended to. The heavier labor is done by the men, the lighter, such as tea plucking, by the women and children.

"Several varieties of the tea plant are known: The China variety is now rarely cultivated in Ceylon, the usual ones being the Assam indigenous and the Hybrid, a cross between this and the China. Both of these have larger leaves and yield more crop. The tea plant, a small tree when left to itself, is cultivated on estates in large fields, in which the plants are placed about four feet apart and severely pruned at intervals of eighteen months or two years. They form squat bushes about three feet high and with flat spreading tops, so that it is easy for the coolies to get at the young shoots which are constantly appearing on the top of the bushes. These shoots, taken together, are termed the 'flush' and the object of cultivation and pruning is to ensure large, frequent, and regular flushing. In the colder climates of China the Assam flushing ceases in Winter, but in Ceylon it goes on all the year round.

"Tea manufacturing consists essentially in the plucking of the young shoots of the flush and their subsequent treatment by withering, rolling, fermenting, and drying to form tea. In Ceylon the flush is plucked every eight or twelve days by women and children working in gangs under kanganies. They soon become remarkably quick and expert at the work. Plucking is designated as 'fine' when the bud at the tip of the shoot and the two young leaves just below it are taken, 'coarse' when the bud and three leaves are taken. At present fine plucking is much the most usual. The coarser the plucking, the poorer the average quality of the tea produced, though the greater the quantity. Fine plucking produces the various teas known as pekoes, while older leaves give souchongs and congous. Pekoes consisting only of the buds or tips are known as 'flowery' those containing also the first young leaf as 'orange' pekoes.

"The coolies bring in their day's plucking to the factory, usually a large well-equipped building, containing the most modern machinery, and worked by water or steam power. The 'leaf' is examined and weighed and the amount plucked by each coolie recorded, the wage depending partly on the amount plucked.

"After the leaf has been weighed it is taken to the upper floor of the factory and thinly spread out on light openwork shelves of jute hessian (canvas), known as tats, to wither. In good weather it becomes limp and flaccid in about eighteen hours, but in wet weather artificial heat is employed and a current of warm air drawn through shoots into the rollers or rolling machines in the ground floor. A roller consists essentially of a table with a central depression to hold the leaf, and a hopper above it, the two moving over one another with an eccentric motion. Pressure to any required extent can be put upon the mass of leaf that is being rolled, and at the end of an hour or so the door in the bottom of the table is opened and the 'roll' falls out, the leaves all twisted and clinging together in masses, which are then broken up in a machine termed a roll breaker, to which is usually attached a sifter that separates the coarse leaf from the finer. After this the leaf is piled in drawers or on mats to ferment or oxidize, with a free access of air. This process is omitted in the manufacture of green tea. In a couple of hours or so, depending on the weather, the leaf assumes a coppery color, and gives out a peculiar smell. Experience is required to determine the exact point at which to check the fermentation and place it in the firing or drying machines. There are many types of these machines, but all act by passing a current of hot dry air through the damp fermented leaf until it is dry and brittle, when it is removed, sifted into grades by a machine composed of a series of moving sieves of different sizes of mesh, and finally bulked (i.e. the whole mass of each grade made on one or more days is thoroughly mixed together, so as to secure as great uniformity of quality as possible), packed in lead-lined boxes of 100 pounds, soldered up, labelled with the name of the estate, and despatched to the port of shipment.

"The grades of tea usually prepared in Ceylon are known (in order of quality and value) as orange pekoe, pekoe, pekoe-souchong, souchong, congou, and dust.

"Green tea, made in the same general way as black, but withered by means of steaming, and prepared without fer-

Something Sweet--Empire Maple Syrup

QUARTS, HALF-GALLONS, GALLONS, 5 GALLON TINS.

Quality unsurpassed. Attractively put up. Also Buttercup Sugar Syrup. Tastes like Butter Scotch. In ½-barrels.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

BROOMS BROOMS BROOMS

Made from the finest selected Whisk Corn by

UNION LABOR.

Ask for the "SIGNAL" brand and take no substitute.
Give us a trial order, including Whisks and Toy Brooms.

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

WE HAVE IT ONCE MORE

TARTAN Japans to retail AT... 25c

Our trade will appreciate it as they did in 1901 and it is up to that standard of cup and leaf. Book your orders to arrive.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers ***HAMILTON***

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers. **49 Front St. E., Toronto**

"TAKE MY ADVICE"
EAT CHEESE"
Says John D. Rockefeller
The great financier learned by experience the sustaining and digestive qualities of good cheese. "Eat cheese and you will enjoy good health," he says. The U. S. Government has by recent experiment proved its unequalled energy-producing value, and the government now says "Eat Cheese." But there is cheese and cheese.
MacLaren's Imperial Cheese
(in opal jars)
is the finest cheese ever placed on the market. It has a delicious flavor and contains three times the nourishing power found in an equal quantity of ordinary cheese. It never becomes hard or dry.
Sold in several sized jars by all grocers. Price, from 10c up.
In each jar of Imperial Cheese will be found a coupon, one of which with coupon below entitles the purchaser to a beautiful cheese knife or a handsome silver holder at about one-third the value of the ware. The coupon reproduced below counts as three coupons in the jars. Cut it out and save it.
A. F. MACLAREN IMPERIAL CHEESE CO., Ltd.,
Toronto, Canada
THIS IS OUR OFFER
SAVE THIS COUPON
ONE IN EVERY JAR.
MacLaren's Imperial Silverware is guaranteed. If not satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupons and cash or stamps with your full address to
A. F. MacLaren Imperial Cheese Co., Ltd.
SEE OTHER SIDE.
SEE OUR OFFER ON OTHER SIDE
Various Sizes
but only
One Quality
You can always be sure of that in selling
MacLaren's Imperial Cheese
It's the easiest cheese to sell, because it is always of the same high grade.
A. F. MacLaren Imperial Cheese Co., Limited,
Manufacturers and Agents,
TORONTO, ONT.

mentation, is graded as young hyson, hyson (1 and 2), gunpowder, and dust.

"The greater part of the tea shipped from Ceylon at present goes to the United Kingdom. It is interesting to note that consumption of British grown tea in the United Kingdom last year was about 240,000,000 pounds, whereas the total consumption of the United Kingdom is only 250,000,000 pounds. Exports to other countries are steadily increasing so that they bid fair soon to form one half of the total exported. The next best customers of Ceylon are Australia, Russia, and North America. The last named market is the chief destination of the green tea made in Ceylon.

"Twenty years ago China still supplied the bulk of the tea consumed in Britain, while India provided about one-third and Ceylon's share was only a poor one per cent. Now Ceylon's proportion of the total is 35 per cent., and that of China has sunk to 4 per cent. In the early days of planting in Ceylon much better prices were obtained than at present; the price steadily fell from $0.30 1-2 a pound in 1885 to $0.13 1-2 in 1902; in January, 1904, the average wholesale price in bond in London was $0.14 1-2 a pound."

The topics of principal interest in Ceylon tea circles just now are the "Cess" and Mr. Chamberlain's increased duty on tea.

In regard to the latter Mr. Kingsford says it will undoubtedly affect the Ceylon tea trade. When the tea duty was increased a year or two ago from 4 to 6 pence, supplies were fairly large and the advance did not fall on the consumer. The last increase, however, will in all probability be sufficient to curtail the consumption of Britsh grown tea such as is grown in India and Ceylon throughout the Uited Kingdom to the certain loss of the producer. In regard to preferential treatment being accorded to British grown tea Mr. Kingsford

PEELS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto

says he has not heard much about it in Ceylon, and that it is doubtful if preference would be much of an advantage to the Ceylon tea planter. Free trade in the other tea markets is more essential. At present Ceylon and India have a practical monopoly of the British tea market. If, however, the balance of trade should turn against them there they can further direct their products to new markets in which they have already met with phenomenal success as is readily seen from the fact that these countries exported 90,000,000 pounds of tea to foreign markets outside the United Kingdom last year.

Mr. Kingsford is in a position to speak with authority on the "Cess" question as he was for two years the chairman of the "30" committee. For upwards of eleven years, beginning with the decision to have a display at the Chicago World's Fair in 1893 the planters of Ceylon, aided by the Government, which provides almost all the outlay in connection with International Expositions have made a persistent and remarkable effort to exploit the markets of North America. At the close of the Chicago Exposition a permanent commissioner was appointed; and year after year an executive body called the Thirty Committee, elected by the Planters' Association of Ceylon and the Ceylon Chamber of Commerce, has expended $50,000 per annum in advertising and demonstrating in North America, besides carrying on a propaganda in other countries.

The money for the exploitation of Ceylon's staple export was provided for the first few years from a voluntary tea fund, but since 1892 from a cess collected at the Customs on all teas exported. This cess began at 10 rupee-cents for every 100 pounds, and was twice increased, until 30 cents per 100 pounds was reached. This has enabled the executive body to encourage the new industry of green tea, which during the past three years has made notable progress. It must be remembered that the cess is in no way a bounty, it is simply an export duty collected by the Government but paid by the producer. The plan on the whole has proved successful and a proposition has been broached recently among the tea planters to have the amount of the cess further increased as it is felt that there is no more effective way of Ceylon establishing her self in foreign countries than official advertising.

QUEBEC WHOLESALE GROCERS' GUILD.

The Quebec Provincial Wholesale Grocers' Guild is now an established fact. A meeting was held Thursday, September 29, at Montreal, for the purpose of organization, with an attendance of representatives from wholesale grocery firms throughout the province and Ottawa.

The guild is subject to the Dominion guild, composed of the several Provincial guilds. Mayor Laporte, as president of the Dominion guild, welcomed the representatives from other cities. The representatives present were L. E. Geoffrion, president of the Montreal guild; D L Lockerby and Albert Hebert, Montreal; Archibald Miller, P. J. Bazin, J. B. E. Letellier, A. Carrier, and C. E. Langlois, Quebec, and A. Allard, Ottawa. The members of the Montreal guild entertained the visiting grocers at an informal dinner at the Canada Club.

The election of officers resulted as follows: L. E. Geoffrion, Montreal, was elected president; J. P. Bazin, Quebec, first vice-president; H. A. Bate, Ottawa, second vice-president; J. Stanley Cool, Montreal, secretary and treasurer.

The
Jams,
Jellies
and
Orange
Marmalade
that the people want are

Upton's

The wise grocer gives them what they want.

THE BREAKFAST TABLE PROBLEM

Do you think any of your customers have one? Don't know just exactly what they should have to make a foundation for a hard day's work? Do you suppose they've ever thought of the appetizing, body-building, brain-strengthening kind that is so popular in Nova Scotia, viz, **FISH?**

Suggest it to them, and help them further by selling a package of **"HALIFAX," "ACADIA," or "BLUENOSE" PREPARED CODFISH.** Your interest in their Breakfast Table Problem will build up a lot of trade you do not now possess.

BLACK BROS. & CO., Limited

HALIFAX, N.S.
LAHAVE, N.S.

A. H. BRITTAIN & CO., Rep. in P.Q. and ONT.
BOARD OF TRADE BLDG., MONTREAL.

Fresh and Cured Fish

To Benefit Canadian Fishermen.

A MOVEMENT has been set on foot by the I.C.R., which will greatly benefit Canadian fishermen, namely an arrangement to commence a service over the lines of the I.C.R. for bringing a daily supply of fish during the Winter to Montreal, from Gaspe, New Brunswick and Nova Scotia. This at once suggests a competitive facility for Boston and Portland. Hitherto a large trade had been carried on between the fish dealers of Montreal and the traders of Boston and Portland. In fact it is well known that a large American fishing house in New England, which also owns an immense establishment in British Columbia, hauls carloads of fish all through Canada and down to Boston, in bond, and then ships it back to Canada. This statement applies to halibut especially.

It is a known fact also that the Maritime Provinces of the Dominion have fish supplies sufficiently abundant to successfully compete with, and shut out all foreign competition. All that has been desired was the necessary transportation faciltiies. The new arrangement is viewed with great satisfaction by large and small fish dealers in Montreal, principally because they will be able in future to bring their fish to Montreal much cheaper than from the American side and considerable sums of money which originally went to the United States, will now be diverted to the pockets of Canadian fishermen. It may be explained that it is only for about five weeks in the year, during the months of August and September, that Canadians have to look to the United States for haddock. At this time of year supplies of all kinds of fish come from the Maritime Provinces, every day of the week except Saturday and when the east fails, the Pacific coast is left to fall back on. The new departure of the Intercolonial should make it possible for Canadians to supply their own market, quite independently of the United States.

Whaling Industry for B. C.

Preparations have been commenced in Sechart Island, B.C., for the construction of works to be used in connection with developing the whaling industry in British Columbia waters, which has hitherto been monopolized by whalers from San Francisco. The estimated cost of equipment is $50,000. The fish will be made into oil, guano and bone fertilizer.

The Japanese Oyster Industry.

THERE are, according to the report of Dr. Dean to the United States Fish Commission, three kinds of Japanese oysters considered in connection with cultivation. The first is a small one, probably a dwarfed sea water variety, and is found in great quantities along the southern and eastern coasts, and is the most abundant of its kind. It is a bay oyster, occurring in shallow water, where it forms an almost barnacle-like incrustation upon the tidal rocks. It is collected in great numbers for local consumption, fisher people opening them on the spot, not detaching the shell from the rock, and marketing them in bulk. In actual size this oyster is rarely larger than one's finger nail, but its flavor makes amends for its size. The shell rarely measures more than two inches in length, and in both size and flavor it resembles the California oyster. The second form is the important one from the standpoint of the culturist. It averages the size of the "Blue Point," and its color is that of cream. It occurs abundantly through the Inland Sea, in the small bays along the northeast coast of the main island, and thrives in bays well tempered by fresh water. The best that are found are those that are found at a depth of a fathom or two below the low-water mark, and it is the form considered by Prof. Dean in his discussion of the culture of the oyster. The third form is a typical sea oyster, and it is most abundant at a depth of ten fathoms. Its value is purely local, no region producing sufficient numbers to warrant a definite fishery. Some of the specimens weigh in the shell as much as six pounds.

The oyster producing region of Japan is par excellence the Inland Sea, and it is here that the culturists have carried on their industry with the greatest success. This body of water can be looked upon as one of the most important natural preserves of fish and shellfish in the world. It can be compared to a deep marine lake, but it is sufficiently open to the sea to insure favorable conditions of density and of renewal of its waters, while its occupants are free from the dangers of an open gulf.

Throughout this entire region oyster culture is carried on more or less generally, but the important seats of the industry are at Okayama, in the east, and near Hiroshama, in the west. In the former locality, a small, nearly enclosed bay, which suggests that of Archachon, in France, proves very productive and supplies no little part of the market of Kobe and Osaka. Here are also the canning factories. Near Hiroshama, however, the industry is conducted on a somewhat larger scale, although on the same general lines.

All cultivable grounds, whether for oysters, other shellfish or seaweed, are—in Aki, at least—the property of the prefecture, and can neither be sold nor subrented. All cultivable tracts are surveyed, the lots tending to decrease in size as the estimated value of the property increases. The farms are rented auction fashion to the highest bidder, and the tenants have the privilege of renewing their lease indefinitely at the original rentals; a privilege, however, which cannot be used speculatively. In addition to the yearly rental, the property is subject to a small local tax upon the total area of each farm, and to a charge of one per cent. of the rental to cover the expenses of administering the oyster cultural bureau of the prefecture. This series of taxes impresses the stranger as formidable, until he learns that it does not represent an accumulation of taxes, but rather an itemized statement as to the apportionment of public funds made thus in accordance with local custom. Rental or concessions from the prefecture, it should further be said, brings with it certain privileges in marketing the oyster in Osaka.

Fish Planting.

The Ontario Government, in conjunction with the Grand Trunk Railway, has inaugurated a vigorous policy of restocking with fish many of the lakes in northern Ontario, where there was any chance of a depletion, and the success which has attended their efforts has been marked. During the Summer season this year no less than 5,305 parent bass were

captured and transported from Lake Erie to the several districts that are visited by the angler and Summer tourist. A special fish car was built by the Grand Trunk three years ago expressly for the transportation of live fish for this purpose and it has been used each Summer in the propagation of this good work. This year three carloads of bass, none less than 12 inches in length, and many weighing two and three pounds, were planted in the Muskoka Lakes, two carloads in Lake Simcoe and Couchiching, one carload in the Lake of Bays region, one carload in Balsam Lake (one of the Kawartha group in Victoria county), and a carload in the lakes along the Canada Atlantic Railway in Algonquin Park. These carloads contained in each instance from 500 to 700 fish. In addition to the planting of the parent fish, a carload of 5,000 black bass fingerlings was placed in the Lake of Bays region. The results of each shipment have been most gratifying, and Summer tourist and angler have appreciated the movement and look forward to better sport in these waters in the future.

Fish Notes.

According to the St. John Sun the boneless herring industry will shortly be started up again in St. John, N.B.

The centre of the kippered herring industry in British Columbia has been transferred from False Creek to Pender Harbor.

According to the Victoria Colonist a combination of western capital is being organized to secure control of the property of the defunct Pacific Packing and Navigation Co.

It may surprise readers of The Grocer to know that from 4,000 to 5,000 caribou were butchered in Newfoundland during the past season for bait used in the cod fisheries.

Perhaps the most curious lake in the world is in the centre of Kildine, an island in the North Sea. The surface of its waters is quite fresh and supports fresh water creatures, but down deep it is as salt as the sea itself and salt-water fish live in it.

It is reported that the assets of the Pacific Packing and Navigation Co. will be offered at public auction in the very near future. The Pacific Packing and Navigation Co. owns about $4,000,000 worth of property in Alaska and the State of Washington.

Crockery and Glassware

Firing and Decorating Limoges China.

A NEW kiln for firing Limoges china is being tried just now, which promises to revolutionize the whole system of firing. The form of the oldfashioned kiln is entirely changed. The saggers containing the china are placed on cars or slabs made of fireproof material, which are pushed drawn into a hot-air chamber, whose temperature gradually increases as they are advanced towards the firing chamber. At this point a water-cooled damper lined with fireproof bricks is raised, so that the cars proceed into the firing chamber where the heat is concentrated. It remains here until the china is baked; then another water-cooled damper is raised to let the car pass out into the cooling chamber, where the cars move slowly towards the exit of the kiln. By a careful arrangement of drafts, the hot air from the highly heated saggers is drawn under the firebox, thus saving all waste heat. The advantages obtained by this system of firing are (1) economy of fuel, (2) saving of time (it is estimated that china paste can be made into china, passing through the several processes of bisque, glazing, and decorating, in from thirty to forty hours), (3) cheapness in constructing the kilns and repairing them, (4) the saggers last much longer, (5) a gain in the quality of the goods, (6) reducing the number of men required to tend the fires, (7) as the cars or slabs are loaded before entering these kilns, as large a force of men is not required as is necessary in filling a down-draft or oldfashioned kiln, (8) a perfect control and knowledge of all parts of the kiln can be had all the time the fire is going on, (9) this kiln can be used for every purpose in making china, viz., bisque, glazing, and decorating, this latter process being done by covering the cars with a muffler or hood.

DECORATION.

The decoration of china has been reduced to a very fine art in Limoges. The beautiful designs—floral, fruits, and landscapes—so much admired, are produced in such quantities and so rapidly that it would be impossible to make one-thousandth part of the decorations by hand. The processes of lithographing and decalcomania have replaced all hand painting, except for rich decorations and special orders. The small decorators purchase the decalcomania sheets ready prepared. They employ girls to stick the pictures on the china. After the paper has been removed therefrom the articles are fired in "moufles" to set the colors.

The large manufacturers, however, make their own decalcomania sheets, work out their designs, and control their decorations themselves. The design is cut upon a stone in the same manner as a chromo-lithograph, each color having a separate stone, which is passed through a machine. The color, which is in powder, is sprinkled on the paper after it has received the impression from the stone. Only that portion which should receive the given color is impressed, so that after the different paints are passed upon the sheets called for by the design the sheet is ready for transferring.

Much alarm was caused some time ago by lead-poisoning from the colors, but now the powdering is done under cover. The top of the tables are in glass, the backs and sides are of wood, but the front is of cloth, in which are armholes fitted with elastic bands, so that the hands can be thrust through and the powdering done without the danger of inhaling the dry colors. The work is seen through the glass top. A new powder is now being tried which dispenses altogether with lead.

Belgian Glass Industry.

THE Etoile Belge recently published an interesting article on the crisis in the glass industry in Belgium, from which the following is extracted :

"During many years the glass industry of Belgium has rapidly increased. Jealous of us, the United States, formerly our tributary, developed the industry mostly with our workmen, who emigrated in great numbers and finally formed in America a union, which was successful in some disputes with the employers. Imitating the example, Belgium glass workers, on October 1, 1894, formed a federation called the New Glass Union. Instead, however, of remaining a union to resist the reduction of salaries or to assist in raising them, it became purely a political machine and an arm of oppression. Later, certain workmen tried to escape from the yoke, and in their turn founded, in 1898, opposing unions. In 1900 the union attempted to force the seceders back, and, the directors and owners of the glassworks refusing to aid them, a general strike ensued July 1, 1900. After a long time the owners gave in, but not before France and England had become formidable competitors.

NICE LITTLE CRATES OF DINNER SETS IN STOCK

B. H. M.

8, 9 or 10 SETS IN PACKAGE,
ASSORTED, 3, 4 or 5 DIFFERENT PATTERNS.

NOW IS THE TIME THAT SUCH GOODS SHOULD BE IN YOUR STORE READY FOR INSPECTION
SEND FOR LISTS

BARNARD & HOLLAND CO.
290 St. James St., MONTREAL.

SKINLESS CODFISH

in 100 lb. cases. One of our leaders.
New Pack. *Quality Guaranteed.*
Write for prices.

LEONARD BROS.,

Wholesale Fish and Oysters.

MONTREAL, *ST. JOHN, N. B.,* *GRAND RIVER, GASPE, P. Q.*

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Fancy China

Fancy China

Our travellers are now out with Fall Samples and would invite all who handle our lines to see our samples before placing orders. Our stock is large, all goods up-to-date, and prices rock bottom.

Taylor & Mulveney

Importers of
Crockery, China, Glassware and Lamp Goods

Hamilton, Ont.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

TO IMPROVE THE CHEESE INDUSTRY OF QUEBEC.

THE following letter appeared in a recent issue of the Quebec Journal of Agriculture: For some time past our cheese has brought much lower prices in the market for exportation than that of Ontario, and at the same time many of the leading exporters complained that the quality of this product of the dairy was continually deteriorating in this province.

Some attribute this evil to the want of proper care of the milk; others to the want of cleanliness in the factories; others to the want of efficiency in the service of inspection, etc., etc.

We acknowledge that at least to a certain degree these complaints are well founded; they explain the depreciation of the cheese of Quebec. We also admit that the faults of manufacture and the imperfections, too often seen, are the immediate results of the causes mentioned above. But we believe that behind these causes there is another, a primary cause, of which the negligence of the producers of the milk and the makers of the cheese is but a consequence. This original and chief cause is the system which generally governs the transactions between buyers for exportation and the producers of the cheese. We refer to the system of buying at an average price. By this system the cheese offered on the market are not valued and sold according to the value of each, but a single uniform price is established for the whole of the product which is for sale.

Let us consider the consequences of such a practice.

SELLING METHODS AT FAULT.

With the method "of a sale at an average price," the competent and conscientious manufacturer does not receive the remuneration to which he is entitled, consequently he receives no encouragement to do better. On the other hand, the maker of a poor article has nothing to fear, since the defective cheese turned out by his factory will bring the same price as the best. We will even go further and say that cheese makers who are not over scrupulous, are actually encouraged to do wrong to increase the weight at the expense of the quality by allowing an excess of moisture to remain in the cheese, as in that way they obtain a greater number of pounds, for all of which they receive the same pay.

We might further ask what credit or authority can the advice or teachings of the inspectors have under present conditions when they point out errors committed or defects to be remedied.

PURCHASE ACCORDING TO QUALITY.

Per contra, what would happen if the method of purchase "according to quality," the only equitable one for all parties, should be adopted. In such case the farmers using the factory would take care to bring nothing but milk of irreproachable quality, each one being afraid of being accused by his colleagues of having lowered the quality of the cheese and thus injured the common interest by the delivery of poor or bad quality.

The same parties, so as to obtain better cheese from their milk and consequently better prices, will have a unanimous understanding to prevent or remove the various causes tending to lower the quality of their product, they will see that the factory is well kept, that the surroundings are properly drained, that the milk cans and other utensils are washed with care, etc., etc.

They will keep an eye upon the manufacturer and control his zeal. If he is lazy or incapable they, the parties interested in obtaining a superior product, will not hesitate to call for his dismissal. Instead of finding, as is now too often the case, that the maker, whoever he may be, is paid too high a salary, they will agree to require the proprietor of the establishment to secure the services of a capable operator, even by paying him a larger salary.

WORK OF THE INSPECTORS.

The opinions of the inspectors and their advice, now so often received with indifference, will be scrupulously followed, in the hope that they will bring improvement and a consequent increase in the price of sale. We have only mentioned some of the happy results which would follow the adoption of the method of purchase according to quality. They are, however, sufficient to show the numerous advantages of such a method. Its application would assure an early improvement in our cheese. It would have a durable effect, permanent as the interests which it is to protect; and in our opinion it will be the starting point in the progressive advance towards the production of an article of increasing perfection.

Some years ago the dairy industry in New Zealand passed through a crisis, very similar to that which we are going through at the present time. The Government decided that all dairy products should be examined at the ports of export by expert inspectors, appointed by itself and that these products should be classed in three categories of quality: XXX., XX., and X.

This measure was a work of salvation. From the very first it had the effect of putting into force a scale of prices.

A healthy rivalry in well doing, founded upon self-interest, grew up between the producers; it resulted in a rapid improvement in the quality of the cheese, for which the demand became greater and the prices much higher.

CHANGES ARE NECESSARY.

In our province, unless the system "of purchase at an average price," which discourages first-class manufacturers and chokes wholesome competition, be abandoned and replaced by the system "according to value," the only equitable one, radical changes will take place in a very short time in the manner of transacting business.

Either the producers will be compelled to form important associations among themselves, joining their interests the better to defend them by the power of co-operation. Associations of this nature have long existed in Denmark, in Hungary and other places, and they are of immense value to their members. They have representatives on all the great markets of the continent and carry on business directly with Berlin, and without dealing through intermediates.

Or we will have to follow the course traced out by New Zealand in the first place to guard our dairy industry from danger and next to assure its progress and cause it to yield all the profit which our agricultural classes have the right to expect.

The Dominion Packing Company
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Mincemeat

We are now booking orders for Mincemeat. Last year we had a very large sale of our New England Mincemeat and many complimentary letters from our customers regarding the quality of it. This year we will, if possible, make it better than ever. We use nothing but best fresh fruits and spices; put it up with great care and cleanliness, and quote it to you at low prices.

Packages are 70-lb., 27-lb., 12-lb. and 5-lb. pails

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO. ONT.

A Strong Point

in favor of "Rose Brand" Bacon is the fact that it is always new cured and fresh smoked on date of shipment.

PEA MEALED, PARCHMENT WRAPPED, or PLAIN SMOKED, as you desire. A sample shipment to convince you of the superiority of Matthews' cure.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

GILLETT'S
PURE POWDERED
LYE

Ready for Use in Any Quantity.
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The market for provisions is strong, orders being large as compared with the stocks that remain. The only perceptible advance in prices is in heavy mess pork which is quoted from a cent to a cent and a half higher. There is not much of it on hand at present. The fresh meat market is quiet with no change in beef and a little weakening in lamb and veal. The prices quoted this week are as follows:

Long clear bacon, per lb	$ 0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 11½	0 12½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07¾	0 08
" tubs "	0 08	0 08¼
" pails "	0 08¼	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	7 50	9 50
" front quarters	4 50	5 50
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 25
Veal	6 00	8 50
Hogs, light	7 50	7 75

Butter—Butter remains steady with a fair business doing. Receipt and demand are without change. For weeks it has been the quietest part of the dairy and provision market. We quote this week:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 13	0 16

Cheese—In cheese prices have not changed nor have the prices offered at the board sales. Sellers are unwilling to take up offers of 8 3-4—8 7-8, the price that has ruled for two weeks. The result is that thousands of cheese are held back without making any apparent impression on buyers. Dealers express the opinion that there may be a dropping off in prices during the next few weeks as October and November cheese are not considered as good as that made during the earlier months. Board sales for the week ending October 3 are as follows:

Board.	Boxes.		Price.
Ingersoll	420	(no sales)	0 08 15-16
Campbellford	1,270		0 08¼
Woodstock	2,179	(no sales) 0 08¾	0 08¼
Picton	*975	(no sales)	0 08¾
Stirling	955	(385 sold)	0 08 13-16
Brockville	2,244	(no sales)	0 08¾
Kingston	870	(80 sold)	0 08¾
Madoc	985	(465 sold)	0 08¾
Vankleek Hill	1,404	(465 sold)	0 08¼
Tweed	740	(410 sold)	0 08¾
Winchester	1,058	(no sales) *0 08¾	0 08¼
Perth	2,300	0 08¾ *0 08¾	
Napanee	1,165	(no sales) 0 08¾	0 08¼
Kemptville	1,405	(no sales)	0 08¾
Listowel	4,620	(no sales)	0 08¼
Ottawa	1,710	(986 sold) 0 08¾	*0 08¾
Belleville	1,400	(300 sold)	0 08¾
London	120	(no sales)	0 08¾
Cornwall	1,487	(1,135 sold)	0 08¾
Lindsay	1,715	(no sales)	0 08¾

*Colored Cheeses.

From this it will be seen that of 29,122 cheese offered only 4,200 were sold on the board and not much more than 8,000 would change hands on board and curb. This leaves at least 20,000 unsold. Last week only 1,140 were sold out of 30,895 offered. At this rate stocks of immense size must be accumulating. We quote dealers' prices:

	Per lb.	
Cheese, large	0 09¼	0 09½
" twins	0 09½	0 09¾

Montreal.

Provisions—No actual change has taken place in the condition of the market, the feeling was considerably firmer all round, more especially for live hogs, which is occasioned by the strong cable advices on Canadian bacon. Supplies were not extensive. Sales of selected lots took place at $5.50; mixed lots at $5.25, and heavy at $5 per hundred pounds. The demand for dressed hogs was first rate and prices ruled firm at $7.50 to $7.75 per hundred pounds for fresh killed abbatoir dressed stock and at $7 for country dressed. The trade in lard was active and other lines comparatively slow. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12¼
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07
" " ¼-tierces, per lb		0 07½
" " 60-lb. fancy tubs		0 07¾
Cases, 20 3-lb. tins, per lb		0 08
" 12 5-lb. tins "		0 07¾
" 6 10-lb. tins "		0 07¾
20-lb. wood pails, each		1 50
20-lb. tin pails, each		1 40

Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08¼	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese—The cheese market remains inactive. Prices hold an easy undertone. Purchases of Quebec goods were reported at 8 5-8c, but these were rare and 8 3-4 to 8 7-8 is about the proper range for the asking price of these, with 9c for Townships and 9 1-8 to 9 1-4c for Ontario. A large quantity of cheese sold at the wharf for 8 5-8c.

Butter—The butter market remains also quite dull and rather heavy in tone. Considerable trading was noted in Townships creamery at 20c, and in Quebec goods at 19 1-2 to 19 3-4c. As many as 1,000 Quebecs were turned over at the wharf early in the week at 19 1-2c.

A Liverpool correspondent states that provisions in that district have been very gloomy for some weeks. He referred to Cumberland butter having cost 52s per hundredweight, which in Canadian money means 12c per pound dry. Cheese has been at a low level for time of the year, although the quality has

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

Turner's Unfermented Pure Fruit Wines

Well noted for their pure fruit flavors. Grape *especially* appreciated for church purposes. All the wines carefully prepared.

GREAT SELLERS!

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

A 10 cent packet of
Wilson's
Fly Pads
has actually
Killed a Bushel
of Flies

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

Macaroni

DON'T

buy imported goods when we supply a better article at a lower price, and put up more attractively.

Order our goods through your wholesaler.

SAMPLES FREE

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

Your Coffee Account

—we want it. We sell nothing but coffees, bulk and package.

TORONTO CLUB COFFEE

is for high class trade—costs no more than any good 40c coffee.

Samples Sent—May We?

TORONTO CLUB COFFEE CO.
81½ Front St. E., TORONTO.

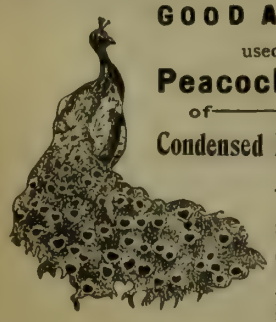
COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.



GOOD APPLES
used in
Peacock Brand
of
Condensed Mince Meat

—some Mince Meats contain no apples.

Order Peacock Brand from your wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

been very good. Especial reference was made to colonial butter, which, it was explained, had shown good value, adding that the retailer had no trouble to make good profit out of his one shilling butter. The value of butter and cheese as regards Winter months, was uncertain. The general belief is that cheese will go much higher and further, supposing it did avance several shillings, it would still be at a lower price than it has held for the past two or three years. For butter the prospects appear reasonable from all points of view. New Zealand butters are offered for forward contract 1-2d per pound less than the prices ruling last season, but knowing ones state that the New Zealand people will be compelled to take less butter if the Canadian butter continues to arrive in the same excellent condition in which it has been seen during the past three months. First quality Canadian butter is competing strongly with New Zealand in regard to quality, while there is an additional preference in the Canadian in that it is not so highly colored during the Winter months. The outlook regarding American bacon is considered favorable for the retailer, who appreciates the situation thoroughly when American bacon arrives in the neighborhood of 49s as there is usually then a good profit.

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	4 45
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 80

Cured Meats—The market is now firm. Our quotations are as follows:

Hams, per lb	0 13½
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 10½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Butter—The market is firm. Stocks at present are very light, more especially in dairy, as there is practically none coming in from the country at present. Our quotations are as follows:

Creamery, fresh churned, per lb		0 24
" per lb		0 22
Dairy, bricks, per lb	0 18	0 22
" in tubs "	0 16	0 17

Cheese—Prices are stiffening a little owing to the fact that supplies are running rather light for the demand and the market is a little firmer. Our quotations are as follows:

Cheese, per lb	0 10½

St. John.

Provisions—A feature of the market is the continued dull business in barreled pork and beef. Pork is higher; beef unchanged. Our lumbermen are using fresh beef more each year, causing a much lighter sale for salt beef than in former years. Pure lard is firm and selling freely. Refined lard is still low but price tending higher. There is improved demand. In smoked meats market is largely supplied by local curers. Fresh beef is low. Lamb is freely offered and cheap. Some veal is still offered, price unchanged. Mutton is dull. Pork is more freely offered, price is low.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	12 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09½
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09½

Butter—There is ample stock. Prices unchanged. Really good stock is in demand.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair "	0 12	0 14

Eggs—Prices keep very firm; supply light.

Eggs, hennery	0 22	0 25
" case stock	0 17	0 20

Cheese—Twins have the local demand. Prices tend higher.

Cheese, per lb	0 09½	0 11

Provision Notes.

C. W. Bowman, for some time past superintendent of the Ingersoll Packing Co., has been appointed a director of the Montreal Packing Co.

An organization known as the Richmond Dairymen's Association has been formed among the farmers on Lulu Island, B.C. and announces to the Vancouver trade that rates for milk during the coming Winter will be 20 per cent higher than usual.

The report is current in Toronto provision circles that a provision and fruit commission company is being organized in Toronto. Grimsby and Toronto interests are represented.

Mr. H. Parnell, one of the dairy instructors of the Ontario Government, has accepted a position under the Orange River Colony Government of South Africa and leaves on November 1 to open a dairy school there.

Tenders are being received for the purchase of the cold storage warehouse belonging to the estate of the King Darrell, Walker Co., Toronto, and situated at Thedford, Ont.

Our first shipment of NEW SEASON'S **PEELS** LEMON, ORANGE, CITRON.

"ANCHOR" BRAND— The finest quality dropped caps.

"STERLING" BRAND— Exceptional value at a low price.

Fancy Assorted Tins to retail at $1.00.

— RAISINS —

Valencia— Selected and Fine off Stalk. Special quotations for November shipment.

Malaga— Boxes, Qr-Flats and 1lb. Cartons. All grades of Fruit. Quotations low.

Sultana— A snap for bakers and confectioners. Cleaned or uncleaned. Get samples and prices.

Calif. Seeded— 12 oz. and 16 oz. packages. We have some interesting quotations for November shipment.

— FIGS —

Fancy Eleme— Very fine quality—Boxes 10, 20, 30 and 50 lbs.

Washed and Stuffed— We are showing some very attractive lines for high-class trade—Our travelers have samples.

OUR QUOTATIONS ARE LOW—Quality—The Finest.

THE EBY, BLAIN CO., Wholesale Grocers, Limited, TORONTO.

HINTS TO BUYERS.

L. Chaput, Fils & Cie., Montreal, are offering new Marbot walnuts to arrive in November at interesting prices.

Jas. Rutherford & Co., Montreal, are offering special inducements in Chna greens, gunpowders and young hysons, cheap teas; also Ceylon and Indian greens.

Just in store with L. Chaput, Fils & Cie., Montreal, 600 cases and barrels of Boulestin Co.'s famous cognac. They are filling orders promptly.

J. H. Maiden, Montreal, reports delivery this week of three cars of "Peerless" brand salt, small packets. This brand is meeting with ready acceptance in this market and is reported as most satisfactory.

Two carloads new salmon arriving this week for L. Chaput, Fils & Cie., 500 cases Peacock Red, and 500 cases Sunflower pink salmon. Peacock brand is guaranteed finest pack this season.

This is the time of year when the Grocer thinks about his mince meat. The T. A. Lytle Co., Toronto, are again to the front with their well-known mince meat. "Better than has been" is a familiar expression with this firm. Every grocer can rely on getting the very best, because only the best fruits and meats are used in the manufacture. It is put up in convenient sized fibre and wooden pails.

The Eby-Blain Co., Toronto, are showing a fancy glass-front tin of new assorted peel that will retail at $1. It already is finding a good sale amongst high-class trade.

"Eglah" table cream, a delicious new English preparation, is being put on the market by the Eby-Blain Co., Toronto. It retails at 10c, and bids fair to become a popular seller.

The Salada Tea Co., Toronto, reports that its west end city traveler, Mr. A. Irving, took 70 orders on Oct. 3, or in all 3,336 lbs. These orders were all taken from grocers west of Yonge street.

The Eby-Blain Co., Toronto, have just passed into store another shipment of Jacob's celebrated Irish Besents, which includes several new lines.

PERSONAL MENTION.

Mr. Reay, the genial Toronto representative of the Force Food Co., left this week on a tour of Western Ontario.

Mr. A. M. Long, formerly in charge of the sample room of T. Kinnear & Co., Toronto, is now on the sample room staff of Warren Bros. & Co., Toronto.

CANADA AND THE WEST INDIES.

Owing to recent developments in trade between Canada and the West Indies the big steamship companies are beginning to realize that there may be in the near future a profitable trade with those islands. As a consequence, at least three well-known lines will tender for the service from Canada the present contract for which, now held by a Halifax firm, expires in July next.

The Elder-Dempster Company will tender for the service, and if successful, will place a fleet of steamships on the route. According to a dispatch received from Liverpool yesterday, the Royal Mail Steamship Line will also send in a tender and another large steamship line has under consideration an offer to the Canadian Government for the contract.

At any rate, indications point to a lively contest. The fact that the Hon. R. H. McCarthy, Collector of Customs, at Port au Spain, a warm advocate of closer trade relations, is at present in Canada, has further stimulated interest here Mr. McCarthy is now touring Canada with a view to promoting the closer trade idea in all parts.

F. Laur has purchased the bakery and confectionery business of G. E. Strachan, Aylmer, Ont.

Why HEINZ 57

PAY BIG PROFITS

Suppose two articles cost you 16 cents and you sell each for 20.

Do you figure you make the same profit on each? Not necessarily.

You may make 25 per cent. on each but one will pay maybe 300 per cent. a year, on account of frequent turn over; the other, perhaps, only 75 per cent.

IT'S THE TURNOVER THAT COUNTS

Brands of intrinsic merit well advertised sell with the least expense and trouble to the dealer and they pay good profits because they keep your sixpence nimble. The sooner you get your order in for the 57 Varieties the sooner the turnover begins.

H. J. HEINZ CO., = Pittsburgh, U.S.A.

Merit must always bring good steady trade. ¶ Good steady trade means profits to you. ¶ That is why it pays to handle the

Lipton Goods.

This month we are giving special value in ***Lipton's Strawberry Jam*** — one of our quickest sellers.

ASK YOUR WHOLESALER FOR IT.

For information address

THE CANADIAN AGENTS

J. N. CREED & CO.,
HALIFAX, N.S.

or J. S. CREED, - MONTREAL.
Room 525, Board of Trade Building.

Are you satisfied with your Baking Powder trade?

Are you selling as much or more than your competitors?

If you answer "yes" to the first query and "a little more" to the second, you must be handling

Forest City Baking Powder

because it has been the favorite baking powder from Halifax to Vancouver for the last twenty years.

If you wish to give your baking powder sales a spurt, just "push" Forest City Baking Powder a little more---introduce it to a few customers who are using inferior brands.

They'll come back for it again and will buy other groceries at the same time.

GORMAN, ECKERT & CO.
LIMITED
LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto.
Taylor & Mulveney, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Colson, C. E., & Son, Montreal.
Creed, J. S., & Co., Halifax.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, EckertaCo., London, Ont.
Greig, Robert, & Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.
Verret, Stewart, Co. Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Castle, F. J., Co., Ottawa.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Toronto Club Coffee Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Stauntons Limited, Toronto.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adamson, J. T., & Co..... 55
Allison Coupon Co..... 5
American Tobacco Co. 62
Auer Light Co 3

Balfour & Co..... 13
Barnard & Holland..... 19
Bates, Peacock Co 24
Bennett Mfg. Co..... 5
Bickle, John W., & Greening..... 19
Black Bros. & Co..... 16
Blue Ribbon Tea..... 56
Bradstreet's .....inside front cover
Brantford Starch Works..... 32
Burlington Canning Co..... 5

Canada Paper Co..... 59
Canadian Press Clipping Bureau..... inside back cover
Canadian Salt Co..... 28
Canadian Swiss Trading Co..... 53
Capstan Manufacturing Co 3
Castle, F. J., Co..... 3
Ceylon Tea..... 6
Chaput, L., Fils & Cie..... 31
Chase & Sanborn..... 43
Christie, Brown & Co..outside front cover
Clark, W..... 45
Coles Manufacturing Co 32
Colson, C. E., & Son....outside back cover
"Commissioner" Tea 5
Common Sense Mfg. Co 24
Cowan Co..... 50
Cox's Gelatine..... 5
Creed, J. N., & Co..... 26
Cullen, Orlan Clyde..... 46

Davidson & Hay..... 15
Dawson Commission Co. 54
Dingle & Stewart 2
Dominion Molasses Co..inside back cover
Dominion Packing Co 21
Douglas, J. M., & Co..... 37

Duncan Company 5
Dunn, Wm. H 53
Dutch Chemical Works..inside back cover

Eby, Blain Co 25
Eckardt, H. P., & Co. 39
Edwardsburg Starch Co 67
Empire Tobacco Co.. 60
Epps's Cocoa..... 45
Eureka Refrigerator Co 34
Ewing, S. H. & A. S. 68
Ewing, S. H., & Sons..... 3

Fearman, F. W., Co 21
Finkle & Ackerman... 55
Force Food Co..... 59
Fortier, J. M 62
Foster Pottery Co 2
Frontenac Cereal Co 58

Gibb, W. A., Co..... 54
Gillard, W. H., & Co..... 10
Gillett, E. W., Co., Ltd..... 22
Gorman, Eckert & Co..... 26
Gowans, Kent & Co...outside back cover
Greig, James R ..... outside back cover
Greig, Robt., Co..... 43

Heinz, H. J. Co..... 28
Hill, Evans & Co 7
Husband Bros. & Co. 54

James, Eben..... 55
Japan Teas..... 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner"....inside back cover
Kinnear, Thos., & Co..... 14

Lake Huron & Manitoba Milling Co... 56
Lambe, W. G. A..... 2
Lamont, Corliss & Co..... 53
Leonard Bros 19
Lucas, Steele & Bristol..... 13
Lytle, T. A., Co... 3

Maiden, J. H..... 56
Matthews, Geo. Co 22
Metallic Roofing Co. 46
Millman, W. H., & Sons..... 2
Milne, Chas..... 2
Mooney Biscuit and Candy Co..... 52
Morse Bros..... 12
Mott, John P., & Co 50
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co .. 62
McCann, Wm., Milling Co 52
McDougal & Lemon..... 55
McDougall, D., & Co..... 62
McGregor-Harris Co. 34
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co..... 22
McWilliam & Everist 54

Napoli Macaroni Co 24
National Licorice Co . . inside front cover
Nicholson, Bain & Johnston..... 2
Nicholson & Bain 2
Nicholson & Brock 46

Oakey, John, & Sons ...inside front cover
Oakville Basket Co .... inside back cover
Ocean Mills 49
Ogilvie Milling Co..... 41
Old Homestead Canning Co 8
"Ozo" Co..... 28

Page, C. S..... 46
Park, Blackwell Co..... 21
Payne, J. Bruce 61

Rattray, D., & Sons 7
Reckitt's Blue and Black Lead 66
Rose & Laflamme..... 10, 66
Row & Co..... 23
Rutherford, James, & Co..... 9
Rutherford, Marshall & Co 34
Ryan, Wm., Co..... 34

"Salada" Tea Co 32
Sells Commercial..... 2
Snowdon, Forbes & Co..... 9
"Sovereign" and "Lynx" Salmon.. 19
St. Charles Condensing Co 50
Stauntons Limited 49
Stewart, A. J..... 50
Stringer, W. B., & Co..... 55
"Sugars" Limited 45

Taylor & Mulveney..... 19
Thum, O. & W., Co 5
Tippet, Arthur P., & Co 1
Toronto Club Coffee Co 24
Toronto Salt Works...inside back cover
Tuckett, Geo. E., & Son Co..... 61
Turner & Co 22
Turner, James, & Co..... 13

United Factories 65
Upton, Thos., & Co..... 15

Verret, Stewart & Co..... 5

Walker, Hugh, & Son 55
Walkerville Match Co..... 7
Waterloo Broom and Brush Co 5
Watt, J. L., & Scott 53
Wethey, J. H.....outside back cover
White & Co. 55
Wilson, Archdale..... 23
Wilson Commission Co..... 2
Wilson, W. H., Co. ....inside front cover
Winn & Holland.....inside front cover
Wood, Thomas, & Co..... 10
Woods, Walter & Co..... 23

Years and Years!

For years and years the most persistent buyers of Windsor Salt have been the most successful cooks. One woman has told another about the salt that doesn't cake, the salt of unequalled purity, whiteness, dryness, and each woman is a link in the chain that has been forged from one little word, "confidence."

A woman can make or mar your success in business. She can influence trade—above all, ***she does like to talk.*** Think of the cumulative effect of years and years of constant talking—***constant praise for Windsor Salt.***

Windsor Salt

The Canadian Salt Co., Limited,
Windsor, Ont.

Trade Persuaders

A really fine line of Pickles is about as tempting a thing as a grocer can display in his store. We show three lines, **Bengal** and **Lion** Mixed Pickles and **Priscilla** Sweet Pickles, that are the acme of salability. The **Bengal** is a large package of selected vegetables extra carefully cut; the **Lion** is a smaller package of the same grade. The **Priscilla** Sweet Pickle is about as nice a Pickle both in appearance and taste as it is possible to obtain—it is a great seller. Bengal, 3 doz. to case, $2.40; Lion, 3 doz. to case, $2.00; Priscilla (sweet), 3 doz. to case, $2 40.

The OZO CO., Limited

Do you get our quarterly Price Current ? **MONTREAL.**

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Ogilvie Milling Co., Montreal.
Turner & Co., Toronto.

OATS AND OATMEAL.

ALTHOUGH the final estimate of the oat crops of United States and Canada has not yet been made, the harvest is now so far completed that a sufficiently close estimate of the yield and quality can be made to form a fairly correct idea of the probable effect on the price of oatmeal for the current year. Last year Ontario reaped the largest oat crop on record, the Government estimate putting it at nearly 110,000,000 bushels, and the quality was very fine, especially in those district where most of the oatmeal milling is done. The average test would probably be 34 lbs. per imperial bushel.

On the other hand, in 1903 the United States had only an average crop, the Government report making it 784,000,000 bushels, while the average for ten years past is 773,000,000 bushels. The quality, however, has been very poor, testing only about 28 lbs. per bushel, Winchester measure, or say 29 lbs. imperial.

This placed the Canadian millers in a very enviable position, as they had a large crop of magnificent oats at reasonable prices from which to draw their supplies, while United States mills had to draw from a light crop of poor quality and high priced oats. This gave the Canadian oatmeal mills practically a monopoly of the export trade. This year indications are they will have to divide it with their American competitors or surrender to them the greater part of it, which will cause greater competition for the domestic market and lower prices than have ruled during the past year, as this year the United States mills have a good crop of oats of the finest quality they have had in years, while Canada has neither as good a crop nor as good quality as in 1903. The United States Government estimate of the crop this year indicates 865,000,000 bushels, and the test weight is high. On the other hand, the Ontario Government estimates the home crop at 104,000,000 bushels, and the quality is not nearly up to that of last year. Rust injured the oats as well as the wheat, and it is very probable that the final outcome will show the Government estimate to be too high and the total yield to be considerably less.

As it is also reported that foreign crops of oats are good, the demand is limited, with the result that United States oats are now offering from Chicago at 36c a bushel delivered on track at Toronto in bond, or at about the same price that Ontario oats are bringing on track Toronto.

The price of oatmeal has already been reduced in consequence of the above conditions, but it would not be safe to predict a big decline in the price of oatmeal for two reasons. First, the American Cereal Co. use their mills at Peterboro to supply a large portion of their export trade in Great Britain and the Continent. No doubt they will continue to do so, as the mill was especially established for this purpose. A heavy demand for oats is thus caused and the price kept up above what it would be if this mill had not been established. Low priced oatmeal cannot be made from high-priced oats. Another important factor to be taken into consideration is the fact that with the poorer quality of oats which the Canadian mills will have to use this year, it will take more to make a barrel of rolled oats, thus adding to the cost of a barrel of meal. Thus, while undoubtedly a lower range of prices will prevail than during the past year, taking the above facts into consideration, the trade is not justified in looking for very low prices.

A HINT TO THE CANNERS.

THE opinion is current in Toronto wholesale grocery circles that the announcement of opening prices on 1904 pack canned corn and tomatoes is being unduly delayed. The canned goods situation this year is peculiar in this respect, that corn and tomatoes are being delivered to the wholesale trade without prices yet having been named.

The grocery trade as a whole recognizes the wisdom of canners withholding quotations until the season's pack can be accurately estimated. It means much to the wholesale and retail trade to have a price which under ordinary circumstances will be stable throughout the entire season, and it is manifestly an inexcusable mistake to announce prices and discover afterwards that market conditions will only warrant lower quotations. This has actually happened in Canadian canned goods circles though not of late years, when the occurrence caused not a little inconvenience to retailers who stocked up with the article at the beginning of the season at full prices only to find that the said article was obtainable later at a considerably lower figure. The difficulty is more easily overcome when market conditions warrant an advance on opening prices.

The anxiety of the wholesaler is in the main, however, because retailers are calling for new pack corn and tomatoes while the wholesale trade is in the peculiar position of having the goods on hand without being able to name a price.

FAIR CANADA IN DEMAND.

MISS CANADA has arrived at an age when Uncle Sam thinks he may with due propriety pay court to the fair damsel in the person of his sons. The action of the Democratic party therefore in adopting a strong reciprocity plank in its election platform must be construed in a sympathetic frame of mind. Not to be outdone by their Democratic brethren the Republicans have also inserted a reciprocity plank, which is nothing more nor less than a copy word for word of the Democratic pronunciaments on the question. Both parties now stand committed to reciprocity as their national policy in the following words: "We favor liberal trade arrangements with Canada and with peoples of other countries, where these can be entered into with benefit to American agriculture, manufactures, mining or commerce."

The chapter devoted to the subject of reciprocity in the campaign book issued by the Democratic party quotes statistics from authorities of both countries showing that at whatever period reciprocity has in the part been in operation the United States was the gainer. After pointing out the exact trade situation as it exists at present between the United States, Canada and Great Britain, the opinion is expressed that in the fulfilment of the Chamberlain propaganda lies a menace to American farmers and commerce generally.

The campaign document also pays the following glowing tribute to Canada: "This great country is one of the largest and finest on the globe. It is little inferior if at all to the United States in the vast variety and value of its resources. It is surrounded and indented by seas that teem, to a degree beyond all others, with the wealth of ocean, which in conjunction with its mighty system of international transportation afford a splendid basis for maritime and commercial enterprise. Nothing but the most unexampled lack of foresight could countenance indifference to the commercial possibilities between the two countries."

It goes on further to say that the deliberately selfish policy of the Republican party in wringing from Canada such profits as might be gathered without giving anything in return has cost the United States the respect and almost the friendship of the nation to the north and that the time has now come for the correction of this error and the establishment of closer international relations in the matter of trade and commerce.

That the United States has everything to gain and nothing to lose by reciprocity with Canada is a self-evident fact, owing to the opportunity it would afford the American consumer of purchasing freely Canadian food products and raw manufacturing materials.

Although susceptible to a degree Canada is not likely to fall a victim to the blandishments of her new courtiers, unless she sees something redounding to her advantage. Owing to the indifference of these same individuals in the past she has "sought and found" in other fields and pastures green, and at the present time her attitude cannot be said to be altogether friendly to the above-mentioned gallant proposals. The proposers are keenly alive to the seriousness of the situation, and are sparing no efforts in their endeavor to win what maybe they have irrevocably lost.

BUSINESS MAN WANTED.

AFTER years of constant endeavor to have the department of Trade and Commerce in the Dominion Government transferred from the charge of an incompetent to a qualified administrator, our efforts appear likely to be crowned with success.

Sir Richard Cartwright has simultaneously resigned his portfolio in the Dominion Cabinet and been elevated to the Senate. Practically his political career is ended. At such a time we cannot but refer with gratitude to the many disinterested services which for years he has rendered to the people of Canada, while at the same time we cannot but regret that his withdrawal from the active participation in the government of the country has been so long delayed.

That Sir Richard retired none too soon has been emphasized by the fact that it would have been practically impossible for him to secure his party's nomination in the constituency, which he has represented for so many years—a constituency which has an unique record for piling up enormous Liberal majorities.

While we have long advocated Sir Richard's retirement from the charge of the department of Trade and Commerce, we have not forgotten that true criticism must not be destructive only. Suggestions and advice for the reconstruction of what is destroyed must be offered. In this instance, we have not been wanting. It will be remembered that when the Hon. Charles S. Hyman, of London, was first returned to parliament, we pointed him out as a man admirably qualified to discharge the functions of Minister of Trade and Commerce. At that time we advocated his substitution in place of Sir Richard Cartwright. Today what we in a measure prognosticated seems extremely likely to come to pass. Sir Richard has been deposed and it looks as if Mr. Hyman would reign in his stead.

Our efforts in the direction of a reorganization of the department of Trade and Commerce have been wholly in the interests of the business men of Canada. Now that these efforts have been crowned with a measure of success, we cannot help but feel that the commercial interests of the Dominion will in future receive such a measure of attention as they have never before enjoyed.

SUGAR BOUNTIES.

AN interesting editorial appeared recently in the Montreal Herald in which the ground was taken that the relaxation of free trade principles in the United Kingdom in the matter of sugar bounties has been a grave injury to the jam makers and consumers of Great Britain, in so far as it has raised the price of beet sugar to the British consumer by two shillings per hundredweight, whereas the approach towards free trade principles by the other countries of Europe which were parties to the Brussels convention of 1903, has increased the consumption and diminished the price of sugar in these countries, the consumption in Germany and France having risen by forty-two per cent.

The supporters of the Brussels agreement claim that it is much too early to arrive at any definite conclusion as to the effect of the convention. It must also be remembered that British imports of sugar have gone on increasing throughout the year and that the statistical position is much stronger than it was at this time a year ago, which latter fact is likely in the long run to have been quite as big a factor in the upward tendency of prices during the last twelve months as any of the provisions of the Brussels convention. Another offset is the fact that the sugar industry of the colonies has been greatly benefited by the change, the increase in importations of sugar from the British West Indies alone having increased by 166,000 cwts. during the fiscal year of 1903-04.

1842 OUR MOTTO: "FORWARD" 1904

WE ARE STILL IN THE RING.

We Offer the Following Goods:

6000 Gallons of the Best VINEGAR, "**Owl Brand**"
1 star, 80 grains
2 stars, 90 grains
3 stars, 100 grains
4 stars, 118 grains

FREIGHT PAID ALL OVER.

Just Received Into Store. Ex SS. Lake Erie (first shipment).

200 Boxes and ¼-boxes TABLE RAISINS, shipped by BEVAN & Co., Malaga.

In Stock Now

500 Cases "**Peacock**" Red Skeena SALMON (tall).
500 Cases "**Sunflower**" Pink SALMON (tall).

THEY ARE LEADERS.

Between the Acts

800 Boxes PRUNES, 25 lbs., GRIFFIN & SKELLEY, **Santa Clara.**
90/100, per lb. 3½c.

1903 CROP IN COLD STORAGE. QUALITY FINE.

NEW CANADIAN MIXED PICKLES

1 Gallon Pails. 3 Gallons Pails. 5 Gallons Pails.
Also in Bottles, 20 oz., Barrels and Cases.
QUALITY FINE PRICES SURPRISING

"Small Lot" New Selected Valencias.

250 Boxes "**Shultze,**" Denia, Spain (large lots yet to come).

Canned Goods

Prices are out on TOMATOES and CORN. Short Pack.

BE WISE. SEE OUR PRICES. WE CAN SAVE YOU MONEY. WE ARE SELLERS.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS, AND IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS.

MONTREAL.

We're not afraid But, who are you shoving?

Is the constant lament of the Japan Tea interests in opposition to "SALADA" Natural Green Teas of Ceylon. . . very sorry, gentlemen, if we're crowding you a little, but the trade and public appreciation of the Superior Cup Quality and value of these teas is so pronounced and indisputable that it is no longer a debatable issue as to the fate of Japans.

That "SALADA" Green Teas will yet dominate the Japan Tea market is as sure as night follows day.

We pack "SALADA" Natural Green Teas in sealed packets only—same form, style and prices as the famous Black Teas of "SALADA" Brand.

Wholesale Terms on application.
Samples cheerfully furnished.

Address "SALADA" Toronto and Montreal.

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

The Labor Savers

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and labor.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Drum up your Starch Trade.

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it. Sell them

Lily White Gloss Starch

in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White Drum package is the latest.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Oct. 6, 1904.

Groceries.

THE volume of groceries sold during the week is estimated as fair, regular business being reinforced by a large number of orders coming in to be filled before the close of navigation. Certain localities are accessible only while the great lakes are open; others in the Far West prefer to save the extra expense of haulage by rail, and accordingly get in Winter stocks before the close of November. Additional impetus to the grocery trade is being lent by importations of Mediterranean dried fruits, which are now arriving on the market.

Travelers throughout the country report that business is good, although the retail trade is buying cautiously and not disposed to load up with goods, preferring to buy only for immediate requirements.

Sugar continues firm both in raw and refined, and a brisk trade is reported, although last week's quotations continue unchanged. The grocery trade is anxiously awaiting the announcement of prices on 1904 pack of corn and tomatoes. Supplies have already begun to arrive. The general feeling is that quotations this year will be considerably above those of 1903, owing to shortage in the corn and tomato pack, particularly the latter. Quotations are promised during the coming week. Stocks of "Horseshoe" brand sockeye salmon are practically exhausted, and the trade is now being supplied with various other brands. Generally the canned fish situation is firm with demand active.

Increased sales of corn syrup are reported, and the New Orleans market is beginning to show signs of improvement. Teas are quiet as far as local sales are concerned, considerable anxiety being expressed as to whether Japan teas or Indian and Ceylon are to have first place in the Canadian market. It is authoritatively stated that over-supplies of Ceylon greens are getting pretty well cleaned up and that the consumption of the latter is not only holding its own but increasing. Japans have advanced in price and are not offering as good a quality as a few weeks ago. As against this, Indians and Ceylons are offering better quality than heretofore. Coffee is extraordinarily firm on account of the high prices quoted on Rios. Supplies are low, but wholesalers prefer to rest on their oars than buy at present quotations.

New figs have arrived on the market, and quotations on New Valencias and California seeded have been announced. Old stock is practically exhausted and what yet remains is being quoted lower to correspond with new crop prices. Dried fish are moving actively. Bird seed is scarce and high and evaporated apples are quoted 1c cheaper than last week.

CANNED GOODS.

Considerable anxiety is expressed in canned goods circles in regard to opening prices on canned corn and tomatoes. Packing is still going on, although it is entirely contingent on the weather conditions. Canners are holding back prices until the extent of the pack is determined. The opinion just now is that the corn pack will be at least 40 per cent. short; there will also be a considerable shortage in tomatoes, although not so large as in corn. Another peculiarity in the corn and tomato situation is the fact that deliveries are now being made although no price has been announced. It is hoped that the new prices may be available for next week's Grocer.

In view of the approaching completion of the 1904 pack of fruit and vegetables, stocks of 1903 pack are being reduced and will be revised accordingly in next week's Grocer.

1904 pack apples will be on the market very shortly at prices somewhat below the level of last year. The trade is of the opinion that prices were abnormally high a year ago, and bases its predictions in regard to price on this as well as the fact that there will be a large crop of apples for canning purposes this year. This article is in demand especially for the export trade in the Northwest and foreign countries.

Stocks of "Horseshoe" brand sockeye salmon are practically exhausted and the retail trade is now being supplied with other lines. Generally the salmon situation continues very firm, although there has been no appreciable change in quotations. There has been a considerable reduction in prices of corn beef. Finnan haddies are firm on account of the short pack. We quote the following prices:

Apples, 3's	0 90	
" gallons	2 20	
Asparagus, American	4 00	
" tips, 2's	2 65	
Beets, 2's	0 90	
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 80	0 92½
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	2 20	
" white	2 40	
Peas, 2's	0 82½	1 30
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 75
" 3's		2 50
Peaches, 2's		1 87½
" 3's		2 82½
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 85
" gallon		2 50
Rhubarb, 3's		1 90
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 75
Succotash, 2's		1 00
Tomatoes, 3's		1 12
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 72½
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases		1 70
1-lb. flats, 5 to 9 cases		1 85
1-lb. talls, 10 to 25 cases		1 67
1-lb. flats, 10 to 25 cases		1 82½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SUGAR.

The position in raw sugars is in the main unchanged from last week. The market is holding its strength but in an idle sort of way, no business having transpired to American refiners. Offerings, too, are light and holders are indifferent sellers, in some cases asking an advance which refiners show no intention of conceding.

A Java cargo unsold is offering at 12s c.i.f., which is equivalent to duty paid parity of 4⅜c for 96 test centrifugals. New crop Demerara sugar for forward shipment could be purchased on the same basis and offerings at the moment are limited to these descriptions.
the absence of actual business we quote the market firm on the basis of last transactions, namely, 4.31c duty paid for 96 test. New crop beet sugar for October shipment has reacted fractionally during the week and is quoted at 11s 3¾d basis f.o.b. Hamburg, or equal to 4.40c duty paid New York for 96 test; but where this differential is maintained there is not much likelihood of further purchases in Europe for account of American refiners.

A cargo of Java sugar afloat to New York, in the absence of American buyers, was directed to Clyde refiners at

Christmas Candies

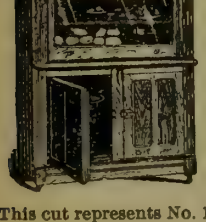
We invite inquiries from grocers who are already thinking of their

CHRISTMAS ORDERS

Confectionery made by **McGregor** needs no introduction.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
Wilbert Hooey, Manager.
54 Noble St., TORONTO.
This cut represents No. 13. Phone Park 513.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

equivalent to 11s 10½d c.i.f. New York. There are now practically no sugars offering from Cuba and grinding there has ceased for the year. The new crop when it comes to be marketed will likely open at a high figure. Stocks in the island are now only 12,000 tons, and it is a long time since such small stocks have been held there. Weather continues favorable for the growing crop, which promises to be considerably in excess of the crop just finished.

Receipts at Atlantic ports for the week ending Sept. 28 were again heavy, being 64,902 tons, while meltings remained at previous figures, 46,000 tons, thus increasing stocks for the week by about 19,000 tons to a total of 167,364 tons in all hands, of which only about 9,000 tons are held by importers. The deficiency in stocks as compared with the same time last year is now 5,300 tons.

Stocks in U. S. and Cuba together are 179,364 tons, a deficiency of 149,301 tons compared with the same time last year. The world's visible supply of raw sugars is 1,540,000 tons, compared with 1,940,000 tons a year ago. Latest cables from Europe report favorable weather for the growing crop, and these are probably accountable for the slight recession in values which has taken place in London. October beet after advancing to 11s 7½d has reacted to 11s 3¾d. Part of this doubtless is to be attributed to the adjustment between the old and new crops, as September at the highest point was only 11s 1½d.

During the week in American refined there has been a reduction by American refiners of 10c per 100 lbs. in the entire list. It now transpires that refiners have been giving this privilege for some time, and have just succeeded in adjusting official quotations. Otherwise there is no apparent reason for the reduction, as on the basis 4.90c for standard granulated in the New York market the margin between raw and refined is reduced to the abnormally low figure of 59c per 100 lbs. compared with a margin of 79c per 100 lbs. a year ago.

In Canadian refined there has been no change in prices or conditions ruling, and we hear of no shadings in values. The immediate outlook is uncertain owing to conditions across the line, but at the moment our refiners show no disposition to reduce quotations. We quote the following prices :

Paris lumps, in 50-lb. boxes	5 38
" in 100-lb. "	5 28
St. Lawrence granulated	4 73
Redpath's granulated	4 73
Acadia granulated	4 63
Berlin granulated	4 63
Domestic beet, granulated, 1902 (off grade)	4 43
Phoenix	4 63
Bright coffee	4 53
Bright yellow	4 48
No. 3 yellow	4 43
No. 2 "	4 23
No. 1 "	4 13

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Factories are now grinding in New Orleans and it is expected that new crop molasses will be on the market by the middle of November. Sales of New Orleans have been fair during the week, and conditions of trade in this article are improving steadily. In West Indian molasses the bulk of trade is limited, although a considerable increase is noted. Trade in syrups is reported good at quotations given below. Our quotations are as follows :

Syrups—		
Dark	0 30	0 33
Medium	0 35	0 37
Bright		
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

Quotations in Japan teas are higher this week although the quality has fallen off considerably. Notwithstanding this, prices have advanced and recent orders cabled from Canada on basis of Japans offering a few weeks ago have been refused under 1c advance. This advice comes with the stipulation that as good teas as were then offering cannot now be shipped.

The Canadian trade is disposed to be very sparing in any event, which news seems to have pretty well extinguished any awakening interest in the article, particularly as Ceylon greens seem to be holding the ground they have gained in the estimation of the Canadian consumer, and are still available at as low a price as at any previous point in the season.

Indian and Ceylon blacks are showing better quality and value than for some time, and as the Indian season is at its height in Calcutta business should be active during the present month for importations. As tea business generally is not brisk locally, however, it is quite possible that a considerable number of buyers will miss their market as they have done in Japans. This, however, would not be an unmixed evil, as it would probably result in importers getting fair margins on tea which has not been the case for many months past.

Importations of China greens up to the present are less than 25 per cent. of importations of last year and less than one half the importations to corresponding date last year. Desirable teas are very scarce, and as the season is pretty well over in Shanghai they must

continue so until new importations commence, say in August, 1905.

Locally there are especially good values offering in Indian teas at a cheap figure. We quote the following prices :

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 26	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 26
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market continues in the state that practically little or no business is doing in Rios on account of the high prices ruling. Locally there is very little coffee on the street, but wholesalers prefer to do without than to buy at present quotations. Mild coffees are moving nicely in good volume. We quote the following prices :

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6		0 10½
" " No. 5		0 11
" " No. 4		0 11½
" " No. 3		0 12
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
" Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

There is nothing of special interest in the rice and tapioca markets this week. Trade continues seasonable. We quote the following prices :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat		0 04½
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

SPICES.

A good volume of trade in pickling spices is reported for the week. The pepper and clove markets are firm and advancing. Last week's quotations remain unchanged. Our quotations are as follows :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Foreign Dried Fruits

The principal item of interest this week in the dried fruit market is the quotations on new prunes, which are given below. Quotations are also given on Valencia and California raisins. Valencias, new selects, are selling at 7½c, and old stock which is said to be scarce and practically off the market has been accordingly reduced in price. California seeded are considerably lower than last year.

California fruit generally continues unchanged in price. The low figure obtaining for seeded raisins is drawing good trade—considerably in excess of the usual volume. New figs have arrived on the market.

With new fruit arriving the dried fruit market will become a very considerable item in the grocery trade from now on. Business generally is reported fair. We quote the following prices :

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes		0 17
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES.

	Per lb.	
Californian evaporated	08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects		0 07½
Valencia, fine off-stalk	05½	0 06
" selected	0 06	0 06½
" selected layers	0 07½	0 07½
Sultana	0 06½	0 10
Californian seeded, 12-oz		0 08
" 1-lb. boxes		0 09
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

Jamaica cocoanuts have advanced $1 per sack. At present there is a brisk trade in pecans, Brazils and both Grenoble and Bordeaux walnuts. The demand continues good in all lines and supplies are fair. We quote the following prices :

Peanuts, green, per lb	0 09	0 11
" roasted "	0 10	0 12½
" Spanish, green, per lb		0 09
" " roasted, "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb		0 12½
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 10
Filberts, per lb		0 11
Pecans, per lb	0 14	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		5 00

DRIED FISH.

The dried fish trade may be said to be getting well under way for the Winter trade. Business during the week is reported good and improving. Scaled herring have arrived on this market and are being quoted at 17c. Other prices remain high and unchanged from last week. We quote the following prices :

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks	0 06½	0 07
Pure cod, per lb		0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06
Labrador herring, per bbl	6 00	6 50
" " per ½ bbl	3 25	3 40
Scaled herring		0 17

BIRD SEED.

Bird seed is slightly lower in price than last week, and an active market is reported particularly for seed in packages. Our quotations are as follows :

Canary seed, per lb	0 06	0 06½
Hemp "		0 05½
Cottam's		0 08
Brock's		0 07

EVAPORATED APPLES.

Stocks of new evaporated apples are arriving on the market slowly and a brisk demand for them is not expected for some time yet. As soon as the cold weather sets in market conditions will brighten throughout the country, and in all probability large quantities of evaporated apples will be sold, particularly in the west. Quotations are 5½ to 6c this week, and it is thought these quotations will rule for some time.

Country Produce.

EGGS.

Prices on eggs are gradually working up, although not at all in accordance with the falling off of receipts. These have been very small during the past week, and will be from now on. It is likely that the rise in price will be slow on account of the prevailing high quotations all Summer. We quote now 18 to 19c.

HONEY.

The price list in honey continues unchanged this week and a fair demand is reported. Our quotations are as follows :

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz	1 75	2 00
" " No. 2, "		1 50

BEANS.

The weather of this Spring and Summer has been very detrimental to the growth of beans, and as a result they are now scarce. During the week the price on mixed stock advanced from 15 to 20c per bushel; primes 5c per bushel, and hand-picked advanced from $1.60 to $1.65 per bushel. We quote the following prices :

Beans, mixed, per bush	1 40	1 60
" prime, "		1 50
" handpicked, per bush	1 60	1 65
" Lima, per lb	0 06½	0 07

Green Fruits.

During the week Canadian grapes have been arriving freely on the market. Wine manufacturers are using large quantities for which they are paying from 1¼ to 1½c per lb. This all goes to prove that the crop of grapes this year has been far above the standard. At present peaches are scarce, canners having purchased everything in sight at 3½c per lb. Plums are also scarce, but as prices are at the top notch an advance cannot be expected. There is a good crop of Canadian cranberries. Owing to the cold weather stock is not showing good color. The market for Cape Cod cranberries is firmer this week.

Nothing is arriving from California in

the line of fruit, pears having been struck off the list. A few firms have still some peaches and plums in cold storage. The demand for Florida pineapples has ceased.

Since last report fifteen cars of bananas have arrived and sold on the local market. The demand is stronger on account of Fall fairs, although prices have become easier owing no doubt to the strong supply. Sweet potatoes are quiet with a fair demand. The supply of Jamaica oranges is not as good today as a week ago, all stock arriving in good condition on account of the cool weather and cold storage compartments which have been lately added to ocean liners. Florida oranges are expected on the market in three weeks. One car of Idaho plums arrived last week, and another is expected to-morrow, the stock arriving being very good quality. Supplies are expected to cease within the coming week.

The local Summer market is expected to close in a week. During the past few days trade has been quiet, supplies slow and scarce. The yield this year of peaches and plums has been short, but the good crop in apples, pears and grapes has more than made up for the lack, and dealers are satisfied with the amount of business transacted during the season. Prices quoted are as follows :

Jamaica oranges, per bbl	5 50
" " per box	3 25
Verdelli lemons, 300's, per box	4 00
" 360's, per box	3 50
Bananas, large bunches, crated	1 25 1 50
" loose	1 05 1 30
Bananas, 8's, per bunch, crated	0 75 1 00
" 8's, loose	0 55 0 80
Apples, Canadian, baskets	0 15 0 25
Limes, per box	1 00
Tomatoes, per basket	0 25 0 30
Cantaloupes, Can., per basket	0 25
Cantaloupes, Can., per crate	0 50 0 60
California peaches, per crate	1 25 1 50
" plums	1 25 1 50
Peaches, fancy, per basket	0 90 1 00
" choice, per basket	0 50 0 75
Sweet potatoes, double heads, per bbl	3 50
" cloth covers "	3 00
Plums, Canadian, large	0 75 0 85
" Lombard's	0 75 0 80
" green gage	0 75 0 80
Pears, Canadian, Bartletts, per basket	0 50 0 65
" Moyer's, small basket	0 20 0 22
" Rogers' red. "	0 25
" Niagaras, "	0 20 0 25
" " large basket	0 35 0 40
California grapes, Tokays, per crate	2 00 2 25
Concords, small baskets	0 20 0 25
" large "	0 35
Wordens, per basket, small	0 25 0 30
Brightons, "	0 25 0 30
Crab Apples, per bbl	2 50 3 00
" per basket	0 25 0 30
Cape Cod Cranberries, per bbl	8 00

APPLE SHIPMENTS.

Apple shipments for the week ending October 1 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Montreal	15,957	648	15,571	1,802	33,978
Boston	19,819	950	....	1,360	22 129
New York	10,046	4,768	16,960	1,782	33,556
Portland, Me.	3,308	....	....	....	3 308
Halifax	6,895	21,211	1,090	....	29,196
Total for week	56,025	27,577	33,621	4,944	122,167
Same time 1903	98,112	53,526	39,155	20,364	211,157

W. B. Stringer & Co., agents for J. C. Houghton & Co., of Liverpool and London, received the following cable today from Liverpool : Dominion and balance of Tunisian selling; 23,000 offering. Market is lower. Kings XXX 11s to 14s; XX 9s to 10s 6d; greenings, XXX, 7s to 8s 6d; XX 5s 6d to 6s 6d; Colverts in general, 5s 9d to 7s 3d. Fancy sorts, such as Blenheim, 20 oz., Ribston and King Pippins, 7s to 11s. Snows, 3s 6d to 4s 6d.

Vegetables.

At present there is a good supply of cauliflowers on the market which has resulted in the price dropping from 75c and $1.50 to 50c and $1. Onions are becoming scarce and the outlook is for a firm market during the coming Winter. We have added to our list parsnips, selling at 60c per bushel. With the exception of onions, cauliflowers and red peppers, prices remain unchanged. Prices quoted are as follows :

Head lettuce, per doz. bunches	0 20 0 25
Radishes, per doz. bunches	0 20 0 25
Mushrooms, per lb.	0 75
Mint, per doz bunches	0 15
Parsley, " "	0 20
Sage, per doz.	0 15
Savoury, per doz	0 15
Carrots, new, per doz	0 15
Carrots, per bag	0 60
Beets, new, per doz	0 20
Beets, per bu	0 50
Beets, per bag	0 60
Rhubarb, per doz	0 20 0 25
Dry Onions, per bag	1 35
Dry Onions, per basket	0 40
Silverskin pickling onions, per basket	1 00 1 25
Green house water cress, per doz.	0 25
Green cucumbers, per basket	0 25
Pickling cucumbers, per basket	0 50 0 90
Waxed beans, per bush	0 75 1 00
Cauliflowers, per doz	0 50 1 00
Green peppers, per basket	0 35 0 50
Red peppers, per basket	0 50 0 75
Michigan celery, per doz	0 50
Canadian celery, per doz	0 35 0 50
Vegetable marrow, per doz	0 50 0 75
Green corn, evergreen, per doz	0 10 0 15
Egg plant, per basket	0 40 0 50
Potatoes, per bush	0 65 0 85
Butter squash, per doz	0 75 1 25
Parsnips, per doz	0 30
Cabbage, per head	0 05
" per doz	0 25 0 50
Turnips, per bag	0 50
Pumpkins, each	0 10 0 15

Fish and Oysters.

Cool weather has stimulated trade in oysters. There is nothing new, however, in other lines of fish. Pike is still scarce and nothing is expected to arrive till the season for frozen stock begins. Our quotations are as follows :

Halibut, "	0 10
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 09
Haddock " per lb	0 06 0 07
Cod, steak " "	0 07
Perch " "	0 06
Trout, lake, per lb	0 09
Herring, lake, per lb	0 05 0 06
Pike, per lb	0 06
Finnan haddie, per lb	0 08 0 09
Oysters, Long Island natives, per imp. gal	1 70
" Baltimores, per wine gal	1 50
" "Standards," per small pail	4 5
" "Selected," " "	5 35
Ciscoes, per basket	1 25

SEEDS.

Seed is moving more freely. A large percentage of this year's output ranges from low to medium grades. Choice to fancy seed is scarce and bringing higher prices. Prices remain unchanged. Our quotations are as follows :

Alsike clover, per bush	4 65 6 25
Red Clover	6 75 7 25
Mammouth clover, per bush	5 50 6 25
Timothy	1 00 1 35

Grain, Flour and Breakfast Foods.

GRAIN.

Wheat is moving more freely, and as a result new Manitoba northern No. 1 has become easier, changing in price from $1.11 and $1.11½ to $1.10 and $1.11½. No. 2 has declined 1½c per bushel, while for No. 3 the prices range from $1.03½ to $1.04. Old oats have been struck off the market. There is a shortage in the yield of rye this year, and prices are advancing; up to date they have advanced 1c per bushel. Quotations given by us for grain on track at Toronto are as follows :

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 10	1 11½
" " " No. 2 "	1 07	1 07½
" " " No. 3 "	1 03½	1 04
Red, per bushel, new	1 08	1 08½
White " "	1 08	1 08½
Barley " "	0 46	0 49
Oats, " "	0 35½	0 36
Peas "	0 69	0 70
Buckwheat " Nominal		0 55½
Rye, per bushel, " "	0 66	0 67

FLOUR.

The demand for flour continues steady on this market, and the outlook is for a brisk trade during the next few weeks. The following are our quotations on prices :

Manitoba wheat patents, per bbl	5 70
Strong bakers "	5 40
Ontario wheat patents "	5 35 5 55
Straight roller "	5 20 5 35

BREAKFAST FOODS.

One week ago prices on breakfast foods were reduced 25c on rolled oats in bags, wood and broken lots; to-day the price on standard and granulated oatmeal has also dropped 25c per bbl. This decrease in the price is due to keen competition among the manufacturers. Prices quoted are as follows :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 80
Rolled oats, standard, carlots, per bbl., in bags	4 25
" " " " in wood	4 50
" " " " for broken lots	4 65
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

As a result of the auction sales held in London last week sales are firmer. The continuing growth of lamb skins and shearlings makes them more valuable, and as a result prices have advanced 10c. Since last issue we have added to our list of wool rejections, quoted at from 15 to 16c. Otherwise the price remains the same. Prices quoted are as follows :

HIDES

No. 1 green steers, per lb	0 09
" 2 " " "	0 08
No. 1 green, per lb	0 08½
" 2 " "	0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Lamb skins	0 80
Shearlings	0 80

TALLOW.

Rendered Tallow, per lb	04½ 0 04½

WOOL.

Unwashed wool, per lb	0 11½ 0 13
Fleece wool, new clip, per lb	0 20 0 21
"Rejections"	0 15 0 16
Pulled wools, super, per lb	0 20 0 22
" " extra "	0 21 0 23

ADVANCE IN COCOA BUTTER.

At the monthly auction sale in London, Eng., yesterday (Thursday) a short supply and active demand for Christmas season ran prices up 2d per pound over last month's figures.

"The Never-Streak Blue"

$150 FOR 5 CENTS!

$500 GIVEN AWAY

$150 for the FIRST nearest CORRECT GUESS
75 for the SECOND " " "
25 for the THIRD " " "
10 each for the next 5, and additional prizes for the next 400 nearest correct guesses.

952,496 VOTES were cast in the Dominion Election 1900!
How many do you think will be polled on the 3rd November next?

Housekeepers, Housekeepers' husbands, brothers, sons, daughters, sisters, cousins, and aunts should all be interested in the $500 "BLUEOL" GUESSING CONTEST on vote Dominion Election, November 3rd next. Buy a 5c. package of "BLUEOL" the "NEVER-STREAK BLUING" and write your GUESS on the back of the Outside Wrapper, sign your name and address and send in to

J. M. DOUGLAS & CO.
21 St. Nicholas Street, MONTREAL.

Ask your Grocer about it!
Guess Early and Often! Contest Closes November 2nd, 1904.

QUEBEC MARKETS.

Montreal, Oct. 6, 1904.

Groceries.

ELECTIONS are interfering with business temporarily. All over the country a certain dulling effect has been felt. Still, business is good. Plenty of orders are at hand and for all kinds of groceries a rousing trade seems to be going on everywhere. Interest in sugar has not abated in the slightest. Raw cane sugars in the London market have been very strong and prices for last week show a rise of 3d with centrifugals quoted at 12s and Muscovadas at 11s. The advance in spices has been well maintained, and the demand seems to have been stimulated by the pickling season and incidentally the copious supplies of certain vegetables incident to this fact. Molasses is quiet at 28c is the order everywhere. Some fluctuations took place in the coffee market, but normal prices rule at the time of writing. Scarcity of Maracaibo on spot has continued and buyers are still bothering about their requirements. Firmness in the tea market is thoroughly maintained. Canned goods dominated interest for a few days and the gloomy prophecies regarding the new pack are still clouding the commercial horizon. Wholesale men are speculating on the prices of the new stock. In the fish market there are grumblings and large dealers state that haddock was sold in Boston on Wednesday for 6 1-2 cents and it was scarce at that. Malpecques are more popular than ever and high prices are ruling. The easiness of dried fruits has caused a large business to have been transacted during the past week, the major portion of which was for Western account. The advance in eggs has been steadily held. Supplies of all kinds of country produce have been generous and of good quality. Potatoes continue to grow easier and the offerings are very abundant. A notable falling off has been recorded in oatmeal of all grades. Flour still maintains its strength and it is a noteworthy fact that in some concerns exorbitant prices are being offered for flour for export and these orders cannot be filled, owing to the over-selling locally. Fruit and vegetables are abundantly supplied and a large business is being carried on without any change in the market. Immense quantities of apples are going forward each week.

SUGAR.

The renewed strength which developed in the foreign market for raw beet sugar a week ago has been maintained and under increased speculation from the Continent coupled with unfavorable crop reports, prices have advanced materially. The September option of last week sold at 11s 3 3-8d, which showed an advance since the week previous of 4 7-8d. The latest cable shows sugar at 11s 1 1-2d. Late mail advices from London state that there is little eagerness to buy on any advance and much less pressure to sell. Crop reports are so conflicting and mixed that it is difficult to judge within several hundred thousand tons, so that it becomes a question, not only of production, but also of the influence of higher prices on consumption. Considering that stocks may be reduced next season to extremely low figures, unless present prices check the consumption and that it may require an increase in sowings of 10 to 15 per cent. to cover bare requirements, it remains to be seen whether the May and August option prices will draw sufficient supplies of roots, but in any case with good premiums thus established for August, which has the tendency to

make consumers wait for cheaper sugars ahead, the visible consumption may be reduced, for a time at least. On the other hand, though the yield in France, Belgium and Holland seems fair, producers in Germany and Austria evidently expect an important deficiency per acre. Some factories talking of 30 to 40 per cent. less roots, while others may have only 5 to 10 per cent. less, against which must be put the higher polarization, provided the sugar can all be extracted, which with felerous dried up roots, is rather difficult.

The New York market for the raw article continues strong. There are several cargoes of unsold Java sugar on the way and were expected at the breakwater this week. At present they are withheld from the market. New crop Louisiana and Demerara sugar is also withdrawn from the market. A fair volume of business has been transacted in fine sugar and the market is moderately active, with a firm undertone. The feeling locally is very firm with strong European advices on the raw article, and if an advance in price should take place in New York for refined this market would respond instantly. The demand is good from local and western buyers. We quote:

Granulated, bbls.	$4 65
" ½-bbls	4 80
" bags	4 55
Paris lump, boxes and bbls.	5 15
" ½-boxes and ½-bbls.	5 15
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 30
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 40
" yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 15
No. 1 " bbls.	4 05
No. 1 " bags	3 95
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES.

The molasses situation is very uninteresting although higher prices are expected any day. No signs of the 28c molasses receding are visible, notwithstanding the general dullness in the molasses market. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

The spot scarcity for Maracaibo has occasioned an excellent demand. Other grades, however, remain comparatively quiet and the turn over has been largely in small parcels. The prophesied advance in coffee is expected any day. We quote:

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

General activity is noticed in spices of all descriptions, notwithstanding the advance in prices. Peppers show an advance of 2c per pound this week, gingers unchanged. Cloves still continue to interest the market, as there is likely to be a shortness. We quote:

	Per lb.
Peppers, black	0 20 0 22
" white	0 25 0 31
Ginger	0 17 0 24
Cloves, whole	0 25 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

TEA.

Tea, generally, shows signs of an overstocked market. A tendency to firmness has ruled steadily during the week. China blacks are held high in common grades. Nothing seems to be doing in the finer grades of teas. Considerable inquiry has been reported for Indian and Ceylon. Jobbers are inactive. Some of them are unable to get their tea before the customers, owing to the scarcity of travelers. Holders of Ceylon greens still find it difficult to make sales. The Japan tea situation is healthy and a good amount of business is turning over; the recent slight advance does not appear to have affected the demand, in fact in some quarters much better inquiry prevails. We quote:

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

CANNED GOODS.

Interest still holds in the anticipation of the new pack of canned corn and tomatoes. Tomatoes are not expected to show more than 75 per cent. pack; favorable weather continuing will tend to put a better feeling in the trade. Salmon especially is puzzling to buyers and the high grade stock is likely to be very dear and hard to handle. The new prices for fruit and vegetables are attracting more attention in the trade than usual and increased demand has been noted. The waiting policy is still in order, that is, buyers are waiting for the delivery of orders placed some time ago. We quote:

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoes	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 25
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00½
Blueberries	1 10½
Raspberries	1 47½
Lawtonberries, 2s	1 57
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20½
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47
Cherries, red pitted, 2s	2 30½
Baked beans, 3s	1 03
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10½
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, tails	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later:

VEGETABLES.	Per doz.
Sugar beets	$0 85 $0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

The decline in prices reported last week has been maintained throughout

The BEST Grocers

SELL

The BEST FLOUR

Proven Best by Daily Test

creased receipts and the slight lull in consumption. We quote :

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 60
Rolled oats, "		2 55
" brls		5 00

FEED.

No change has taken place in feed of any descriptions. The stocks are still low and the demand fair. We quote :

Mouillie	22 00	28 00
Ontario bran, in bulk	17 00	17 50
" shorts		19 00
Manitoba bran, in bags		19 00
" shorts		21 00

HAY.

From abroad a good demand is noted for Canadian hay, especially for clover mixed and a slight advance has taken place. The shipping to Newfoundland of baled hay has continued. In this connection the feature of the market for the week has been the advance of 50c per ton on No. 1 grade. Values for all other grades are unchanged. Cable advices from the States are unsatisfactory. Locally clover mixed still rules about $6.50 to $7. We quote :

No. 1 timothy	9 00	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

MANITOBA MARKETS.

Winnipeg, October 1, 1904.

THE weekly report on the wheat question shows that everywhere cutting has been finished and that threshing has again been resumed after a long spell of wet weather which has delayed the farmers to a great extent. With an average yield of 20 bushels to the acre, the crops are generally better than first anticipated. The markets are all fairly firm and active. Business is good and trade generally is moving along very nicely.

Sugar.

The market is now quite firm but active, quoting Montreal granulated in barrels at $5.30; in sacks $5.20, and yellows $4.70. Wallaceburg in barrels at $5.20, and in sacks at $5.10.

Green Fruit.

The market is still very active. Late Valencia oranges are now quoted according to quality from $5 to $5.50 per case; California lemons $5.50 per case; fancy Montana crab apples $1.90 per case; Washington Italian plums $1.25 per case; Washington peaches $1.25 per case; Washington pears $2.25 per case; Ontario Fall apples per barrel $3; Ontario snow apples per barrel $4.50; Ontario basket tomatoes, pears and crab apples, 65c per basket; Ontario basket grapes, blue and green, 35c per basket; California grapes per basket (Tokays) $3 per case; cranberries, Cape Cod, $10 per barrel; Jersey sweet potatoes, Bell brand, $5 per barrel; Spanish onions, $1.50 per case; celery, per doz. bunches, 50c; green tomatoes, per lb., 3c; Chinese figs, $2 per case doz. boxes; dates, 5½c per lb.; California figs, $1 per package; and maple sugar 12c per lb.

Evaporated and Dried Fruit.

The market continues quite firm; the new stock of Valencia raisins is now available. The first shipment of Trenors brand arrived this week and are of a very fine quality, which the market now quotes at $2.10 per box.

Canned Vegetables.

Market continues to hold a general firmness in all varieties of canned vegetables. Canned corn will be scarce owing to the smallness of the crop affected to a great extent by frosts, and we will give no quotations on corn until about the 10th of October. Canned beans the market quotes at $1.80 to $1.90 per case, and canned peas at $1.90 per case.

Cornmeal.

The market continues bright and firm, quoting cornmeal, per sack, at $1.75, and per half sack at 80c.

Coffee.

The market is rather unsettled and prices are stiffening, but quotation on green Rio is still holding on at 10½c to 11c per lb.

Rolled Oats.

The market is very active and prices have advanced slightly. 80 lb. sacks are now quoted at $2.35, with the usual advance in the smaller sizes.

Beans.

White beans are stiffening up a little, the market now quoting prices at $1.60 per bushel.

Canned Fish.

Shipments of the new catch are now on the market, quoting sockeye salmon at the advance price of $7 per case.

Syrups.

The market is very active and prices are slightly in advance of previous quotations. The imperial brand is now quoted at $6 for ½ gals. per doz. in a case. Edwardsburg syrups are now listing 2 lb. tins at $2.40 per case, 5 lb. tins at $2.70 per case, 10 lb. tins at $2.50 per case, and 20 lb. tins at $2.40 per case.

Canned Fruits.

The market is now quoted firm and the canners are very much disappointed that they are only able to fill about 50 per cent. of their orders for canned strawberries owing to the scarcity of this fruit. We may look for an advance in this line before long. Strawberries are quoted at present at $3.25 per case; raspberries at $3 per case of two doz., and Upton's and Aylmer's jams in pails are still quoted at 47½c per pail. Canned peaches and pears are now available and the 1904 crop quotes peaches, 2 lb. yellow, at $3.75 per case; 4 lb. yellow at $5.75 per case, and pears, 2 lb. F. B., at $3.25 per case, and 3 lb. F. B. at $4.25 per case.

Eggs.

The market is very bright and continues fairly firm with a heavy demand, and eggs are still jobbing to the trade at 21c per doz.

GIFT TO THE UNIVERSITY.

Through the generosity of Mr. P. C. Larkin, of the Salada Tea Co., Toronto, the medical faculty of the University of Toronto have been enabled to continue the Dean Reeve Scholarship for research. The Grocer has particular pleasure in making this announcement as it serves to further substantiate the ground taken by the MacLean Trade Newspapers that in the long run the business men of Canada are the backbone of its educational institutions.

DAIRY PRODUCE EXPORTS.

Cheese—The exports of cheese for the week ending October 5 were 87,804 boxes, being a considerable decrease when compared with the same week of last year. The total exports of cheese to date were 1,506,303 boxes.

Butter—The exports for the week ending October 5, were 23,724 boxes, against 17,442 for the corresponding period of last year. The total exports to date were 396,493 boxes.

HINTS TO BUYERS.

H. P. Eckardt & Co., Toronto, received a shipment of Missers choice Eleme figs this week.

Leonard Bros., Montreal, have an excellent stock of Malpecque oysters, finnan haddies, kippers and bloaters arriving specially for them each day in first class condition. It would pay to write for prices.

Mr. O. Lefebvre, proprietor of Chinese starch, Montreal, has during the month of September received several large orders from wholesale grocers in Auburn, Me., for his well-known brand of starch. The merits of the goods have been carried across the line by visitors and orders are coming in. Mr. Lefebvre anticipates still larger trade from the contiguous American States, and feels it quite a compliment that Chinese starch has taken such a hold across the border.

Mr. Thos. Bell, of Lindsay & Co., Winnipeg, was in Montreal last week. Mr. Bell is very enthusiastic over the west and says things were booming.

The morning Cup of Coffee often shapes the day, for good or bad. Throw your influence for good, by selling your customers **Chase & Sanborn's** Brands.

CHASE & SANBORN

The Importers, Montreal

For the Roasting, Grinding and Packing of

Coffees, Spices,
Cream of Tartar, Cocoanut,

there is no finer equipment in Canada than the Spice and Cocoanut Departments of our White Swan Mills.

We import the whole goods, do all the grinding ourselves, and can therefore guarantee every pound of goods sent out.

Then, too, we can sell on closer margin and give better values because neither of these departments are called on to bear the entire cost of our business.

For absolute merit there is nothing better than our **White Swan, Orient** *and* **Phoenix** *brands. They can always be relied upon.*

The Robert Greig Company, Limited

White Swan Mills, Toronto.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N.B., Oct. 4.

WITH this month Fall business may be said to be in full swing. Our large retail dealers, particularly the dry goods men, report larger sales than during any previous exhibition. That the exhibition meant much to the city there can be no doubt.

The new Customs regulations which go into effect this month are causing much confusion. While perhaps all favor the principle involved very few endorse the method. There is a very general feeling that there have been too many changes in the forms of certificates, etc., which are needed.

A feature of the market is the increased interest in canned goods, because of reports of damage to crops, particularly in regard to corn and tomatoes. A lower price quoted in Ontario flour came as a surprise, but in the face of the wheat market dealers feel market is still very firm.

Oil.

Burning oil has shown no change in price since the change of duty. Present price is not, however, low. A large Fall business has been done. Dealers are now busy making shipments of orders previously taken as well as looking after new business. Lubricating and paint oils show but a limited demand. Prices are firm. Receipts of cod oil have not been large. Prices are rather easier. Some oil is being carried over.

Salt.

St. John is a large importing point for Liverpool coarse salt. Having regular sailings this year between Manchester and St. John there has been a better opportunity than usual to keep the market regularly supplied. Prices are one cent higher from store than last season. There is a good demand. Sales of factory filled are light. In fine salt market is chiefly supplied by Canadian.

Canned Goods.

There was more interest shown in this line this week than any time this season, because of the reports of damage from frost to corn and tomatoes in particular. It is now thought corn will open at at least one dollar and tomatoes at $1.10. All lines of vegetables are more firmly held. Very few of either sockeye or pink salmon are being imported this year. Lobsters are high. Gallon apples are a weak spot. Blueberries are quite plentiful. In domestic fish there will be a fair pack of sardines. There will not be heavy stocks of any line.

Green Fruits.

Business has been but fairly active. Apples are low. Even fine Gravensteins are cheap. Oranges are scarce with Jamaicas chiefly offered. It is getting late for large business in bananas. Lemons are quite freely offered. Cape Cod cranberries are freely sold and quality is particularly good and price low. There was a good crop of Nova Scotia plums. Receipts of Ontario pears, peaches and grapes have not been as large as usual. Malaga grapes are on the market.

Dried Fruits.

The feature of the market this season is the small quantity of Valencia raisins being sold. Not only is this because California raisins are so low, but there is not the demand there was. Californias are still quoted low. They are this season shutting out Malaga loose and seeded. Samples of the latter, which are shown, are far ahead of stock received last year. Currants are very reasonable. This is a large market for onions. Quite a quantity of American are seen. There is very light call for evaporated apples. Plums will be very cheap.

Sugar.

This is a very firm line. Quite large quantities of foreign granulated sugar have been received this week.

Molasses.

Prices are unchanged. There is a fair stock held, particularly of Porto Rico. Our trade seem well pleased with the new Customs regulations in regard to this line.

Fish.

Nothing has been more noticed during the season than the high price of fish. In fact it has been impossible to get fish enough to supply the demand, particularly in dry cod, pickled and smoked herring. The position of the latter has entirely changed in the last two years. Prices have advanced two hundred and fifty per cent. Unless there is a change finnan haddies will be high this season. Alewives, of which a large quanty are packed here, show about the same price as last year.

Flour, Feed and Meal.

The trade were surprised to find a small drop last week in Ontario. The market, however, is considered strong. It is thought Ontarios have been too close to Manitobas. At one time there was but 15c difference; there is now 50c. Oatmeal and cornmeal keep at full figures. Oats are rather lower. Full figures asked for feed. Beans are dull but prices tend upward. Barley has light demand. Split peas are high and scarce.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B.C., Sept. 29, 1904.

WITH business conditions satisfactory, payments prompt, and merchants contented, the outlook for the Winter trade is very promising. Local markets are brisk, the only special feature being eggs and butter. Figures for eggs are very firm, and the reliable freshly laid local article is retailing for 45 cents, with a tendency to raise. Butter, too, is on the increase, eastern creamery having gone up a cent a pound. These are the two articles of common household use which are always at a good price in Vancouver, and which at times begin to soar. With high prices at this time of year, it is not improbable that they will climb to a still greater height before the Christmas season is over. Chickens are also at a good price, and though many have gone into this business exclusively, the satisfactory bird will always command a figure which would surprise people from other portions of the Dominion.

The strengthening of the coffee market is having an effect here, and an increase of from two to three cents is expected at any time. The strong demand for China teas has caused an advance in quotations for the better parcels.

New canned vegetables are now coming in, and beans are slightly lower. Quotations for corn and tomatoes have not yet been fixed. Most of the Californian fruits are slightly higher. The fruit trade generally keeps active, but with little change in prices. Lemons are very firm, and from present indications prices will be high this season. The crop of mushrooms has been very large and the market is still flooded with them. The quality is good, wholesalers getting 10 cents per pound, and retailers 10c per basket. The fine Fall weather is the cause of this unusual growth. most of the supply coming from the Fraser Valley, Hammond being the point for large shipments. Ashcroft potatoes are already $24 to $25 per ton, and with the corner in the market, mentioned last week, the prices will rule high

this Winter, as the crop has been small. Ashcrofts are the favorite tubers on the coast, and are in great demand. The excellence of the product is because of the dry soil in the vicinity of Ashcroft. In other parts of the province the crop has been fairly good, and there is much speculation as to whether the corner will be as successful as anticipated, in view of this fact.

Cured meats are steady. Manitoba flour has not risen since the last report, although the Okanagan brands have advanced in sympathy.

• • •

There has been an appreciable improvement in the condition of the shipments and the quality of the fruit imported from Washington, Oregon and California, since the numerous condemnations by the inspector of the Provincial Horticultural Board. British Columbia has a very efficient officer in Mr. Thomas Cunningham, and it is due to the adoption of his suggestions and the strict carrying out of the laws that this province is free from all kinds of fruit pests. This Summer there has been an unusual lot of fruit from the States condemned, it having been infected with codlin moth and San Jose scale. Fruit trees from nurseries have also come under the ban. Since August the fruit has been much better, the shippers evidently realizing the fact that any old thing will not go with the officials here, or that bad fruit may be passed over by accident.

Assistance is being given by the action of the transportation companies. Formerly condemned fruit was returned free, but lately the rule has been adopted to charge return freight, and thus double cost falls on the shipper.

• • •

Winter is setting in early in the Yukon this year, fully a month earlier than usual. Business is good in Dawson of late, the creeks getting in their Winter supplies. On the 16th instant the advance went into effect of 10 per cent. on all goods leaving British Columbia and Puget Sound ports for Dawson. This requirement of advance payments for freight on all perishables is a regular charge every year. The boats are still running on the Yukon. but with comparatively light loads, as the water is low.

• • •

The Gulf of Georgia Fish and Curing Company, with a factory at Nanaimo, has 20 men at work and expects to put on ten or twelve more to salt salmon.

No Competition . .

There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the Best Goods.

The public are quick to recognize Quality and have always awarded First Place to

Clark's Sliced Smoked Beef

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

There have been very good catches during the last week. The firm has a contract to supply 1,000 tons.

Dr. J. G. Rutherford, veterinary general of the Department of Agriculture, is in Vancouver, and is to improve arrangements for the quarantining of cattle. Sheds are to be built.

Mr. Thomas Cunningham, provincial fruit inspector, who has just returned from a trip to the interior, states that 500,000 trees will be put in the ground before the 15th of May next. One person has ordered 100,000 assorted stock.

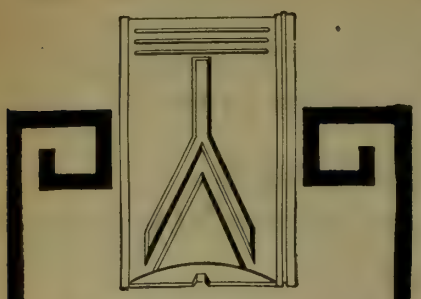
Second crop strawberries are being shipped from Hatzic, Hammond and other Fraser River points. It may seem unusual to those who do not know this prolific clime. Mr. Arthur Brealey, of Hatzic, shipped 40 crates to Moosejaw last Sunday.

The Government steamer Ruth caught the American steamer Alert at Oyster Bay, Vancouver Island, with two scows of fish. The Alert was seized for poaching, and is now being held pending orders. She hails from Bellingham.

Salmon is now being brought from the north by all the coasting steamers.

MR. CHOUILLOU RECEIVES IMPORTANT FRENCH HONOR.

Mr. C. A. Chouillou, president of the Chambre de Commerce Francaise, Montreal, has been notified by the French Government of his appointment as councillor of French foreign trade. The honor, which is a very important one, is granted in recognition of the efforts made by Mr, Chouillou during the seventeen years of his residence in Canada towards the development of closer relations between Canada and France.



EMPIRE SHINGLES

[Made of Tinned Steel.
Galvanized or Painted.

The only shingles made that are fully formed into shape first, and galvanized afterwards—no acids being used.

As a result, galvanized Empires have no raw edges or cracked surfaces exposed—they are the perfection of roof covering—absolutely fire, lightning and rust proof.

When you wish THE VERY BEST order EMPIRES.

METALLIC ROOFING CO.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Some Bird Seed

is prepared by men who never owned a bird.

BROCK'S BIRD SEED

is the result of years of loving study.

Always sell Brock's.

NICHOLSON & BROCK, - TORONTO

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries concerning Canadian trade have been received by the Commercial Agent of the Canadian Government stationed at Leeds and Hull, Eng.:

36. A Midland firm of fruit merchants and commission agents, having ample storage accommodation, desires communication with Canadian exporters of apples direct.

37. A large firm of fruit merchants doing business in Bradford, Halifax and Huddersfield, able to dispose of large quantities of Canadian apples, desires direct communication with exporters or commission houses in Canada.

38. Wholesale merchants having excellent facilities for dealing with large quantities of Canadian turkeys for Christmas trade, would like to hear from Canadian shippers direct.

39. Sheffield fruit merchant desires to communicate with Canadian exporters of apples.

40. Large firm of Hull fruit merchants and commission agents desires to deal direct in Canadian apples.

41. Large firm of fruit merchants and commission agents in Hull, desire to deal direct with Canadian exporters of apples; prefer boxes for best Baldwins and golden russets.

43. Carlisle fruit merchants desire to deal direct with Canadian exporters of apples in boxes.

44. Newcastle firm of fruit merchants desire to import apples direct.

45. Large firm of Bradford fruit merchants desire to be placed in direct communication with Canadian exporters of apples.

47. Hull firm of foreign importers and general merchants desire to develop a good Canadian agency for the sale of a good marketable article in England, and would be pleased to hear direct from Canadian firm desiring representation on the east coast.

48. Wholesale fruit salesman and commission agent, having excellent connections in the Midland and South Yorkshire, desires direct communication with Canadian exporters of apples. Reference, Midland Counties District Bank.

The following inquiry for Canadian trade has been received by the Canadian Merchant at Yokohama, Japan:

10. A mercantile importing firm desires to enter into correspondence with Canadian flour exporters.

The names of the firms making these inquiries with their addresses may be obtained upon application to the superintendent of commercial agencies, Department of Trade and Commerce, Ottawa.

Those desiring such information will be careful to give the office under which the respective inquiry appears and the number.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS WANTED.

TRAVELLER with good connection in Eastern Ontario seeks engagement. First-class recommendations. Box 176 CANADIAN GROCER, Toronto. (42)

WANTED—English Canadian would like to represent some good Canadian produce and provision houses in England on commission basis. Thoroughly reliable and best of references. Address J. H. W., CANADIAN GROCER, Montreal.

BUSINESS CHANCES.

PEARSON BROS., Bradford, Eng.; the best firm in the north of England to consign your apples; cheques prompt; give us trial; agents wanted. References, Bradford Old Bank. f

BAKERY FOR SALE—In Burford village; splendid bread trade; leaving on account of health; possession at once. Box 270, Bradford. f

FOR SALE

FOR SALE—Old-established grocery, meat and liquor business, Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (42)

ONE of the best general stores in Manitoba. At least $10,000 cash required. For particulars apply to Foley, Lock & Larson, Winnipeg. (42)

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D'Olier street, Dublin. (46)

BUY THIS BOOK

SUCCESSFUL ADVERTISING—How To ACCOMPLISH IT.—By J. Angus MacDonald.

Every Merchant and Salesman

will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

Sent postpaid for $2.00.

MACLEAN PUBLISHING CO
LIMITED
TECHNICAL BOOK DEPT. TORONTO.

Window and Interior Displays

Timely Hints and Suggestions

To the Window Dresser.

THE window dresser in the larger stores not only commands a greater salary but is allowed more freedom than any of the other employes. His work is more of an irregular nature; at the best it should be subjected to but little orders even from the proprietor, but at the same time always open to suggestions from the newest clerk. If the window dresser is merely a salesman who is supposed to crowd in window dressing with waiting on customers, he is nevertheless allowed latitude not accorded to the other clerks. He must have time to plan windows, to forage around and discover stock that is "sticking," and to arrange the display upon which he has decided. He should not be disturbed when building the window, and should be allowed as far as possible to adopt his own ideas.

Given a free hand, his aim should be to do his best to sell goods. And there is a difference between a display that sells and a display that attracts attention. All his spare moments will be filled in with working out the next window trim. To assist him in this several things are at his disposal. He can read trade journals, keep his eye open for attractive points in other windows, talk with travelers, and receive suggestions from anyone willing to give them. The trade newspapers are devoting more space than ever to window dressing, and any worth mentioning will contain valuable ideas and illustrations from time to time. Travel and a constant readiness to receive ideas from other windows are great hint-givers and the traveler, through his constant intercourse with merchants and their stores, can transfer to the window dresser, a design that can perhaps be copied in toto. After a few months experience new ideas will present themselves with far more frequency.

No window should be commenced without a definite plan to be followed in all the more important features, the details alone admitting of some freedom in working out. If this is followed much time will be saved and many faults avoided. The goods shown should be of a special nature, very seldom those which might be called staples. The public knows that staples are carried, and a staple window will attract no one. The display should also consist of seasonable goods; in a careful study of this point exists much of the profit of window dressing. Lines should be displayed a few days in advance of the best selling period and then brought out more prominently during the proper season. In this way not only will customers be shown goods when they are needed, but they will be prepared beforehand for the needs of the season and know where to get the required articles.

Shop-worn goods should not be shown unless the fact is plainly mentioned as a cause for low prices. Price tickets and show cards are of value but both must be neat, and deception should not be practiced in the prices shown and remarks made.

The detail work is as important as the general plan. Where many window dressers fail, however, is when filling in is attempted. Every inch need not be occupied, but every inch open to view should be examined to see that no rough framework, inverted packages, or soiled and old goods are in sight. The window dresser, when all is done, should view the display from the street, and in the arrangement remember to trim for the front of the window. When once the display is completed it should not be disturbed under any circumstances until it is to be changed or unless the article required is not available elsewhere. In that case no one but the window dresser should interfere with the arrangement in removing a part of it. Goods that are soiled by exposure in the window should be disposed of at a reduction.

Wine Window—Dressed by J. E. Whiteside for F. Carne Jr., Victoria, B.C.

SUGAR BEET SEASON COMMENCED

The Ontario beet sugar season has set in and beets are already being hauled to the Wallaceburg and Berlin factories. The test this year so far has been satisfactory, the lowest being 14. With this average the price of beets will be $5 a ton, at which price a fair crop pays the farmer better than an average crop of wheat.

CORRECTION.

L. Chaput, Fils & Cie., in their ad. in The Grocer last week stated Trenor's Valencia Raisins were to arrive by second direct steamer. This should have read "by first direct steamer, Escalona.

A grocery business will shortly be started in Carp, Ont., by A. C. Younghusband, of Dunrobin, Ont.

Association News

Grocers Make Presentation.

TWO old and highly esteemed members of the Hamilton Retail Grocers' Association were honored by their associates at a special meeting of that body on September 28. One was J. Ronan, who was recently appointed bursar at the preventory reformatory; the other T. Hazell, who acted as chairman of the grocers' picnic committee.

An address was presented to Mr. Ronan expressive of the high regard in which he is held by every member of the association, accompanied by a handsomely upholstered oak Morris chair and rocker. The gift was duplicated to Mr. Hazell, who also received the hearty congratulations of the association for his work in connection with their annual picnic—conceded to be the most successful ever held by the association.

Retailers Organize.

The retail merchants of Goderich, Ont., have organized, as follows : President, C. A. Nairn, grocer; first vice-president, George Porter, bookseller; second vice-president, Chas. C. Lee, hardware merchant; treasurer, W. A. McKim, dry goods merchant; secretary, W E Elliott, bookkeeper.

TRADE WITH SOUTH AFRICA.

TRADE with South Africa is an important issue in Canadian commerce to-day, at least it should be. Such was the opinion given by Mr. J. W. Jagger, past president of the Cape Town Chamber of Commerce, and of the Associated South Africa Chambers of Commerce, who called at the Montreal office of the MacLean newspapers on Saturday afternoon, October 1.

Mr. Jagger is head of a large departmental store in Cape Town and handles large quantities of dry goods, manufactured papers, and wooden ware of all descriptions. He has been touring Canada on business widening pursuits. He does not seem as much impressed with the enterprises of Canadian business men as he had expected he would be. For instance, there seemed an apathy on the part of some Canadian manufacturers regarding South African trade. Perhaps the difficulties might be the excessive freight rates, and the utter lack of commission houses, as compared with United States. As an example he explained that the great commission house of Peabody & Co., who had an office in Cape Town, were able to supply almost anything that business men might desire. He had ordered such a peculiar necessity as a pair of mules. Peabody & Co. never questioned what difficulty they might have in securing the mules, but they got them. On the other hand, if he wanted dry goods, paper, wooden ware, or anything that came from the United States, all he had to do was call up Peabody by telephone and they did the rest. He believed that a commission house dealing exclusively with Canada could do an immense business in Cape Town.

Mr. Jagger seemed to feel annoyed at the cool manner in which several manufacturers treated his call upon them. He said that there was certainly an evidence of lack of enterprise, in some cases, on the part of either the manufacturers themselves, or the men whom he had seen as their representatives. He instanced the case of one of the managers of a well known firm who nonchalantly smiled and said that they could not compete with the Americans and they did not intend to try. Mr. Jagger thought that was a great mistake.

He at one time imported large quantities of leather and cotton from Canada, but lower prices and better facilities from New York compelled him to give up the trade. This had all been changed by the preferential tariff, however, which brought the duty down to 7½ per cent. Under these conditions there were opportunities for very large increases of trade.

He would recommend the Manufacturers Association to deal with the question of commission houses at once. With trade stimulated, better steamship facilities would follow immediately. He had bought a large consignment of chairs from Owen Sound, which he hoped would be landed in South Africa by the 21st of October, perhaps going over on the same steamer as he would go himself. Large numbers of importers were looking towards Canada and it was certainly the duty of Canadians to seize upon a market which heretofore had been supplied so extensively by the Americans.

He spoke glowingly of the resources of the Dominion and prophesied amazing development in a very short period. He told briefly the development of business in South Africa during the last quarter of a century. He said that he often saw the MacLean trade newspapers in Cape Town, and on leaving took with him a copy of each one of the company's publications. As he said goodbye he remarked knowingly, "Remember, I am an Englishman and don't wish to be interviewed."

Mr. Chris. A. Maxwell has accepted a position with the Canadian Gelatine Co. as their Toronto representative.

PERSONAL MENTION.

Mr. J. McConnell, grocer, of Harriston, Ont., is dead.

Mr. C. A. Low, of Swift & Co., commission merchants, Kingston, was married last week to Miss Carrie Price of Aylmer, Ont.

Mr. Fred W. Mason, representing I. D. Bradshaw, Toronto, is explaining the virtues of oiled paper and chewing gum to the Montreal trade this week.
Ottawa Fairs this season.

George H. Thompson, the newly appointed British representative of the Canadian Canners Limited, has arrived in London, and is now fitting up offices and sample rooms at 19 Eastcheap.

G. Cobley, formerly in the employ of H. P. Eckardt & Co., Toronto, and for the last few years associated with the Alberta Mercantile Co., of Frank, Alta., has started in a grocery business in Frank.

Mr. R. J. Campbell, of the firm of Campbell Bros. & Wilson, wholesale grocers at Winnipeg, who was recently married, was the recipient of a very beautiful silver service from the employes of his staff.

Mr. E. Cowan, western representative for the Cowan Co., chocolates and cocoas, in conversation with the Winnipeg representative of The Canadian Grocer, expressed his appreciation of and satisfaction with the results of business in his recent trips through the Province of Manitoba, as he says it entirely surpassed his expectations.

Mr. D. W. Douglas, eastern representative of E. W. Gillett Co., Toronto, has just returned from a three months' trip through Eastern Quebec and the Gaspe coast. Business is reported as most satisfactory. At present Mr. Douglas is looking after the Montreal trade.

Mr. J. H. Grimm, of the Grimm Mfg. Co., Montreal, is taking in the Exhibition at St. Louis. Mr. Grimm, who is interested extensively in the production of maple syrup and sugar and sap evaporators had his model sugar bush on exhibition at St. Louis where it was favorably commented upon. The model was also on view at the Toronto and

Mr. C. W. Callon has severed his connection with the Salada Tea Co., Toronto, with which he has been associated for about 7 years, and is about to remove to Seattle, Wash. Prior to his departure the staff of the Salada Tea Co. presented him with a Russian leather-fitted suitcase as a slight token of the esteem in which he is held by his former associates.

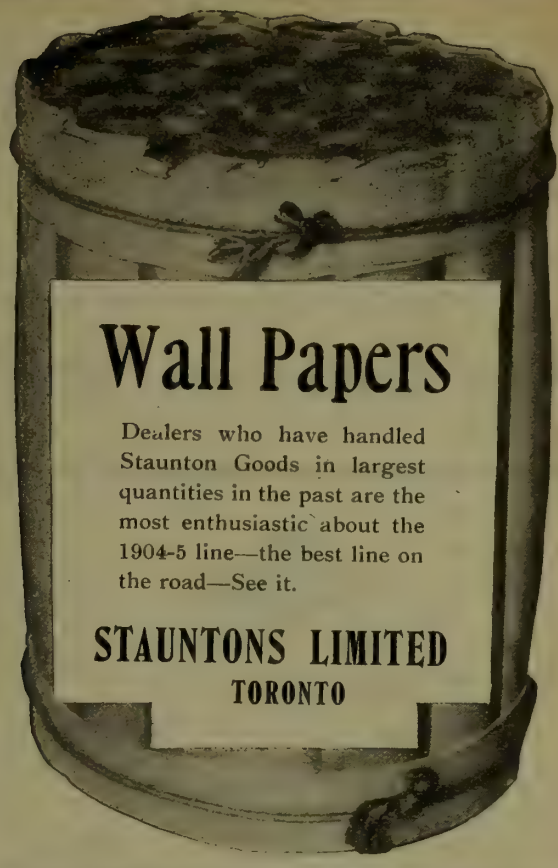
WALL PAPER.

TENDENCIES OF WALL PAPER DESIGN.

BEFORE attempting to outline the tendencies of wall paper design at the present time I should like to earnestly direct the attention of architects especially to a kindred subject, one at least inseparably connected with the decorator's work. I think I can say without exaggeration that decorators approach the work of covering the plaster walls of houses and other buildings erected of late years with trepidation amounting almost to terror as to the results. To see one's best laid plans and most cherished schemes completely frustrated by the treacherous under surface is more than disappointing. The "skin or putty coat" so much in use to impart that beautiful snowy smooth surface which so strongly appeals to some people has usually no actual adhesion to the coat beneath it and only waits the application of some material to sever its weak connection and destroy the decorator's work. The so-called sand finish of many plasterers is almost as great a delusion. On walls thus treated many patches will be found into which no sand and very little plaster of Paris has entered—nothing but lime. Plasterers freely admit these imperfections and also that it is possible to get as good results as were obtained in houses a generation ago, but they claim that current prices do not admit of the use of sufficient plaster nor of sufficient time being given to the work. Surely it is a false economy to cheapen a material which is admittedly imperfect at best, which covers so much surface and which places a stamp of dilapidation on the house out of all proportion to its relative cost to the total cost of the building. I feel satisfied that this work does not receive the attention it deserves at the hands of the architect, and that not only would the problem of decoration be greatly simplified but that the life of the plastering would be materially lengthened if honest work were insisted upon.

Another feature in the preparatory work of ceilings and walls for decoration deserves more than passing notice. I refer to the obtaining of true perpendicular and horizontal lines in the angles of the room. It is no uncommon thing to see the ceiling run from one to one and one-half inches out of true in a wall of twelve or fifteen feet. The upright angles of the room are frequently as much out and in many cases meander in and out of line as they climb to the ceiling. Many rooms are two or three inches wider at one end than at the other. It can be easily understood how difficult it becomes under these circumstances to apply pattern of any sort so that it shall not appear to be leaning one way or the other. These defects are not by any means confined to cheap buildings but may be seen in some of our most pretentious structures.

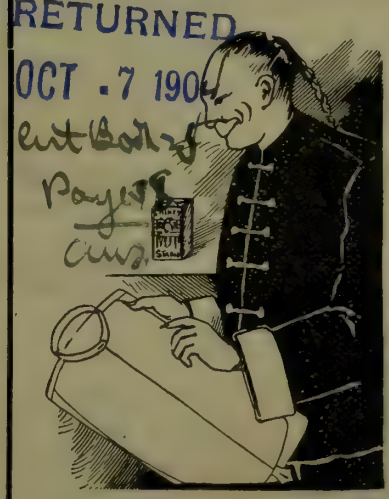
And while I am on this portion of my subject I should like to point out what is always to the decorator at least the unexplainable practice of many architects, of carrying doors and windows in the room to two, three or more different heights. My own dining room has five such openings and every one is of a different height, varying from the others by several inches. There was no reason why the three doors at least should not have been of the same height.—W. H. Elliott, in Canadian Architect.


Wall Papers
Dealers who have handled Staunton Goods in largest quantities in the past are the most enthusiastic about the 1904-5 line—the best line on the road—See it.
STAUNTONS LIMITED
TORONTO

EVERY USER OF

CHINESE STARCH

is a satisfied customer.



The smile of the Chinese laundryman as he gazes on the glossy work before him can only be produced by the use of

Chinese Starch

IF YOUR JOBBER DOES NOT HANDLE IT WRITE US.
SAMPLES AND PARTICULARS MAILED FREE.

OCEAN MILLS
MONTREAL

Now is the time for Cocoa and Chocolate.

COWAN'S COCOA, CHOCOLATE

Cream Bars, Chocolate Wafers, etc.

These are absolutely pure goods that every grocer can sell with confidence.

The Cowan Co., Limited, Toronto

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Fortify the system against cold by drinking cocoa.

MOTT'S Breakfast Cocoa
¼-lb. tins **40c.** per lb.

MOTT'S Prepared Cocoa
¼-lb. tins **32c.** per lb.

are good goods, attractively put up.

For sale by all jobbers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

SEASONABLE CONFECTIONERY

BUTTERCUPS and SATINETTES
VERY CHOICE LINE OF CONFECTIONERY, WITH GROUND MEAT CENTRES, AND VERY DELICATELY TINTED CASINGS.

MAPLE WALNUT PUDDING
ANOTHER PUBLIC FAVORITE.

PAN TAFFIES as follows:
PIGNOLIA, WALNUT, ALMOND, PEANUT EVERTON, BUTTER SCOTCH, MOLASSES WALNUT, ALMOND ROCK COCOANUT.

THESE GOODS
ARE BACKED UP WITH THE SAME REPUTATION THAT HAS MADE

STEWART'S FINE CHOCOLATES THE FAVORITE WITH CANADIANS.

A. J. STEWART, Limited
MANUFACTURERS OF CONFECTIONERY, **TORONTO.**

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y..	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:
St. CHARLES, ILL., U.S.A.

Correspondence and Trade orders solicited.
FACTORIES: Ingersoll, Ontario, Canada, St. Charles and Chenning, Ill.

Business Changes

ONTARIO.

A MEETING of the creditors of Scott & Co., general merchants, Beamsville, has been held. Stock was to have been sold by auction on the 5th inst.

George S. McConkey, confectioner, etc., Toronto, is dead.

F. H. Blain, grocer, Hamilton, has sold to J. S. Gross.

Mary A. Splan, grocer, Toronto, has sold to A. R. Plummer.

George E. Strachan, confectioner, etc., Aylmer, has sold to Frank Law.

John Tassie, grocer, Wallaceburg, has assigned to M. A. Sanders.

Calcott & Co., general merchants, Shedden, are selling out to Robert Baird.

The assets of M. Greenspoon, general merchant,, Hawkesbury, are to be sold.

James Scott, general merchant, Southwold Station, has sold out to Wm. Scott.

Harry McLean, cigar manufacturer, St. Thomas, has sold to B. F. Honsinger.

Josiah Varey, grocer and tobacconist, Port Dover, has assigned to William Cayley, Sr.

Mrs. Jos. Beaudet, grocer and dealer in fancy goods, Renfrew, has succeeded D. Rathwell.

L. Coffee & Co. ,grain merchants, Toronto, have dissolved partnership. T. Flynn continues under old style and J. Melady continues under style of Melady & Co.

QUEBEC.

Dugas & Geoffrey, grocers, Joliette, have assigned.

J. & G. Chaperon, grocers, Quebec, have dissolved.

Galarneau & Frere, grocers, Montreal, have dissolved.

P. E. Poirier, general merchant, Fraserville, has assigned.

T. Perreault, general merchant, St. Sophie De Levard, has assigned.

Narcisse Leclerc, general merchant, French Village, has compromised.

The assets of Alex. Hamel, grocer, Ancienne Lorette, are to be sold.

Luc Beauregard, grocer, Magog, has been succeeded by Joseph Beauregard.

Clayton F. Bailey, general merchant, Beebe Plain, has sold to Akin & House.

The assets of J. H. Constantin, general merchant, Nominique, have been sold.

Lamarche & Benoit are curators to J. H. Therrien, general merchant, St. Gregoire.

Munro Bros., grocers, Montreal, have dissolved partnership; George H. Munro, registered.

U. Matte, general merchant, St. Raymond is offering to compromise at 30c on the dollar.

C. A. Cunningham & Co., general merchants, Bedford, have assigned to J. McD. Hains.

J. A. Marchand, general merchant, Fraserville ,is offering to compromise at 60c on the dollar.

There is to be a meeting of creditors of G. Audet & Co., general merchants, Les Eboulements.

The assets of D. Richard, general merchant, St. Raymond, are advertised to be sold on the 3rd inst.

The consent of assignment of Alphonse Charlebois, general merchant, Boucherville, has been filed.

Daoust & Freres, dealers in groceries and liquors, Montreal, have assigned; meeting of creditors October 6th.

A. C. Dionne, dealer in groceries and hardware, Montreal, has assigned to Alex. Desmarteau; assets to be sold.

Maria C. Morel, has registered as proprietress of the general store of L. Corriveaux & Co., Ste. Anne De Beaupre.

George F. Croasdale, general merchant, Cross Point, has assigned; meeting to appoint curator called for the 11th inst.

MANITOBA AND N.W.T.

Prentice & Young, grocers, Winnipeg, have dissolved.

John Walker, grocer, Banff, has sold to I. S. G. VanWart.

C. F. Travis, miller, Elkhorn, has advertised business for sale.

F. T. Armson, grocer, etc., Carievale, has sold to W. Mason.

Holmes & Walker, general merchants, Star, have been burnt out.

Hill & Horn, general merchants, Bowden, have sold to Samuel Butler.

L. H. Compton, general merchant, Headingly, has purchased Headingly Flour Mill.

R. E. Trumbell, wholesale liquor dealer, Brandon, has sold to J. E. Peltier.

Fowler, Murdoff & Breen ,general merchants, Wetaskiwin, have been succeeded by Fowler & Breen.

T. W. Brady, dealer in groceries and dry goods, Winnipeg, has sold groceries and is removing dry goods to Hamiota.

Coffee, Hargraft & Co., grain merchants, Winnipeg, have dissolved partnership, John L. Coffee and Alex. Hargraft continue under old style.

NEW BRUNSWICK.

Craig & Stairs, general merchants, have assigned to Walter E. Graham, St. Stephen.

A meeting of the creditors of H. R. Coleman ,grocer and meat dealer, St. John, has taken place.

NOVA SCOTIA.

Zachariah McKee, grocer and hardware dealer, Parrsboro, has registered consent for his wife, Georgiana McKee, to do business in her own name.

BRITISH COLUMBIA.

T. Nakano, general merchant, Cumberland, has assigned to R. R. Napier.

A FESTIVE OPENING.

Harry G. Macdonald opened his new retail grocery store at the corner of Sorrauren and Wright avenues, Toronto, on September 17. The opening was of an unusually interesting and striking character. Mr. Macdonald sent invitations to a large number of people in the west end of Toronto. He secured the services of an orchestra and served refreshments, the cocoa being served by the Cowan Cocoa Co. About 4,000 people visited the store during the day and although curiosity, no doubt, actuated a great many a large business was done by the eight clerks employed. A number of the ladies who visited the store presented Mr. Macdonald with handsome bouquets. Mr. Macdonald it might be noted is a young man and began business on Sorrauren avenue about ten years ago. His new store is about 30x90 and three stories high. Mr. Macdonald is reaping the fruits of his enterprise.

MODERN PULVERIZING.

The Grocer is in receipt of a copy of "Modern Pulverizing," a monthly publication issued by the Schutz-O'Neill Co., Minneapolis, Minn., containing a fair amount of interesting reading matter and illustrated write-ups of their improved pulverizing and milling machinery.

NOTICE!

The grocery trade has doubtless observed that we have begun an advertising campaign on

Perfection Cream Sodas

in the daily and weekly newspapers of the Dominion.

This will result in a demand for our sodas everywhere. Are you ready to supply

Perfection Sodas?

Order at once.

3-lb. Cards and Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS

AND GRAIN DEALERS

192 King Street East
TORONTO.

Biscuits And Confectionery

The Profit Side.

THE grocers who to-day are making the most out of their business are those who are introducing new features or lines which do not compete with other interests and which being special, not staple, yield a much better margin of profit. For example, grocers have introduced a bread and pastry department, a confectionery department, a fish department, a crockery department. In addition they are continually on the alert for specialties in the line of groceries proper.

They do not take up their customer's or their own time with urging the sale of a barrel of sugar or a heavier purchase of canned goods, upon which sales the margin of profit is inconsiderable. They rather allow the customer to give her order as she pleases, and when the "list" is exhausted the grocer takes up the customer's attention with grinding the mind and developing the desire in the direction of other things which bear a good profit, and which cultivate the buying tendencies of the mistress of the household.

One line that can be successfully and profitably introduced by many grocers is that of confectionery—not the lower grades, but the best grades. And just here it may be remarked that there are grocers who are handling a good grade of confectionery who are not making all the profit possible. There are lines of fancy chocolates that will bring 50c just as readily, perhaps more readily, than they will 40c. The 40c chocolate is not ranked by the customer in the same class with the 50c article, even though the grocer is actually giving the 50c grade. Those who buy chocolates at 40c will pay 50c if they feel they are getting a better quality. Some may be disposed to argue this point, but experience is the final authority. It must be remembered that chocolate buying is an extravagance, a luxury—not a necessity, and when a man or woman spends money in the line of high-grade confectionery it is not much more difficult to make the sale at 50c than at 40c. Of course there should be something in the fancy box or in the choiceness of the variety as a reason for getting 10c more per pound.

High-grade confectionery is an almost certain seller if attractively displayed. Indeed the confectionery department cannot realize its highest possibilities without good display. The more enterprising grocers have found it expedient to put in special showcases, and silent salesman variety is unquestionably the best for this purpose. Among grocers in Ontario who have made a distinct success of handling high-grade chocolates are: J. A. McCrea, of Guelph; Geo. A. Young, of Chatham; E. H. Williams, of Barrie; Hugh Crozier, of Coburg; G. W. Armstrong, of Cornwall; H. Brennan & Sons, of Ottawa, and Michie & Co. and R. Barron, of Toronto.

To Locate Impure City Food.

ON account of the sensation created in Ottawa over the sale of adulterated and impure foods the Food Inspection Department of Montreal has been redoubling its efforts to locate any impure food that may be sold. Last week Mr. L. F. Robert, bread inspector, seized 227 pounds of candy which was so dirty as to be a menace to health. He also seized a number of samples of highly colored cheap candies that were being sold in scores of small stores all over Montreal. In the place where the candies were manufactured Mr. Robert found green and red powders which were used to color the sweets. A considerable quantity of alum was also found on the premises.

"The alum," Mr. Robert said, "is used to keep the candies soft. I do not consider this ingredient good for health. From what I know of candies being sold in some places it is quite evident that some change will have to be made. Candies should not be colored with ingredients that are not fit to be taken into the human system."

It has been decided by the Food Department to have a thorough inspection made of all candies now being sold in Montreal, and it is expected some interesting results will follow the campaign. The work is being attended by good results and the inspectors are now hopeful of ridding Montreal of the unhealthy if not impure candy that is sold in a number of small shops.

Mr. Milton Hersey, the city analyst, returned to Montreal last Saturday, and was given a large quantity of dyes taken from confiscated candy and asked to make an analysis and submit a report. If the dyes are found to be of an injurious nature large amounts of similar candy on sale in different stores will be confiscated.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

SUCCESS

IS THE RESULT OF CONDITIONS FULLY MET.

We believe we have fully met the conditions of this market. **DO YOU DEMAND MORE?**

BORDEN'S
"Eagle" Brand Condensed Milk
and
BORDEN'S
"Peerless" Brand Evaporated Cream

are quick sellers and profit earners, as you turn your stock often.

Selling Agents in Canada:

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO Victoria and Vancouver, B.C.

TO HAND.

DIRECT IMPORTATIONS

—OF—

VALENCIA ONIONS

in large cases.
Bright, crisp and sound.

—ALSO—

JAMAICA ORANGES

in barrels and boxes.
Fancy, high-colored, juicy stock.

Both lines are of the very best, and would prove an additional attraction to your store. Get prices.

McWILLIAM
Mc. AND E.
EVERIST

Phone Main 645.

TORONTO, CANADA.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

SUCCESSFUL FRUIT SHIPMENT TO WEST.

HOW to bring Ontario fruit to Manitoba and Northwest markets, by freight, in first-class condition, is a problem the Agricultural Department of the Government of Ontario have set themselves to solve, says the Manitoba Free Press. Ontario has the fruit, which for flavor and general excellence everybody knows completely discounts the best that California can produce; the west has a large and increasing market for good fruit. What more fitting than that Manitoba and Alberta should buy from Ontario?

A most interesting experiment along this line has been completed within the past few days under the direction of Prof. J. B. Reynolds, of the Ontario Agricultural College at Guelph, who has made a special study for three or four years of the whole subject of cold storage and transportation. Two cars of fruit were loaded in the most approved manner and sent to Winnipeg. Besides some cases of apples whose transportation by freight has, of course, passed the experimental stage, there were boxes of pears, peaches, grapes, plums, and tomatoes, all of which arrived not only in good but in perfect condition.

The apples were of Gravenstein, St. Lawrence, Calvert, and Blenheim pippin varieties. There were Crawford and Alberta peaches. Bartlett pears, Morris Early and Warden grapes, and Reine Claude plums.

The Crawford peaches are not noted as the best shippers, and in this case were judged by experts over-ripe for shipment when they started. They arrived, however, in perfect condition. literally without a sign of rot. The hardier Albertas were, of course, in perfect condition, but the lesson learned about them was that they could have been left on the tree a week longer and have reached the west safely very much better peaches.

The grapes were shipped in cardboard trays, each tray bearing two and one half pounds, twelve of these trays being packed in a case.

The peaches and pears were each wrapped in paper. There is still room for considerable improvement in the appearance of the packed fruit. The boxes are somewhat rough, and the paper coarse, but these externals can easily be improved. One very important matter is the packing of the boxes in the car. Boards are nailed across the car to keep rows of boxes of fruit in place. Proper packing makes necessary, of course, shipment in at least car lots.

Fruit Transportation Charges Reduced.

IT is announced in the October issue of the Horticulturist, that as a result of evidence given recently before the Railway Commission, by representatives of the fruit interests the railway companies have voluntarily made some material concessions. A reduction has been made in the rate on mixed car lots of fruit, from the principal shipping districts to the larger centres of distribution, such as Toronto, Montreal, Ottawa, Quebec, and Winnipeg. A special rate for one-half car lots, of 10,000 pounds, or over, has also been made. The reduction, it is estimated, from the average point in Ontario to Montreal or Quebec will amount to $10 a car and to Winnipeg over $36 a car. In addition the flat rate for icing cars, destined for Manitoba, has been abolished, and hereafter shippers will only be charged for the actual amount of ice supplied. While these concessions are by no means all that the fruit interests ask for, they are, however, considered to be a considerable measure of relief to a very serious situation.

Fruit Growing in British Columbia.

PEOPLE in British Columbia are just awakening to their opportunities for fruit growing, lumbering and manufacturing, according to the views of G. E. Whitney, of the Dominion Express Co., who has returned from a trip to Vancouver and vicinity of Port Simpson.

Fruit growing, he thinks, will become one of the chief agricultural pursuits of British Columbia. There are fine valleys and stretches of land where fruit

trees would flourish. Of course, in many places orchards are at present to be found, but now that Manitoba and the Territories are offering such a good market it will not be long, in his opinion, before the Pacific province will make an effort to supply its share of the demand.

Speaking of his trip from Vancouver north, Mr. Whitney says the coast line is quite irregular and flanked by almost innumerable islands, mountainous generally, and covered with trees.

One of the things that impressed him most was the vastness of the forest. Everywhere a man looks from the boat he sees trees, trees, trees. The mountains look like great banks of foliage. He was told that lumbermen are only cutting down what can be easily got out, but that in time, when lumber is scarce in other parts of Canada, the forests on the Pacific coast will be resorted to. Lumbering then will become a lively industry.

Mr. Whitney says it is a matter of general conversation on the coast that pulp mills are shortly to be built up near Port Simpson.

Fruit Notes.

The Fruit Division, Ottawa, is receiving complaints that the quality of XXX fruit offering this season in many cases is dangerously near the XX mark. The explanation is that many buyers are very wisely instructing their packers to put up no No. 2 grade, and the packers under stress of other influences, are erring upon the side of putting in too many No. 2's as No. 1 fruit. The fruit inspectors have been instructed to rigidly enforce section 6 of the Fruit Marks Act, under which no apple may be classed as No. 1 unless it is of good size and color for the variety and practically free from worm holes, scab, bruises or other defects.

A. K. Bossard, representing the firm of B. Pressley & Co., St. Paul, Minn., was fined in Winnipeg lately for selling fruit not marked and packed according to the standard of the Fruit Marks Act. It would perhaps have been excusable if there had been nothing wrong but the marking. The apples, however, were overfaced, and comparatively worthless varieties were given the names of good varieties. American firms or their representatives selling fruit in Canada must comply with the requirements of the Fruit Marks Act.

FANCY NEW ELEME TABLE FIGS

"BUTTERFLY BRAND" packed by the old reliable packers
Whittall & Co., Smyrna
3, 4, 5, 6, and 7 crowns. Get our low prices before placing order.

1,000 New Tapnets Cooking Figs
Due this week.

WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East, **TORONTO.**
P.S. We have two or three cars red or yellow onions to offer. Wire for price.

W. B. Stringer
J. J. McCabe

A Fact

'Phone Office Main 520.

You know a single fact is worth more than a cart load of argument—well, here is a fact—if you give us a trial in filling your Fruit orders on this market you'll continue. We know this to be a fact, and it speaks well for our judgment in selecting Fruit. Send that "start order" now.

SWEET SONORA MEXICAN ORANGES—We are agents for the famous "Star" Brand—ask us for car lot prices.

It would pay you to consign your apples to J. C. Houghton & Co., the leading apple auctioneers of Liverpool and London.

61 Front E., Toronto **W. B. STRINGER & CO.,** Agents Fruit Brokers

WESTERN ONTARIO HEADQUARTERS
FOR EVERYTHING IN FRUITS

JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.
CRANBERRIES Strictly fancy, early blacks. Prices close.

Phone, Wire or Mail Orders. **HUGH WALKER & SON** GUELPH, ONT.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
Mfr's choice grades
Evaporated Apples

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

Western Dealers who buy apples
will find it to their advantage to correspond with
EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

OUR ARGUMENT TO THE GROCER for his package tea business is, after all, **A SHORT ONE.** It is summed up in this statement: There is **NO OTHER PACKAGE TEA** on the market that retains trade like

Blue Ribbon *Ceylon* Tea

The Red Label sells at 40 cents.
By comparison it is worth 50 cents.

There are many baking Powders of known and unknown worth. Many have come and gone, while others have come to remain.

EAGLE BAKING POWDER

is one of the brands that has come to stay. It is well known to be a reliable powder, and it is becoming more popular every day. MR. GROCER, it shows **you** a good profit. Have you stocked it?

J. H. MAIDEN, Agent
MONTREAL.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

FLOUR AND CEREAL FOODS

The Wheat Situation.

ALL doubt as to the success of the harvest in the Canadian west has now been set at rest, and there is the best assurance that the yield is from four to six million bushels in excess of first estimates, namely sixty-four million bushels, and eleven million bushels in excess of last year's crop. The quality of the wheat is of fairly uniform excellence. The marketing of the Manitoba crop is now proceeding with, however, rather more delay than has been experienced in recent years. The explanation of this is that buyers are not yet familiar with the grades owing to the amount of rusted grain. Buying is not likely to be heavy until samples of the rusted grain can be placed in agents' hands throughout the country. So far, it is said, the threshing returns do not back up the heavy damage stories that were in circulation a little while ago. Threshing reports have ranged from 13 to 27 bushels to the acre. The quality of the wheat shows a larger proporton of higher grades than last year, and the price paid is high, as much as $1 being given for choice wheat. This year the total elevator capacity west of Lake Superior has greatly increased, being nearly 45,000,000 bushels, as compared with 39,000,000 bushels a year ago. Both the Canadian Pacific and Canadian Northern have made large additions to their rolling stock and motive power in order to handle the western crop.

SUPPLIES OF GRAIN IN UNITED STATES AND CANADA.

	Oct. 3. 1904.	Oct. 4. 1903.	Oct. 5. 1902.
Wheat	15,565,000	19,489,000	25,624,000
Corn	5,978,000	9 090,000	3,075,000
Oats	20,015,000	6,453,000	8,334 000
Rye	1,460,060	884,000	1,154,000
Barley	4,144,000	3,347,000	2,767,000

Wheat increased 2,373,000 bushels last week as against an increase of 2,250,000 bushels the corresponding week of last year. Corn decreased 402,000 bushels last week, and oats increased 1,859,000 bushels.

AFLOAT TO EUROPE.

	Oct. 3. 1904.	Oct. 4. 1903.	Oct. 5. 1902.
Wheat	35,110,000	28,720,000	32,240,000
Corn	16,800,000	15,840,000	8,880,000

Wheat on passage to Europe increased 230,000 bushels last week, and corn increased 400,000 bushels.

WORLD'S SHIPMENTS OF WHEAT.

	Oct. 3. 1904.	Sept. 26. 1904.	Oct. 1. 1903.
America	1,189,293	864,373	4,082,681
Russia	5,200,000	4,360,000	4,224,000
Danube	320.000	952,000	944,000
Argentina	552,000	472,000	16,000
India	1,296,000	1,240,000	640,000
Australia	352,000	464,000	.....

According to Beerbohm's London List dated September 16, the weather has been unfavorable for threshing in the various grain-growing countries of Europe; this, together with the recent excitement in the American market has affected European markets although there has been no radical change in the latter where supplies are ample for present requirements. The impression is gaining ground that America this season will be practically independent of Europe in the matter of wheat prices. If such be the case the fact will soon assert itself in the minds of Russian and Indian shippers who will conclude that with America out of competition as a wheat selling country the necessity on the part of importing countries of buying their wheat will be greatly increased and a higher level of prices be justified in consequence. During the present season the demand may easily overtake the available supply. The quantity afloat just now, however, for the United Kingdom has seldom if ever been so large at this season of the year, thanks to a large contingent from Australia. Another six weeks will witness a large decrease in the quantity afloat when the probable abnormal condition in America will begin to assert a greater influence upon the European market. The supplies and requirements of various countries are estimated as follows:

REQUIREMENTS.

	Quarters.
United Kingdom	27,000,000
France	1 400,000
Germany	8 000,000
Belgium	6 250,000
Holland	2,100,000
Austria	5,250,000
Spain	1,000,000
Portugal	700,000
Greece	500,000
Sweden	1,750,000
Sundry European	500,000
South America	1,750,000
China and Japan	1,750,000
Africa	450,000
Total	63,000,000

Or 504,000,000 bushels.

EXPORTS.

	Quarters.
Russia	16,250,000
Hungary	4,500,000
Roumania, Turkey, Bulgaria, Roumelia and Servia	4,750,000
United States	3,500,000
Canada	4,750,000
Argentina	10,000,000
Chili	500,000
India	7,250,000
Asia Minor Russia and Syria	500,000
Algeria and Tunis	725,000
Australasia	3,500,000
Sundries	200,000
Total	56,425,000

Or 451,400,000 bushels.

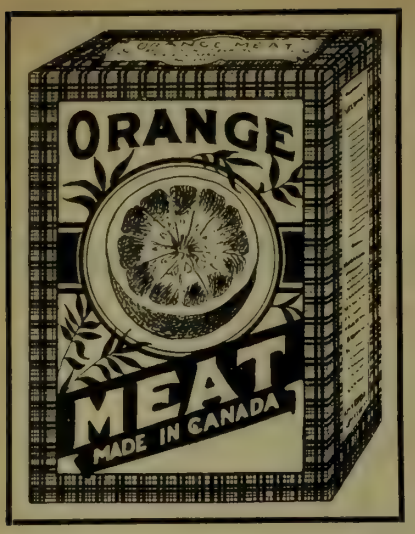
Estimated deficiency 6,575,000 quarters, or 52,600,000 bushels.

This represents 1 3-4 per cent. of the world's average crop and may be wiped out by later records of the year's production. In any event the world's deficiency is not such as to imply any particular pinch in wheat supplies for the current year. The possibility appears to be that current values for wheat in the world's markets will look high before the season has progressed many months.

China Will Protect Trademarks.

MILLERS selling flour in Chinese markets will be interested in a treaty between Great Britain and China, under which the Chinese Government undertakes the registration and protection of trademarks. The regulations for carrying the undertaking into effect have been officially published and will probably be put into effect as soon as the United States Government assents to them, as they have been approved by the British Government and Japan has raised no objection. Briefly, the regulations are as follows:

Any person desiring to use a trademark in China must first register the same according to these regulations. The Board of Commerce shall establish a Bureau of Registration. Every application must contain a statement giving a general description of the trademark, and the class and particular kind of goods for which it is to be used. The application will be placed on file for three months and advertised by the bureau, and if no one petitions against it, it will be registered. If two persons apply for similar trademarks, the first applicant will receive registration; but in the case of a trademark already registered in a foreign country, the date



Crowned with honors.

ORANGE MEAT

has had a surplus of good things said about it during the period of our National and Provincial Fairs. Its booth has been thronged with hosts of appreciative people.

It has been easily head and shoulders above all other breakfast foods in favor and praise.

All this is of significance to the grocery trade.

THE FRONTENAC CEREAL CO., Limited

KINGSTON, ONT.

of such foreign registration will be recognized, if application in China be made within four months. During the first six months of the establishment of the bureau, applications can be made for registration of trademarks already registered abroad, and the bureau shall recognize such trademarks as entitled to precedence. Any mark which has been publicly applied in China to a special article for more than two years before application for registration cannot be registered. Suits for infringement by foreigners against Chinese are tried by a local magistrate and the consul sitting together; but if both parties to the suit be foreigners, the consular court has jurisdiction.

The penalties for infringement are very severe and it is believed that trademarks will be effectively protected under the new treaty. It should be borne in mind, however, that failure to register a trademark may result in loss of rights.

New Cereal Product.

AN American inventor has discovered a process for preparing cereals which renders them ready for consumption without causing them to lose their original shape or identity.

The cereals are heated in a substantially air-dry condition under gas pressure to a point above the boiling point of the liquid contained in the starch granules of the cereal at normal atmospheric pressure for a period of time not long enough to permit the escape of too much of the liquid contained in the starch granules of the cereal through the granule coatings by diffusion.

While substantially maintaining the same temperature the pressure is removed with such rapidity that the liquid will suddenly flash into gaseous form or steam, which results in an instantaneous expansion, or explosion, of the entire mass of the cereal into several times its original volume. This expansion is such that the grains or kernels of the cereals preserve their exact original shape and become very much enlarged and porous copies of the originals, provided the heat applied is sufficient to render the granule material sufficiently coherent after the explosion.

Important Ruling.

THE board of general appraisers of the United States has just made an important ruling on wheat. W. P. Devereaux & Co., of Minneapolis, dealers in flour, feed, etc., received an invoice of wheat from Canada, designated as "screening wheat." It was frozen before ripening and could not be used for flour or seed. The Devereaux Co. protested that the grain should be received under the Dingley tariff bill at 10 per cent. duty, while the deputy collector of customs at Minneapolis insisted that it should be rated as wheat and that the duty should be 25c. His finding is overruled by the general board and the duty is fixed at 10 per cent.

The decision in part is as follows: "Every word used in the tariff law to specifically designate a commodity upon which duty is to be assessed is used in its commercial meaning. The word 'wheat' is sometimes used to designate the growing grain, as when we speak of a field of wheat; also to designate this same grain after it is ripened and cut and bound, as when we speak of a sheaf of wheat. And so this word may properly be used to designate this species of vegetation at every stage, from the time it first sprouts through the ground until the hulled grain is deposited in the hopper for grinding; but the wheat of commerce is the grain. Except for germination and reproduction this grain has but a solitary use; and that use is to be ground into flour or meal for human food."

According to a contemporary this decision will tend to keep down somewhat in the United States the high prices that were feared this year on Canadian wheat feed.

Our Trade with British Guiana.

The sentiment of the merchants of Georgetown, British Guiana, says Mr. F. W. Collier, postmaster general of British Guiana, is that the bulk of the trade which now goes to the United States should be diverted to Canada.

Not many years ago the greater part of the foodstuffs consumed in British Guiana, if not all, were bought from the United States. Canadian shippers, however, have stepped in and are competing with no small measure of success. Trial shipments of flour put up in Canada were made some years ago, but merchants complained that it did not "catch on," and further importations met with a certain amount of disfavor. The cause of failure in the first attempts was the difference in packing. Shippers were made aware of the nature of the case and asked to meet the requirements of the trade. Improvement thereafter was slow, but Canadian flour is now steadily gaining in popularity. Since Canada has granted British Guiana sugar a preference the bulk of the produce of the latter country comes to the Canadian market. And if, during the crop season in Canada, fast steamers could be sent down, they would invariably have full cargoes to bring back.

The Andrew Gage Co., Winnipeg, is about to build an elevator at Heward.

Cannot Export Maize From Servia.

The Servian and Austria-Hungarian Governments have prohibited the exportation of maize and fodder. It seems probable that this year's crop, together with the surplus left over from last year, will be sufficient to supply the needs of the Balkan States themselves, but other countries which have heretofore depended upon these States for their supplies must seek them elsewhere this year. Considerable quantities of Roumanian maize have usually been exported to Holland and Denmark, as well as to Italy.

More Favorable Rates for Flour.

The Halifax Board of Trade has succeeded in having a favorable railway rate fixed on Manitoba flour for shipment via Halifax. A short time ago the council of the board took the matter up on the ground that Halifax was at the disadvantage of a practically prohibitive rate as compared with other Atlantic ports. As a result the rate has been reduced until it is now only 1c more per 100 pounds to Halifax than to other Atlantic ports. It is to be hoped Halifax dealers will be in a position to handle Manitoba flour for export.

New Wheat Coming.

The next week or ten days will see the first arrival of 1904 crop Canadian wheat in the port of Montreal. The C.P.R. is about to begin the removal of this year's crop from interior points to Fort William where there is practically no wheat, the total at last accounts being only 65,000 bushels.

Cereal Notes.

The Ogilvie Flour Mills Co. has closed a contract for a new 3,000-barrel flour mill at Fort William to cost $200,000.

The Alberta Grain Co. is erecting a new elevator at Wetaskiwin which will have a capacity for 40,000 bushels.

An American firm manufacturing flour milling machinery has the contract to erect a flour mill for the China Hsing Milling Co., of Shanghai.

It is reported that 9,000,000 bushels of grain have recently been purchased in the States of Oregon and Washington by eastern buyers for shipment. There is a shortage in the east for the millers and these purchases on the Pacific coast are simply to supply the increased demand.

TRADE MARK
This design a guarantee of quality.

TOUGH FIBRE PAPER
FOR HEAVY WRAPPING
STRONG, STIFF. WILL NOT BREAK OR CRACK.
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
Toronto LIMITED Montreal

¶ Do you ever think your boy plays too hard?

¶ I tell you a boy that knows how to play has good stuff in him. He'll work all the better for it bye and bye.

¶ But remember, he's burning up a lot of energy.

¶ Give him plenty of "FORCE."

Sunny Jim

A boy can easily grow thin and starved and anæmic, even if he does stuff his stomach three times a day—unless the food is the right sort.

It isn't what you *eat* that counts—it's only what *digests*—the part that is absorbed and builds up muscles and nerves and brain.

"FORCE" is the ideal food for growing children, because it not only digests itself but helps to digest the other food substances that are eaten with it.

"FORCE" is made in Canada.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco in U. S. Elections.

IT is stated that the war between the American Tobacco Co. and the independent cigar manufacturers may become an issue in the impending presidential campaign. The American Tobacco Co. is engaged in an effort to control the tobacco trade of the whole world. The independents are organizing to maintain their position in competition with the trust.

According to the U. S. Tobacco Journal there is another important factor to be considered. If Secretary Taft's Philippine tariff smashing agitation is not checked, if the Administration does not authoritatively disavow its share in the fanatical hobby of the Secretary of War, President Roosevelt's success at the polls in November is likely to be endangered by the united opposition to him of all the branches of the tobacco trade and cigar industry. The tobacco trade and cigar industry are naturally Republican in sentiment. They are so because of the protective policy of the Republican party. But that policy does not make them uncompromising partisans. They showed it in 1892 when they resented the excessive rates of the McKinley tariff.

There are over 6,000 cigar factories in the State of New York. Averaging but five votes to each cigar factory, a most conservative estimate, there would be 30,000 votes at stake for President Roosevelt. But if the cigar factories will have to be closed on account of Secretary Taft's fanatical hobby, the cigar box factories will have to close too, and the lithographing establishments which subsist on the business of making cigar labels will have to curtail their working force too. Then there are hundreds of leaf packers and dealers on whom thousands are dependent for a livelihood who are about to resent the ruin staring them in their faces if Secretary Taft should succeed in his crusade for free trade in Philippine tobacco and cigars.

Furthermore, as New York is the largest port of entry American warehousemen are also up in arms against an administration that plans to deprive them of the profits accruing to them of the storage of about 15,000,000 pounds of foreign leaf which will fail to reach the American market if the cheap Philippine cigar is admitted free and effects the closing of the cigar factories. Last, but not least, New York is also a cigar leaf growing state, and the tobacco raisers of Onondaga county and Chemung Valley will hardly vote for keeping a party in power that is credited with an intention to impoverish them in the free admission of Philippine tobacco.

Counting up all these interests, whose very existence is threatened, there cannot be less than 50,000 Republican votes in the balance, more than sufficient to turn the state over to the Democratic party. For it is conceded on all hands that New York State will be very close this year and to lose his own state will be particularly humiliating for the President. But he will have nobody else to thank for that but to the idiosyncracy of his Secretary of War, who has taken it into his head to enrich his Filipinos to the destruction of the tobacco trade and cigar industry.

Should the Connecticut tobacco growers realize the peril threatened them from free trade in Philippine tobacco and cigars that state would surely be lost to Roosevelt.

Neither can Wisconsin be counted upon as a safe Republican state in this campaign. If the thousands of Wisconsin tobacco growers become influenced to array themselves against Roosevelt's election because of his Secretary of War's intention to impoverish the American tobacco farmers, in order to fill the pockets of the Filipino, Wisconsin may give its electoral vote to Parker as it did once before to Cleveland.

Such a prospect is not mere idle speculation or "rainbow-chasing," as it is called in political parlance. For the tobacco trade is just now so thoroughly organized as never before to pursue its end with ruthless energy. It is manned by officers who are religiously devoted to the welfare of the trade above their own partisan sentiments, ever tireless of work, and resourceful in the means of accomplishing their object. And all the plans are being perfected, on behalf of the trade interests, to make a red hot campaign against Roosevelt's carrying New York, Connecticut and Wisconsin if Secretary Taft's hobby in regard to free trade in cigars and tobacco from the Philippines is not quelched at once and forever.

Convention of Tobacco Growers.

The American Society of Equity, of Indianapolis, Indiana, has called a convention of United States tobacco growers

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Make a $10 bill extra

each month by selling Cigars. Don't say that you can't sell Cigars. You can.

Don't say you will get "stuck" with an unsaleable remnant. You won't.

The Cigars we make—**PEBBLE** for a 5-center and **PHARAOH** for a 10-center—are advertised in the daily and weekly papers direct to the smoker. The sale for them is very heavy. No dealer was ever "stuck" with any of our Cigars. We stand ready to take back every unsold Cigar you buy from us.

Let us send you 1,000, express paid, assorted as you say.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

If the grocer will endeavor to have his smokers use only **T & B** Smoking, he will be able very soon to cut out from his stock every other sort. This would be a good thing.

Sell the 10 cent size.

Geo. E. Tuckett & Son Co., Limited,
Hamilton, Canada.

at Lynchburg, Virginia, for Nov. 10 and 11, 1904. The object of the convention is to assert the independence and freedom from the buying trusts on the part of tobacco growers. It is hoped by this means to fix prices for the tobacco crop in the interests of the grower through controlled marketing.

The Ubiquitous Cigarette.

Reviewing the trade of India for 1903-1904, the "Pioneer" says: – "The growth of the cigarette trade has been frequently commented on in recent reports, and last year the increase in quantity was no less than 30 per cent. while the value rose by 25 per cent. Altogether 2,240,200 lbs. of cigarette tobacco was imported. During four years the trade has grown by over 90 per cent., and there is every promise of further rapid expansion. The increasing prevalence of cigarette smoking among native young men is noticeable in every large town, and though the cheapness of the cigarettes is proof that they are not made of very good quality tobacco they are probably more wholesome than the

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

You should know the names of our tobaccos like a book.

Smoking

Tonka
Solid Comfort
Pinchin's
Hand-Made

Chewing

British Navy
King's Navy
Beaver
Apricot

McAlpin Consumers Tobacco Co., Limited, - - TORONTO.

native tobaccos which are being ousted. Despite the fact that the United States was first in the market, the United Kingdom did 64.6 per cent. of the cigarette trade, and when the large business in superior Egyptian cigarettes is added to this, the shares of other countries in the cheap trade are shown to be comparatively small."

Australian Tobacco Monopoly.

AT present there is going on in Australia a Socialistic agitation to make a Government monopoly of tobacco, the object being to increase the Government receipts. The conduct by the Government of the post office, telegraph and railroads is pointed out as an illustration of how easily it can successfully be done.

When a Government undertakes to control an agricultural product it is tackling a more difficult proposition than the controlling of a public utility. It is evident that it is not within the Government's province to raise and manufacture and license the selling of tobacco if it can not do that as equally well as private enterprise does it. The quality of tobacco is a constantly changing condition from one year's growth to another. The manufacturer to-day has to carefully guard against an inferior grade in his manufactured product for fear its use in one season would mean ruin. A Government monopoly would have no fear of a ruined business, and hence would miss this prompting to keep up the quality. There would be no real necessity to provide fresh novelties, nor the incentive to create the wonderfully skillful advertising devices which to-day are used to increase business.

From a financial standpoint the obvious greater expense of Government control, even of post office over private control, would waste the manufacturer's profit, which Governmental control aims to take, and if Australia is wise it will avoid a Regie Government of tobacco.

How Tobacco Was Named.

The term "tobacco" does not arise from the original name of the herb, but from the manner in which it was used. When the Spaniards first landed in San Domingo they found the natives smoking the herb through a hollow forked cane shaped like the letter Y. The two upper ends of this forked cane were adjusted to the nostrils, whilst the lower end rested upon a paste composed of the leaves of the herb. From this paste, when ignited, the smoke was drawn throgh the hollow cane by way of the nostrils. The name supplied to the herb which we now call the tobacco plant varied in different parts of the American continent. The Carribee Indians called it "cohiba," those of Virginia "uppwoc," those of Brazil "petuni," whilst among the Mexicans it was named "voli." The true term "tobacco" seems to have arisen from the fact that Columbus whilst on his homeward journey after his discovery of America, passed the island from which ultimately the first product of the herb reached Europe. Finding the island resembled in out line the shape of the Indian smoking instrument, he called it "Tobago."

Exhibit of American Tobacco Co. at Eastern Townships Exhibition, Sherbrooke.

Some Tobacco Secrets.

HOW many people, even among the most confirmed smokers, know what is the difference between Turkish and Virginian tobaccos? The smoker, of course, can tell you which is which at the first whiff, but if you ask him what the original distinction is between the two he will tell you that one comes from Turkey and the other from the States. He is wrong. You could grow Turkish and Virginian tobacco in the same field, for they are merely two different varieties of the same plant. Turkish is the leaf of "Nicotiana Rustica," while Virginian is "Nicotiana Augustipolia." Of course the two are very often blended by tobacconists.

Again, what constitutes the difference between "strong" and "mild" tobaccos? It is simple enough. The strong product is so manufactured that it burns badly—or, perhaps, one should say, slowly—the result being that the contained nicotine is distilled in an unaltered state. Mild tobaccos are those which burn well, and thus their contained nicotine is consumed or decomposed, with the result that a less narcotic smoke is formed.

We often hear cheap cigars spoken of as "cabbage leaves," and, doubtless, many people believe that these are actually adulterated with other substances than tobacco. Often, in such a weed, the outside wrapper is noticed to be patched with pale green, and this fact is held proof of the cabbage-leaf libel. The piece of greenish leaf is real tobacco which has been plucked unripe, or not properly cured. It is only to be found in thin, poor leaf.

FREIGHTS AND CHARTERS

FREIGHTS generally are dull. There has been little or no demand either from local or Western shippers, and it is many a day since freight rates were as low as they are to-day. At the different steamship freight offices, the report is given out that business is dull every day. A glance at previous years shows that generally steamship agents were alive with activity at this period, and it is somewhat alarming to find the reverse so much in evidence. Still some more optimistic freight men believe that things will be better in October, as considerable bookings have been reported at better rates for this month and also November. The reason given for the extremely light tonnage is partly due to the fact that prices for most lines of grain have been away above export basis during the early Fall, and in fact up-to-date. At present things are a little brighter looking for the future, as bids from abroad on Manitoba wheat have been advancing. They seem to be almost on a par now with the values existing in Canada. As a result the probabilities are that if they come up a little more some business will be worked and then more ocean freight will be wanted. Probably the best business done in export from Montreal has been in flour, and the probabilities are that both in flour and provisions a steady business will be carried on during the winter months. One large firm has made extensive arrangements for export flour through Halifax during the winter months, and the railways have conceded good rates so that general co-operation may promote an increase of trade. The grain rates to Liverpool are 6d. to 7½d, October; London, 6d.; Glasgow, 1s.; Avonmouth, 6d.. Leith, 1s. 6d.; Newcastle, 1s. 6d.; Manchester 9d. to a shilling, and Antwerp, 6d. Flour—Liverpool, 5c. per hundred; Glasgow, 7c.; London, 6c.; Bristol, 9c.; Belfast, 11s. 3d.; Leith, 10s.; Aberdeen, 11s. 3d.; Dublin, 11s. 6d.; Manchester, 7s. 6d.; Hamburg, 10c.; Antwerp, 9s.; Havre, 12s. 6d.; Rotterdam, 10s. Cheese—Liverpool, 20s. a ton; London, 25s.; Glasgow, 26s. 3d.; Leith, Aberdeen, Bristol, Dublin and Belfast, 25s. Butter—Liverpool, cold storage, 40s.; ordinary 25s.; London, Glasgow, Bristol, Leith and Aberdeen, cold storage, 25s., ordinary, 30s.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c.	6-7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	6c.	5c.	9c.	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	.....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs.....	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags.....	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica....	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple....	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	.....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32 6-37/6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

FIREMEN REMEMBERED.

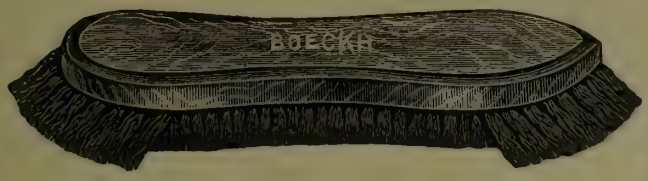
The firm of L. Chaput, Sons & Co., Montreal, donated fifty dollars to the Firemen's Benevolent Association, Montreal, in recognition of the services of the firemen in connection with the fire at their store in De Bresoles street a week ago. In their letter accompanying the cheque they suggested the wisdom of the department providing a canteen wagon or sleigh, according to the season, for supplying teas, coffees, sandwiches, etc., to the firemen when they are fighting fires of several hours duration. The firm would like their contribution to be applied to such an object if sufficient amount could be added to it by the corporation or private subscription to purchase the outfit. In view of the approaching winter the suggestion is considered very timely in civic circles, and especially by the firemen.

SCIENTIFIC SALESMANSHIP

can be displayed in selling inferior goods, but you can't fool the consumer "twice" when reliable goods such as

BOECKH'S BRUSHES and BROOMS

are to be had from all first-class dealers in Canada. The result of the first sale is far reaching. Fully "guaranteed" goods such as Boeckh's, make it safe for you to say good things about them without fear of losing your customers' good will. They are popular, because they never fail to please even the most exacting.



They are the Standard goods of Canada.

United Factories, Limited,

Head Office: TORONTO.

BRANCHES: MONTREAL LONDON

"PAINTERS' BRUSHES STAMPED BOECKH OR BRYAN ARE THE BEST MADE."

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in t e centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

October. 6, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

Size		Per doz.
Size 1, in 2 and 4 doz. boxes		$4 40
" 10, in 4 doz. boxes		2 10
" 2, in 6 "		0 80
" 12, in 6 "		0 70
" 3, in 4 "		0 45
Pound tins, 3 doz. in case		3 00
12-oz. tins, " "		2 40
6-lb. " ½ " "		14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case		$2 00
½-lb. tins, 3 " "		1 25
¼-lb. tins, 4 " "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	18 "	

JERSEY CREAM BAKING POWDER.

⅛ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 65
" " " G, 3 "	1 10
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 [illegible]
Quaker Oats, 2-lb. pkgs., per case	2 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

BATGER'S

NEW SEASON JAMS

EXTRA FINE QUALITY
NEW STYLE SQUARE
JAR WITH METAL AND
CORK SCREW TOP.

ORDER NOW.

ROSE & LAFLAMME, AGENTS,
MONTREAL.

GOODWILLIE'S FRUITS

IN GLASS

JUST AT PRESENT

The housewife has many kinds of fresh fruits to put on her table. But the time is not far distant when she will not be able to obtain these.

GOODWILLIE'S will please her and will be

A SPOKE IN YOUR WHEEL OF FORTUNE

ROSE & LAFLAMME,
MONTREAL.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-1bs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S

Chocolate—	per lb.
Caraccas, ¼'s, 6-1b. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	90
½ " " 4 " "	"		2 40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

Our process of manufacturing Starches can result only in the production of goods of

the highest quality.

The BEST STARCHES in Canada are

Edwardsburg "Silver Gloss" and Benson's Prepared CORN

(Every Jobber sells them.)

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
35 00 "	9	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 92
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

		Per doz.
"	5 doz., at..	$ 1 40
"	1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 50

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

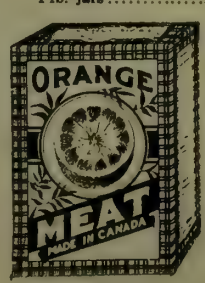
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

		Per case
"Bee" brand, 8 oz., cases, 120 pkgs.		
" " 10 oz., cases, 96 pkgs.		
" " 16 oz., cases, 60 pkgs.		$2 75

Soap and Soap Powders.

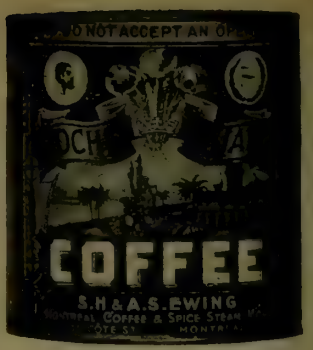
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.
WM. H. DUNN, AGENT.

A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



"Prince of Wales"

MOCHA & JAVA COFFEE

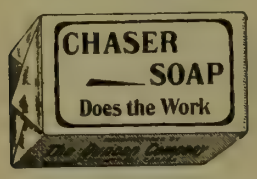
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

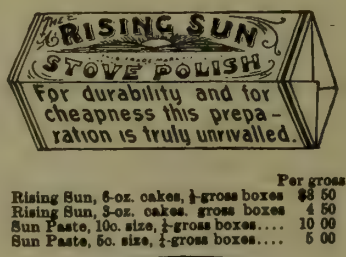
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch—	
10c. pkgs, cases 5 doz., per do less 5 per cent.	1 00
"BEE" BRAND CORN STARCH.	
Cases 40 pkgs.	$3 00

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

LINN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

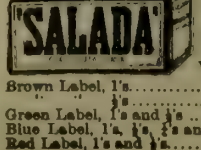
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

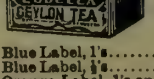
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and ½s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

	Color of Label.	1 lbs & ½ lbs. per lb.	Sold for ¼ lbs. per lb.
Ceylon-India, Ex. ch'st A Yellow		45	47
" " " B Red		40	42
" No. 1 O Pink		35	37
" 2 O Orange		28	30
" 3 O L. Blue		22	25
" 4 O L. Green		20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 60

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 00
100 5c. "	3 00

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

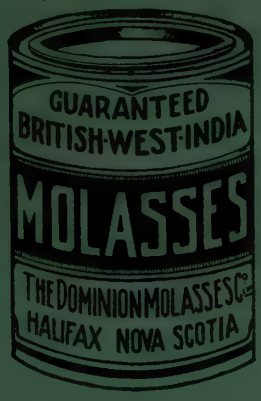
	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 35
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 1 doz. 10c.	1 00

MOLASSES

2 lb. 5 lb.



3 lb. 10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

223 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

"The King of Lamps"

THE "BELGIAN"

All Sizes All Styles — Once tried always used.

if you want LIGHT, try ONE.

We have sent many customers lately a single lamp as a sample, and invariably after trial they discard all other lamps for "The Belgian." Why? Because the light it gives is so much whiter and more brilliant, and besides it's an oil saver.

Post Card brings illustrated and priced booklet with full particulars.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

"Perfectly clean from our kitchen to your customer's."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, OCTOBER 14, 1904. No. 42.

Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

Quality is Everything

IN A

SODA BISCUIT

CHRISTIE'S SODAS have this essential. None but the best ingredients are used, and none but the best methods in manufacture are employed. Hence the best biscuit is obtained; and Christie's Sodas are the best. When merchants handle the best their trade is naturally of the same character.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

ENGLISH STANDARDS

—the highest in the world, govern the makers of

Southwell's

Jams and Marmalades

For grocers doing a fine trade there is satisfaction and safety in handling Southwell's goods.

Frank Magor & Co.

Canadian Agents,
403 St. Paul St., MONTREAL

"Let the GOLD DUST twins do your work."

The overworked housewife should call

GOLD DUST

to the rescue. It will shorten her work and lengthen her leisure. Cleans everything cleanable from cellar to attic—dishes and clothes, pots and pans, floors and doors.

Housework is hard work without GOLD DUST—the modern cleanser; better and more economical than soap.

THE N. K. FAIRBANK CO., - - Montreal.

You want the best

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. ***You should place your orders now for prompt delivery.*** Ask your wholesaler. ***Insist*** on having the "Griffin" Brands. ***They satisfy.***

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada
Ask us for prices on
Evaporated Apples, Green Apples, etc.

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head-Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B.C.

Sell Flower Pots.

All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

GENUINE
PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

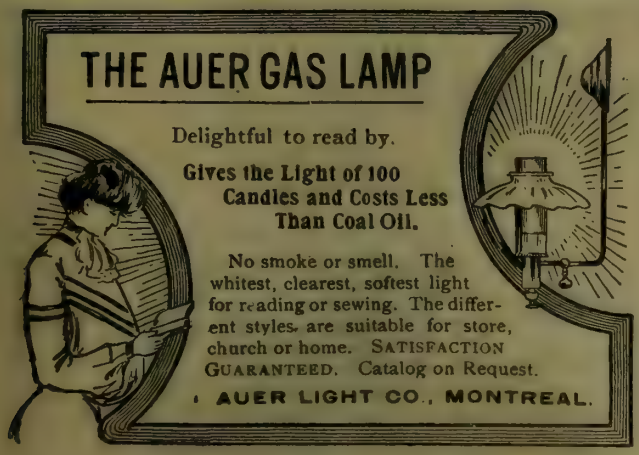
This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

Deservedly Popular

Lytle's Mince Meat has the quality—one reason why it sells so well.

The grocer knows this mince meat is always the same. Only best quality meat and choice fruits are used.

The best there is in Mince Meats

Put up in convenient sized fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO, Can.

TEAS

We are showing the best value in Canada in JAPANS, CEYLON GREENS and BLACK TEAS.

We have an exceptional fine line of **Japans** in thirty pound caddies, low price. Send for samples

Our "OO" Blend of Ceylon, Black and Green, put up in handsome pound and half pound packages, to retail at **25, 30** and **40c**, are well worth a trial order. Your own NAME AND ADDRESS PUT ON EACH PACKAGE WITH ANY QUANTITY.

The F. J. Castle Co., Limited, WHOLESALE GROCERS.

OTTAWA, CANADA.

Here and there

some people will be induced to buy imitations of Japan Teas, but it is only for a short time, then they will turn back to

JAPAN TEAS

whose **purity, cleanliness, fragrance, aroma,** satisfies as no other teas can.

Grocers,—Don't experiment with imitations, buy the genuine **Japan Teas.**

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.

No. 08712

Height 31 inches *Width 32 inches*
Length 25 inches *Weight 320 pounds*

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

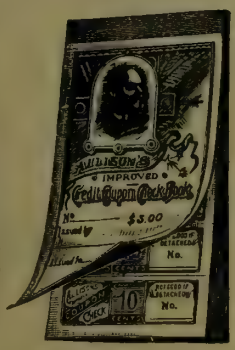
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

They Cost Less Than Nothing



Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. Colson & Son, Montreal.
D. Masson & Co., Montreal.
Arthur P. Tippet & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

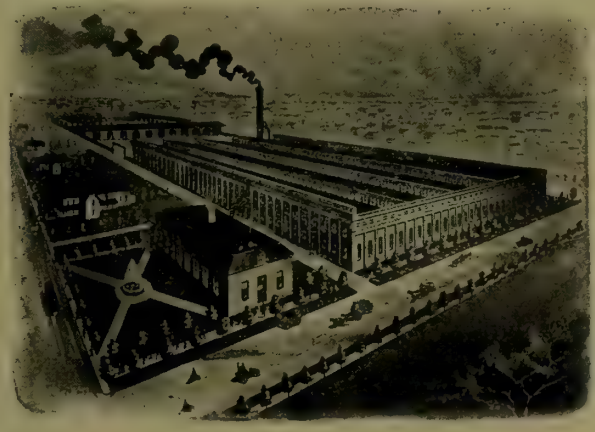
The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.



Plant of S. F. BOWSER & CO., Inc.

ALL

BOWSER SELF-MEASURING OIL TANKS

are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

to ask before you buy what that guarantee amounts to.

You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that WE are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.

It will save you oil, time, labor and money.

Write now for Catalog "B"—it will cost you nothing.

S. F. Bowser & Co., 530 Front St. West, **Toronto, Ont.**

North America

received in 1893, 2,000,000 lbs. of Ceylon Tea; ten years later, in 1903, the shipments amounted to 33,000,000 lbs. Will the teas of other countries show figures to compare with these?

In 1875 there were barely 1,000 acres planted with tea in the island of Ceylon. To-day there are upwards of 400,000 acres devoted to this industry. What other tea-growing country can quote a history such as this?

The conclusion of the whole matter is that the public reject other teas in favor of

Ceylon Teas.

Do not resist the public.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S MAPLE LEAF BRAND

BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg. MONTREAL

110 Dalhousie St. QUEBEC

We hammer away

on this one idea—namely, that OLD HOMESTEAD CANNED GOODS are the very best line made to-day. This is not mere "Josh"—it is hard fact. We know the canning bnsiness from A to Z, and we know what we are talking about when we declare to the grocery trade of Canada that

The Old Homestead Brand

of

Canned Fruits and Vegetables

is superlative for worth and attractiveness. We invite the retailers of the country to give an order for our goods—small or large; we shall be pleased to know that OLD HOMESTEAD is being tested.

The Old Homestead Canning Co.

Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman and Cole, Messrs. Geo. S. DeForest & Sons, St. John N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE

"Nectar" Black Tea, in lead packets and fancy tins only.

Pure, Rich, Delicious.

I am wide awake to your interests, which, naturally, are mine, and I am always looking for bargains profitable to both of us. See what I have to offer to-day, and ask for samples ; it will pay you !

JUST IN STOCK

24 Chests Ceylon green natural leaf, **Hyson No. 1** choice liquor at - - - - **14½c.**

30 Chests fancy finished leaf, **Yg. Hyson** Indian green tea ; a beauty at - - - **18½c.**

21 Chests Ceylon Black Tea, **Pekoe**, fine flavory liquor at - - - - - - **16½c.**

25 Chests Indian Black Tea, **Pekoe,** fine heavy liquor at - - - - - - **15c.**

TO ARRIVE SHORTLY

19 Chests Ceylon Black Tea, **Orange Pekoe**, selected leaf, rich, flavory liquor at - **20c.**

All the Ceylon Teas on this list I have bought from a bank to close out a consignment ; they are fresh teas, just landed, and a bargain.

IN SPITE OF THE ADVANCE, I QUOTE

30 Bags whole white **Singapore Pepper,** the best quality at - - - - - **23c.**

TO ARRIVE IN 10 DAYS

10 Bales fine Zanzibar cloves at - - - - - - - - - - **18½c.**

Have you my Condor Japan Teas in stock ? If not, I want you to give them a trial.

Condor XX at 18½c. Condor XXX at 21c. Condor XXXX at 23½c.

are the finest and best values out ; both on account of their stylish leaf and beautiful liquor. **They will please you like they please others.**

Specialty of High-Class Goods in

Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL

FINEST GROWN IN GREECE

Approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

Keep it Moving

You suffer, your trade suffers, your bank balance suffers, when your stock of coffee lingers in your store.

Dealers (and they are many) who have the confirmed habit of using ***"Wood's Coffees"*** will tell you there is no need of a lagging stock.

Our plan offers you a life and a snap in this department well worth your thought.

Let us put this to proof.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St. MONTREAL

BATGER'S

NEW SEASON JAMS

EXTRA FINE QUALITY
NEW STYLE SQUARE
JAR WITH METAL AND
CORK SCREW TOP.

ORDER NOW.

ROSE & LAFLAMME, AGENTS,
MONTREAL.

GOODWILLIE'S FRUITS

IN GLASS

JUST AT PRESENT

The housewife has many kinds of fresh fruits to put on her table. But the time is not far distant when she will not be able to obtain these.

GOODWILLIE'S will please her and will be

A SPOKE IN YOUR WHEEL OF FORTUNE

ROSE & LAFLAMME,
MONTREAL.

ANNUAL ELECTION OF OFFICERS, MONTREAL RETAIL GROCERS' ASSOCIATION

THE annual meeting of the Montreal Retail Grocers' Association was held Thursday evening, October 6, at Monument National, when members to the number of about fifty turned out. It is to be regretted that a larger number of Montreal grocers do not regularly avail themselves of the opportunity of participating in the duties of an association devoted to their entire interests. With a membership of over 300 the hall should have been packed.

After the minutes of the last meeting had been read by Secretary J. A. Beaudry and the treasurer's statement read and adopted, the election of officers for the ensuing year was proceeded with.

For the presidency N. Chartrand, P. Daoust and Ald. Lariviere had been nominated at the September meeting. Letters of resignation having been received in the meantime from President Chartrand declining to stand for re-election, and also from Ald. Lariviere, P. Daoust becomes president for 1904-05. The result of election of the other officials is as follows : 1st vice-president, E. Upton ; 2nd vice-president, N. Sequin ; treasurer, A. Laurendeau ; secretary (pro tem.), J. A. Beaudry.

A motion to increase the number of directors from seven to ten was constitutionally made and carried. The following were elected : A. D. Fraser (of Fraser, Viger & Co.), A. O. Galarneau, J. A. Archambault, J. B. Deschamps, E. P. Beaudoin, N. Raby, P. Filion, J. A. Labonte, E. P. Guillemette, M. De Repentigny.

Owing to the resignation of the present secretary, J. A. Beaudry, whose other business interests prevent him from devoting his time to the arduous duties of the office, it will be necessary to elect his successor at the November meeting. Mr. Beaudry, who was desirous of giving up the office at once, was persuaded by the meeting to continue the duties until next meeting.

N. Chartrand, the retiring president, in leaving the chair to his successor, Mr. Daoust, expressed his thanks to the members for the manner in which they had supported him in his work. He felt that there were men more capable of filling the office than he, but he had done his duty to the best of his ability and spared neither time, labor nor personal expense to further the association's interests. He was much indebted to Secretary Beaudry and the officers for the very generous help accorded him in his work. He assured the members that though withdrawing from direct contact with the inner work of the association, he would in every way maintain a close communion with whatever was for the good and welfare of all.

Mr. Beaudry, secretary, took occasion to express to the members his firm resolution not to continue in office during the current year, his business interests requiring his entire time. The office was one that entailed a vast amount of work, as it was constitutionally necessary that the clerical work be done in both English and French. There were so many members to interview and new

MR. PLACIDE DAOUST,
President 1904-5 Montreal Retail Grocers' Association.

ones to interest towards membership and a host of other matters requiring much time, that he felt he could not afford to spare so much time from his business. He appreciated with gratitude the many kind words and compliments expressed for the work he had done and the wishes of the association for a further term of office, but regretted that he could not acquiesce. He affirmed his intention of remaining a loyal member of the association and doing all he could to strengthen the hands of the officers in their work, and said that any experience he had would be at the service of his successor.

The newly elected president, P. Daoust, then took the chair amid applause testifying to his popularity. He thanked the members for the honor they had conferred upon him in electing him to their most honorable office and promised to do his utmost to continue the good work of his predecessor. He asked and felt satisfied that his fellow officers would do all they could to help in the work of making the association stronger and its influences for good greater. After the other officers had taken their places on the platform a few matters were discussed, such as the trading stamp issue and the question of peddlars. The next meeting will be held on November 10 instead of November 3 on account of the federal elections falling upon the latter date.

The Grocer takes pleasure in presenting in this issue to its readers the portraits of the newly elected president and vice-president with sketches of their careers.

Mr. Placide Daoust started work at the age of thirteen when he came to Montreal from Isle Perrot and entered the dry goods business as junior clerk. After a short engagement he started in the grocery line at the corner of Chatham and Notre Dame streets, where he remained for nearly four years. He then removed to his present stand at the corner of St. Catherine street and City Hall avenue, in the heart of the city and in the midst of a never-ceasing traffic and transient trade. Here he has conducted a general grocery and wine and spirit business for over sixteen years. Mr. Daoust runs another grocery at corner of St. Charles Borrommee and Lagauchautiere streets. He is president of the Club Liberal de Quartier St. Louis, and a member of the A.O.U.W. and I.O.F. Mr. Daoust is in the prime of life, speaks English well and is a bright, genial and keen business man. The Montreal retail grocers will find in him a worthy president.

Mr. E. Upton, as his name indicates, is an Irishman, born in the village of Ashford, County Limerick. He came to Canada in 1875 and obtained a position as locomotive fireman with the Grand Trunk Railway Co. Being a hard-working, energetic, painstaking and active employe he was speedily promoted to an engineer's position, securing the throttle of the Fast Express. This responsible position he filled until the ambition seized him to embark on a mercantile career on his own account. That his judgment in his ability was a true one his very prosperous grocery, wine and

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE
RISING SUN STOVE POLISH
DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY
SUN PASTE STOVE POLISH
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.
SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

spirit house at 358 Bourgeoise street, Point St. Charles, clearly shows. He has only been in business twelve years, but to-day, it is claimed by those conversant with the trade of the Point, that his is one of the largest, if not the largest, business in that section of the city. Judging by the busy time Mr. Upton and his large staff had when The Grocer's representative called, there was certainly a good deal of business doing. On inquiry Mr. Upton stated that his daily cash sales over the counter average over $100, while his monthly pass book business (which was largely a railway trade) was very heavy. Mr. Upton has all the characteristics of a progressive and long-headed Irishman. He has with these good attributes the proverbial Irishman's ready reply. That he is popular goes without saying. As an officer of the Retail Grocers' Association he will do his duty.

NOTES.

Some little protest has of late been observed on part of the members of the association on account of the proceedings being entirely in French. This is constitutionally wrong, and, as a matter of diplomatic progress, decidedly not in the interest of the association. The French-speaking members, who are strongly in the majority, should, as everyone of them speak and understand English, at least magnanimously use both languages. This was evidenced at the annual meeting, where a French member arose and addressed the chair with a view of having the discussion in both French and English, as there were a number of good English members present who did not understand what was going on, and were consequently deprived of the benefit and privilege of sharing in any questions.

J. A. Beaudry, the retiring secretary, deserves the many flattering encomiums passed upon him during the evening, and it is to be regretted that he cannot continue to hold the position.

Retiring President Chartrand has during his tenure of office unselfishly given his time and labor for the best interests of the association. Sincere regret was expressed that he could not see his way clear to filling the office for the customary two years.

A. D. Fraser, of Fraser, Viger & Co., heads the list of directors elected. He and Mr. Upton, 1st vice-president, are the only two English grocers on the board. Still they are both heavy workers and experienced men and their work will no doubt be good and strong.

RETURNED
OCT 14 1904
Cut Book 25
Page 3

MR. E. UPTON,
1st Vice-President Montreal Retail Grocers' Association.

CANADIAN STARCH MANUFACTURER AT ST. LOUIS.

Mr. O. Lefebvre (of Chinese starch fame) has returned from a two weeks trip to the St. Louis Fair. While there he naturally was interested in products similar to his own, and especially the starch lines. It was a pleasant surprise to him to learn from an exhibitor there that his well known brand "Chinese Starch" was known and recognized in Uncle Sam's country. Of the fair Mr. Lefebvre speaks in glowing terms, the very immensity of the exposition struck him as being one of its principal features. He and his party were much pleased with the treatment accorded them by the officials in charge of the Canadian section. "It was home to us," said Mr. Lefevre, "and we were proud as Canadians of the show made by Canada. Through the courtesy shown us by Canada's representatives we were saved much worry and time in hunting up the most interesting features of the exhibition." Mr. Lefebvre regretted that business prevented him from making a longer stay.

INDIA AND CEYLON TEA FIGURES.

FOLLOWING is the comparative statement submitted by the Salada Tea Co., showing the imports into Great Britain and North America of India and Ceylon grown teas during the eleven years following their importation, in appreciable quantity, into each country. The period for the comparison is taken as starting from 1866 in Great Britain, and 1892 in North America:

Great Britain.

Year.	Lbs.	Year.	Lbs.
1866.....	4,584,000	1874.....	18,528,000
1867.....	6,360,000	1875.....	23,220,000
1868.....	7,746,000	1876.....	25,740,000
1869.....	10,716,000	1877.....	27,814,000
1870.....	13,500,000	1882.....	54,496,000
1871.....	13,956,000	1887.....	93,053,000
1872.....	16,656,000	1892.....	172,630,296
1873.....	20,216,000	1903.....	229,273,614

Increase in 11 years 506 per cent.

North America.

Year.	Lbs.	Year.	Lbs.
1892.....	3,097,624	1898.....	13,608,696
1893.....	4,022,922	1899.....	16,680,275
1894.....	4,652,101	1900.....	15,453,658
1895.....	7,708,800	1901.....	17,475,742
1896.....	9,681,040	1902.....	26,709,334
1897.....	11,361,840	1903.....	33,009,665

Increase in 11 years 965 per cent.

The course of trade in North America may be predicted from the figures given for Great Britain. History repeats itself. The year corresponding to 1882 in Great Britain is, for North America, 1908. At that time some 70,000,000 pounds will be used here on the basis of the above calculation.

PEELS EMPIRE and PUNCH

Right up to Last Year's Standard

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

IN STORE

New Apricots
New Peaches
New Peels
New Raisins

James Turner & Co., - Hamilton
WHOLESALE GROCERS.

Do You Like Good Coffee?

GIVE US A TRIAL ORDER FOR OUR THREE BLENDS:

Royal Stuart, retails at - 40c.
Gordon, retails at - - 35c.
Rob Roy, retails at - 25c.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers HAMILTON

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

You are losing money if you don't carry a full line of our goods. They are the easiest sellers on a grocer's shelves.

MacLaren's Imperial
MacLaren's Roquefort
Canada Cream Cheese

"Nothing Better"

A. F. MacLaren Imperial Cheese Co., Limited,
Manufacturers and Agents,
51 Colborne St., TORONTO, ONT.

MR. WILSON IN MONTREAL.

MR. A. WILSON, of A. Wilson & Son, wholesale fish dealers, Halifax, N.S., a keen and successful Scotchman, and head of a firm known for its high standing during the last quarter of a century, when in Montreal recently gave The Grocer a few interesting facts on the Scotch method of herring curing which has been introduced in Nova Scotia this season by Mr. John Cowie. Mr. Wilson at one time worked with Mr. Cowie's father in Scotland in the fishing business, hence they should know each other well.

The great success of the Scotch curing system is not all based upon the difference in the curing. Great credit must be given to the excellent quality of the barrels. The Scotch barrels are made absolutely air tight. They were coopered differently, being much stronger and preserving the original pickle. Mr. Wilson detailed briefly a test which the Scotch cooper always gives to his herring barrel. In addition to the four bands of wood hoops which are at the bottom and near the top, there is a four-inch iron band put on the top, where the barrels are headed. When a barrel is ready for use one and all are submitted to severe tests. A little peg might be noticed, like a plug, running through a tiny hole in the iron band at the top of the barrel. At some previous hour each barrel has been blown full of air and this little plug inserted. As the inspector passes round, he withdraws the little peg and if the air hisses out as if from an air-tight compartment, the test of the barrel is complete. This is final and so it is with all Mr. Cowie's barrels, which are coopered especially for him. Herring curing depends to a very large extent upon the excellence of the barrel. What injured the herring trade in the Maritime Provinces in its

SEEDED RAISINS

Prices are advancing at the Coast. Place your order now.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto

early days, was the trade with the blacks in the West Indies, from whom inferior stock was shipped, the general product deteriorating thereby.

Mr. Wilson was glad to hear that the Intercolonial was making arrangements for better facilities for the transportation of fish from the Maritime Provinces to Montreal. It would be a good thing for both consumer and producer to keep the trade distinctly within Canada. He was glad to see The Grocer paying attention to the Maritime Provinces, and said the special reference to the Maritime fisheries was highly praised in the east.

THE GROCERS' EXHIBITION IN LONDON.

THE Grocers' Exhibition, which took place in the Agricultural Hall, London, England, the week of September 19, lacked none of the features that made the former exhibitions so successful. There was at least one exhibit of great interest on this occasion which was entirely new to those of both trade and public who attended the show. In the Minor Hall, occupying about one half of the total space, was a remarkable exhibit of Canadian produce arranged by Mr. W. H. Hay, of the Department of Agriculture, who had for his assistants Mr. J. H. Moore and Mr. Brodie. While the exhibit was made by the Department of Agriculture, and not by the individual firms whose products made up the exhibit, there was a fair representation of Canadian food products. There were huge pyramids of bags of flour from the Ogilvie Mills, the Lake of the Woods Milling Co., and A. Campbell of Toronto Junction. Full lines of cereals bearing the names of P. McIntosh & Son, Frontenac Cereal Co., Goldie of Galt, and the Tillson Co. There were no dairy cheeses shown, but "Paragon" and "MacLaren" cheese were tastefully exhibited. Sides of bacon, with the familiar names of Matthews, Davies and Lang, commanded instant attention, and the show of canned goods and fruits in tin and glass was specially noticeable. Goodwillie's fruits in bottles were particularly admired. Canadian confectionery was represented by exhibits of chocolates, creams and maple sugar tablets from the Harry Webb Co., candies from Robertson Bros., and biscuits from Christie Brown & Co. The exhibit of Clarks' meats was also very attractive. There were also exhibits of "Radnor" water and "Canadian Club" whisky.

The English people have not yet learned to appreciate the delicate flavor of maple syrup and maple sugar, but a great many visitors invested in sample penny tablets of the latter and seemed to enjoy the toothsome sweetmeat. Splendid specimens of Canadian apples were also sold at a penny apiece.

Those in charge of the exhibit are confident that good results will follow this kind of advertising. The innumerable inquiries regarding Canadian produce show that the British merchants are taking more interest in Canada as a source of supply, and there can be no doubt that good business in many lines will result from these exhibits throughout the Mother Land. The Canadian exhibit will occupy the same stand at the dairy show early in October. The chief features of the exhibit will be changed, and goods allied closely to dairying will be shown.

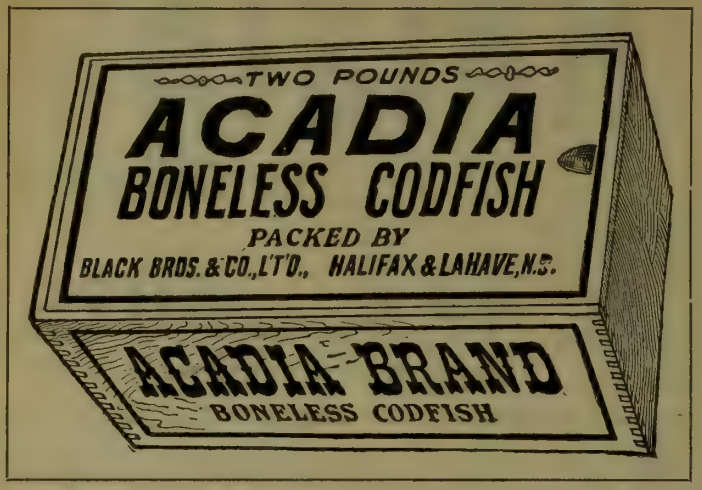
SUGAR MAKING BEGUN.

The factory of the Ontario Sugar Co., of Berlin, Ont., began its campaign for 1904-05 Saturday last. It is expected that the output this season will be about 50 per cent. larger than that of last year. The outlook is much more favorable than it was a year ago, as not only has the company been guaranteed a larger supply of beets, but of last year's output practically every pound has gone into consumption.

Upton's

Jams, Jellies and Orange Marmalade

are the product of a clean, up-to-date factory. This is **one** of the reasons why they sell so well.



LOTS of wide-awake merchants think it's good business to handle **"ACADIA BONELESS CODFISH" and "HALIFAX FISH CAKES"** because they don't need pushing, but sell readily on account of their tastiness, cleanliness, and convenience. They are good-selling and profitable lines. How about yourself? If you are not selling them,

Don't you think it would be good business to do what so many successful business men find it pays them to do? To make leaders of "ACADIA BONELESS COD" and "HALIFAX FISH CAKES?"

YOU have lots of grounds of appeal when you offer them, especially if you have once tried them yourself. They make good, healthful, nourishing food; and, what is quite important, they are about the tastiest thing possible. Your customer's appetite can be satisfied if it's good, and coaxed if it's poor by **"ACADIA CODFISH" or "HALIFAX FISH CAKES,"** and, you may depend, such nice things are bound to "go." If you don't know about them, communicate with us. We will be only too glad to correspond.

BLACK BROS & CO., LIMITED, Halifax.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL.

Fresh and Cured Fish

The Magdalen Lobster Fisheries.

IN the Winter of 1903 the fishermen of the Magdalen Islands, thinking that they would fare better if the regulations governing the lobster industry were a little different, sent a representative to Ottawa to interview the Minister of Marine and Fisheries on the subject. At this time a commission had just been appointed to look into the herring fishery of the Bay of Fundy and decide whether a sardine packing industry could be developed with the kind of fish the bay affords. So the duty was added to the work of this commission to go down to the Magdalens and investigate the lobster fishery there.

After visiting the islands they decided to end the season this year on June 25 and to visit the islands later to decide whether the prosecution of the fishery in September would be advisable. Meantime, the people being in a state of uncertainty about the matter, were not prepared to go ahead when the commission decided to declare September open for this year, and only four or five factories operated during the month, instead of all the thirty which are licensed. This was equivalent to a loss of 35 days for nearly all the factories, and as a result, the Magdalen pack is considerably short of what it might have been.

With regard to the results of the fisheries this year in the Magdalens, Spring herring were good, Spring mackerel a total failure, Summer mackerel only fair, lobsters a good catch during the Spring months, and cod about an average catch. Taking it as a whole, the situation is not nearly so good as it was last year, there having been quite a falling off in the volume of the fisheries. Still, the people do not seem to suffer hard times. Prices, particularly in cod, have been good enough to largely atone for shortages.

The lobster market is in an unsatisfactory state, having gone back considerably since the opening of the season, without any apparent reason. If it can be accounted for at all, it must be due to the unwillingness of consumers in Europe to buy, which may be traceable in turn to hard times in Europe. It is certainly not due to quantity or quality, for the pack this year is probably short of what it was last year, and it was a short pack then, and as for the general quality, it is probably quite as good as ever it was. The lobster is more of a luxury than any other canned fish stuff. Salmon, for instance, does not cost the consumer more than half what lobster does, and many other canned fish stuffs are cheaper than salmon. When people have to pull the purse strings together, they pull first on the luxuries, of which lobster is one. The result is that failing a demand, holders have had to cut prices, until they are selling at $2 below the figure ruling at this time last year. Stocks are still quite large and do not seem to move even at the reduced figures.

French Sardine Catch.

THE sardine catch of this year is much the best France has enjoyed for five years. In 1902-03 there was almost no catch at all, and as a consequence French exporters were unable to supply even a reasonably small percentage of the demand. This led to the practice of importing inferior Spanish and Portuguese sardines into France, which were subsequently exported and sold under French marks and labels as of French production.. The prompt action taken by the U. S. Department of State and the Treasury Department, however, have served as a salient warning, so effectively, that the practice was at once stopped in French markets, in so far as the United States is concerned. This year, in view of the large catch, there will be no necessity to import any sardines into France from the Iberian Peninsula further than to supply the local demand for those cheaper products.

It is estimated that the catch this year, along the coast from Brest to Bordeaux, will amount to considerably more than 2,300,000 cases, which is above that of an average season. As a consequence, all the packers are working hard to lay in as much excess stock as they can, in view of the possible failure of next year's catch.

It is believed that the good catch this year is due to the early Spring and fine warm Summer. In 1902-03 the Spring was late and the Summer cold and wet. To this was attributed the failure of the sardine to appear off the French coast.

An idea of the importance of the sardine industry may be had when the exports to the United States alone are considered. During the fiscal year ending June 30, 1902, which was a good year, the declared value of these exports from Bordeaux was $437,225; from Nantes and its agencies, $541,168. This year these exports will probably be exceeded.—From U. S. Consul Ridgely, Nantes, France.

Preserving Fresh Fish.

At the recent congress at Marstrand, Sweden, Dr. Barclay, of Bergen, described a new method of preserving fish fresh, says the English Fish Trades Gazette. The fish, after being washed and immediately on being caught and killed, are placed in a tinned case, which is then hermetically closed. This is then placed inside a box containing a mixture of ice and salt, which can be renewed daily if necessary. This method is said to preserve the fish well, and they do not lose their flavor as they do when preserved directly in ice.

Fish Skins as Clothing.

The United States Fish Commission has recently been giving considerable attention to utilizing the skins of water animals for clothing. They have already proved that several kinds of fish skins make excellent leather for some purposes. Salmon hide is found not only serviceable for boots but among the Esquimaux it has been used for generations in making waterproof clothes. The people of the far north also use codfish skins for jackets. The skins which the Fish Commission people have found practicable and durable are whale skins and seal leather which dye in beautiful colors.

Fish Notes.

The first dog fish reduction works to be erected by the Canadian Government will be at Canso, N. S.

According to official returns the season just closed in Ontario has been one of the best fishing seasons on record..

Two new salmon hatcheries for Northern British Columbia have been promised by the Liberal Government at Ottawa, one on the Skeena River and the other at Rivers' Inlet.

According to the St. John Sun sardines have been more plentiful this year than last, as a result of which prices have dropped from $5 and $10 per hogshead to an average of $2 per hogshead.

The staff of men and girls from the Highlands of Scotland brought over to Canada to initiate the Canadian fishermen into the mysteries of herring curing by the Scotch method, have concluded their operations for the season, and most of them left for home. A number of the fishermen are remaining over to give demonstrations during the Winter on the Scotch method of fishing for cod.

Business Changes

ONTARIO.

G. Miller, general merchant, Cromarty, has sold out.

Joseph W. Remey, general merchant, Dorset, is selling out.

George Banghart, general merchant, Cairo, is selling out.

Wm. Sutcliffe, general merchant, Aberarder, has sold out.

J. Phillips, general merchant, Fargo, has removed to Port Alma.

Henry Foreman, miller, Breslau, has advertised his business for sale.

W. H. Cameron, general merchant, Emo, has sold out to Wm. Pickie.

Bowman & McKay, general merchants, Dorset, have sold out to McKay & Co.

T. S. Stafford, general merchant, New Liskeard, is retiring from business.

The assets of M. Greenspoon, general merchant, Hawkesbury, have been sold.

Robinson & Co., general merchants, West Lorne, have sold out to L. Welch.

H. V. Thomas, general merchant, Camlachie, has sold out to Thomas Carrick.

J. B. Billings, grocer and crockery dealer, St. Mary's, has closed up business.

The stock of A. & B. Sweezy, general merchants, Massey, was to have been sold on October 12.

A bailiff's sale of the stock of Joseph Brurre, cigar dealer, etc., Ottawa, was advertised for October 11.

W. Walker, general merchant, Wa Wa City, has assigned to A. Flockhart; meeting of creditors October 29.

A meeting of the creditors of Joseph Varey, grocer and tobacconist, Port Dover, was to have been held on October 8.

QUEBEC.

Arthur Gagnon, general merchant, St. Romuald, has assigned.

Cardinal & Bedard, grocers, Quebec, have dissolved partnership.

F. E. Lea, grocer, Montreal West, has sold out to D. J. Munro.

Thomas Latour, fruiter and grocer, Gracefield, has been burned out.

F. J. Morin, general merchant, Montmagny, is offering to compromise.

A. Charlebois, general merchant, Boucherville, has made an assignment.

J. A. Lafrance, general merchant, Grand Mere, is offering to compromise.

The asets of F. M. Labrecque, Lambton, grocerfi are to be sold on October 18.

Telesphore Perrault, general merchant, St. Sophie De Levrary, has assigned.

Nelson, Mitchell & Co., general merchants, Granby, have dissolved partnership.

Gaudiere Dubec has registered as proprietor of Au Bon Marche, general store, Pont Rouge.

A. M. Wovenden, has registered under style of the American Fluid Beef Co., Montreal.

The assets of G. Audet & Co., general merchants, Les Eboulements, have been sold to N. Genois.

The assets of Ignace Marquis, general merchant, Sayabec, were advertised to be sold October 13.

The assets of Alex. Allaire, general merchant, Tremblay, were advertised to be sold October 13.

The assets of A. E. Begin, general merchant, St. Charles, were to have been sold on October 13.

Alex. Desmarteau, has been appointed curator to Daoust & Freres, grocers and liquor dealers, Montreal.

The assets of J. H. Therrien, general merchant, St. Gregorie, were to have been sold on October 10.

The assets of M. S. Oullet & Cie, general merchants, Beaucejour, were to have been sold on October 13.

Arthur Desrouches, grocer and liquor dealer, Montreal (St. Henry), has sold out to Robt. Champagne.

A. N. Laurin, grocer, St. James street, Montreal, has assigned to Alex. Desmarteau; his assets are to be sold.

Bode's Gum Co., manufacturers of gum and confectionery, Montreal, have suffered loss by fire and smoke; partially insured.

Wilbrod Cote, Wilfrid Cote and Alpha Cote, have registered under the style of Cote Freres, general merchants, St. Cyrile De Wendover.

PRINCE EDWARD ISLAND.

A meeting of creditors of W. E. Sullivan, general merchant, Northam, was to have been held on October 10.

NOVA SCOTIA.

Michael A. Holland, grocer, liquor dealer, etc., Louisburg, has been burned out; insurance $1,400.

MANITOBA AND N.W.T.

J. Wright, grocer, Winnipeg, has gone out of business.

A. E. Rouse, general merchant, Laurier, has sold out.

Frank Valle, grocer, Winnipeg, has gone out of business.

J. S. Greig, grocer, Winnipeg, is offering to compromise.

Edward Beeler, general merchant, Bon Accord, has been burned out.

J. G. Pollock, flour and feed merchant, Plumas, has sold to W. D. Lamb.

George Moffatt, tobacconist, Portage La Prairie, has sold out to F. Hemming.

W. Janzen, general merchant, Yorkton, has sold out to Krushen & Perilmutter.

M. Krushen, general merchant, Yorkton, has admitted L. Perilmutter as partner.

Nixon & Sprado, grocers, Winnipeg, have dissolved parnership. E. B. Nixon continues in business.

Knight & Cook, general merchants, Cowley, have dissolved partnership. A. H. Knight continues in business.

Brunelle & Studebaker, grocers, Edmonton, have dissolved partnership. W. F. Studebaker continues in business.

BRITISH COLUMBIA.

H. W. Butler, grocer, Dawson, has suffered loss by fire.

Michael Foley, general merchant, Atlin, has been succeeded by C. Wheeling.

TO OPERATE SALT WELLS.

Arrangements, which have been pending for a long time, have at last been concluded with English capitalists for the working of the salt wells at Winnipegosis. Experienced men are now on their way out from England and are bringing with them modern machinery.

CORRECTION.

In the announcement of A. J. Stewart, Toronto, last week, an error was made in describing one of their lines of confectionery. "Ground meat centres" should have read "ground nut centres." The Grocer regrets this error, and trusts that the correction will make clear what otherwise is obscure.

KING OSCAR SARDINES

The Success of the Season

Choicest Small Fish.
No Scales or Bones.
Moderate Price.
Pure Olive Oil.
Handsome Package.
Good Profit.

FINEST VALUE IN SARDINES

New Pack arriving to:

BALFOUR & CO., - - HAMILTON.	M. MASURET & CO., - - LONDON.
W. H. GILLARD & CO., "	LIND, KERRIGAN & CO., "
MACPHERSON, GLASSCO & CO., "	A. M. SMITH & CO., - - "
LUCAS, STEELE & BRISTOL, "	DEMERS, FLETCHER & CO., MONTREAL
JAMES TURNER & CO., "	TELFER BROS., - COLLINGWOOD.
DAVIDSON & HAY, - - TORONTO.	HICKS BROS. & CO., - WINNIPEG.
JAMES LUMBERS, - - TORONTO.	JOBIN-MARIN & CO., "
PROVOST & ALLARD, - OTTAWA.	CAMPBELL BROS. & WILSON, "
F. J. CASTLE CO., "	CAMERON & HEAP, - RAT PORTAGE.
H. W. WENTZELL & CO., - HALIFAX.	R. CARSON, - - - KINGSTON.
BLACK & CO., - - TRURO, N.S.	RANDALL & ROOS, - - BERLIN.

CAPE BRETON WHOLESALE GROCERY CO., SYDNEY, C.B.

JOHN W. BICKLE & GREENING, Hamilton, Ont., CANADIAN AGENTS

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

OYSTERS.

New Malpecque Shell Oysters arriving daily direct from the beds in P. E. Island.

Bulk Oysters in 2 and 5 gallon tubs. Prices right—Give us a trial order.

LEONARD BROS.

Youville Square, - MONTREAL.

MONTREAL, ST. JOHN, N.B.,
GRAND RIVER, GASPE.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

No Filled Cheese Made in Canada.

CANADA'S good reputation for cheese is being weighed in the balance. A recent despatch from England with reference to a grocer, accused of selling "Margerine" cheese as Canadian cheese, has excited considerable interest.

J. A. Ruddick, chief of the Dairy Division of the Department of Agriculture, speaking on the subject says: "I am not clear as to what is meant by 'margerine' cheese unless it is the product generally known as filled cheese. Filled cheese, so called, is made from skim milk to which some inferior fat has been added as a substitute for butter fat. The manufacture of such cheese is prohibited in Canada by the Dairy Products Act, 1893. I have never heard of any infraction of the law. Any tampering with the cheese in this way would have to be done at the ordinary cheese factory, and as these places are very public and the process of filling cheese would require considerable machinery and material in the ordinary cheese factory, it would be impossible to carry it on without a great many people being aware of it. I do not believe that any filled cheeses have been made in Canada. In any case if an attempt is being made to carry on the manufacture of such cheese it will be a very easy matter to stop it."

Poultry Station for B. C.

A chicken-fattening station, with resident manager, staff and buildings, to cost about $2,000, is to be erected at once in British Columbia.

With a view to the betterment of the poultry industry the Government is establishing poultry stations throughout Canada, having already started seventeen in Ontario and two in Manitoba. The work of these stations is divided into three branches—chickening, poultry rearing and breeding.

Lard Statistics.

The following comparative estimates of stocks of lard held in Europe and afloat on Oct. 1, 1904, have been supplied by the N. K. Fairbank Co., Chicago:

	1904. Oct. 1.	1904. Sept. 1.	1903. Oct. 1.	1902. Oct. 1.	1901. Oct. 1.	1900. Oct. 1.
Liverpool and Manchester	17,000	25,000	11,000	12,500	12,500	11,000
Other British ports	11,000	15,500	2,000	1,200	5 000	6,000
Hamburg	20,000	23,000	30,000	5 000	6,000	5,000
Bremen	1,000	1,000	500	500	1,000	1,500
Berlin	4,000	1,000	2,000	1,500	500	2 000
Baltic ports	11,000	9,000	11,500	8,000	8,000	8,000
Amsterdam, Rotterdam, Mannheim	3,000	2,000	100	2,500	1,000	2,000
Antwerp	2 500	2,500	1 000	1,500	4,000	3,000
French ports	1,100	1,400	2,000	950	2,000	4 500
Italian and Spanish ports	750	250	500	500	1,000	1,000
Total in Europe	71,350	80,650	60,600	30,150	41,000	44,500
Afloat for Europe	70,000	37,500	45,000	35,000	57,000	75,000
Total in Europe and Afloat	141,350	118 150	105,600	65,150	98,000	119 000

Russia As a Meat Exporter.

A British Consul, in a recent report on the foreign commerce of Russia, says:

"Considerable efforts have been and are being made by persons of influence in the United Kingdom and Russia to create a trade in meat from the Baltic ports of Russia to supply the London market. Among other difficulties to be encountered in the realization of such a scheme, the chief would seem to be those connected with the quality and price of the local article and the general sanitary state of animals in Russia. If the project be carried out, the chief source of supply would be Rostov-on-Don, Samara and Siberia, with Libau and St. Petersburg as the ports of shipment. On the other hand, just before the outbreak of hostilities in Asia there was a proposal on foot for supplying Siberia with meat, tallow and butter from Australia by a fast line of steamers from Port Darwin to Port Arthur.

Poultry is chiefly produced in the southwest; the governments of Archangel, Vologda, Viatka, Olonetz, Perm, Ufa and Siberia supply the market with game. The local dealer's profit is estimated at from 30 to 40 per cent. There has been a great rise in prices during the last ten years due partly to improved means of transport, but chiefly to the destruction of game.

Butter and Cheese Shipments.

The following table, showing individual and through shipments up to the 1st of October as entered at the Custom House, Montreal, will be interesting:

Shipper.	Cheese.	Butter.
1. Hodgson Bros.	199,131	55,880
2. A. W Grant	154,905	20,668
3. A. A. Ayer & Co.	153,744	62,310
4. Lovel & Christmas.	145,040	33,999
5. Jas. Alexander	99,871	5,057
6. Co-operative W.S	67,777	6,902
7. F. Fowler	47,655	....
8. W. Ware & Sons	45,823	12,690
9. D. A. McPherson	36,492	9,094
10. G. D. Warrington	31,873	519
11. Mills & Sparrow	24,147	8,316
12. Miller & Riley	22,005	10,065
13. Wm. Niven & Son	16,043	6,639
14. Geo. Hodge & Co	13,117	53
15. A. J. Brice	10,238	12,504
16. Hugh Allan.	10,043	659
17. Gunn Langlois	9,775	17,960
18. E. A Brice	9,708	3,064
19. A. C. H. Froemcke	9,416	60
20. A. D. McGillis	9,401	892
21. J. J. Kirkpatrick	6 721	211
22. A. R. Johnston	6,184	....
23. A. McCullough	5,615	10,146
24 J. M. Ruth-rford	5,379	1,057
25. Fortier & Monette	5,060	1,452
26. P. F. McLagan	4,221	6,8 2
27. A. L. Hibbard	3,375	7,3 1
28. Jas. Dalrymple	2,363	858
29. W. J. Sparrow	1,923	....
30. T. S. Williamson	1,508	124
31. F. Duckett	708	....
32. John Orpe	226	29,912
33. Sundries.	11,623	8,485
34 G T.R	170,951	34,3 3
35. C.P.R.	67 795	6,537
Total	1,409,856	374,569

Provision Notes.

Word has been received of the death of Mr. S. B. Williams, one of the pioneers of the dairy industry of Canada when cheese factories were first inaugurated in Ontario.

The Canadian Government for the first time sends a collection of dairy produce and dressed poultry to the Dairy Show at Islington, London, Eng., the excellence of which is admitted, but one gathers that the British dairy farmer does not view it with favor. Lord Crewe says one cannot fail to see that to some extent it competes with English produce.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Mincemeat

We are now booking orders for Mincemeat. Last year we had a very large sale of our New England Mincemeat and many complimentary letters from our customers regarding the quality of it. This year we will, if possible, make it better than ever. We use nothing but best fresh fruits and spices; put it up with great care and cleanliness, and quote it to you at low prices.

Packages are 70-lb., 27-lb., 12-lb. and 5-lb. pails

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO. ONT.

ROSE BRANDS

LARD

The high-class Lard of Canada—is made from "Leaf" only. No other ingredient, no bleaching or other process, simply the pure leaf, rendered in open kettles, for best family trade.
Fresh every day at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

Your customers' interests are your own—sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvelous,** an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that

Magic BAKING POWDER is the popular Canadian powder.

"The Light of the Kitchen."

FOR SALE BY ALL JOBBERS.

Do you handle it? If not, order trial lot.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Stocks in many lines are getting very low and the result is a stiffening of prices. This is most noticeable in long clear bacon and lard. In the former there is a brisk demand to be supplied as the lumbering camps will soon be going back to their Winter operations. Many dealers are out of bacon. Lard has advanced a quarter to half a cent. In the fresh meat markets the weather has deadened business temporarily. The only change worthy of mention is the fact that hind quarters have eased off while front quarters are a little higher. Although as high as $7.50 was received for Spring lamb within the past few days, $7.25 is likely to be the high limit by the time this report is published. We quote:

Long clear bacon, per lb	$ 0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 11½	0 12½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 08	0 08¼
" tubs "	0 08½	0 08¾
" pails "	0 08¾	0 09
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	7 50	9 25
" front quarters	4 50	5 75
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 25
Veal	6 00	8 50
Hogs, light	7 50	7 75

Butter—Receipts of butter are fairly large, with a quantity of held over tubs coming forward at a loss to the merchant. Prices are considered high for this time of the year, and while the local demand is good the sale abroad is small. There has been no change in price. While 13c is quoted as the low limit for tubs this held-over inferior quality sells for less than that, although it is for restricted purposes only.

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 13	0 16

Cheese—Nothing of importance has happened to change conditions in the cheese market. Eight and three-quarters cents seems about the limit offered on board although it is seldom accepted. It is certain now that almost all the cheese is selling off the board at 8 7-8c Foreign demand is small. Board reports for the week ending October 10 are as follows:

Board.	Boxes.		Price.
Campbellford	1,220	(520 sold)	0 08 13-16
Peterboro	5,500	(570 sold)	0 09
Picton	*1,517	(862 sold)	0 08⅞
Barrie	446	(300 sold)	0 08¾
Woodstock	5,000	(no sales)	0 08¾
Tweed	520	(160 sold)	0 08 13-16
Kingston	442	(*80 sold)	0 08¾ *0 08¾
Brockville	2,861	(no sales)	0 08¾
Vankleek Hill	1,435	(no sales)	0 08¾
Madoc	960	(700 sold)	0 08¾
Winchester	1,091	(no sales)	0 08¾
Perth	2,300		0 08¾ *0 08¾
Kemptville	1,405	(few sold)	0 08¾
Ottawa	1,159	(881 sold)	0 08 13-16 0 08¾
Brantford	2,280	(1,550 sold)	0 08¾ 0 08 13-16
Napanee	874	(180 sold)	0 08¾

*Colored Cheeses.

At the Napanee board a resolution was passed to close the factories November 1 and to remain closed until May 1. We quote the following prices:

	Per lb.	
Cheese, large	0 09½	0 09½
" twins	0 09½	0 09¾

Montreal.

Provisions—The provision market is active. Prices are easier than they were last week at the same time. The activity in pure lard was noticeable, inasmuch as an advance took place of a quarter of a cent. Early in the week the supply of live hogs was large and considerably in excess of requirements, hence the easy market. No actual change in prices took place. Sales of choice lots were made at 5 1-2c, mixed lots at 5 1-4 and heavy fat at 4 3-4 to 5c per lb. Cured meats were selling well for the season and prices generally are considered steady. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07⅛
" " ½-tierces, per lb		0 07⅜
" " 60-lb. fancy tubs		0 07⅜
Cases, 20 3-lb. tins, per lb		0 08¼
" 12 5-lb. tins "		0 08
" 6 10-lb. tins "		0 07¾
20-lb. wood pails, each		1 52½
20-lb. tin pails, each		1 42½

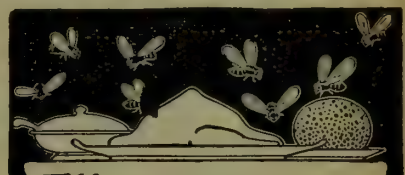
Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese—The cheese condition has improved and prices averaged on Tuesday an 1-8 of a cent per lb. higher than on Saturday. It was, however, not caused by the demand from importers in the Old Country, but from local competition. There is a general belief that the Fall make may turn out considerably lighter than last year, and hence Fall cheese at current prices should bring considerable profit to holders in the near future. There are two or three reasons for a lighter make this Fall. the chief ones being the heavy advance in the price of feed, and on the other hand the extremely low price of cheese. These observations are based largely upon the immense shortage of arrivals since the September make began to be marketable. Another fact of considerable interest is that a large quantity of earlier make, carried on this side in cold storage, is

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.
No Chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal


Flies Everywhere
in your food—in your bedroom—making life miserable.
Wilson's Fly Pads
will clear your house of flies in a few hours.
Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

Macaroni

Genova Brand Bulk Goods

Macaroni,
Cut Macaroni,
Fancy Pastes for Soups
In 5, 10 and 25 lb. Boxes
Pay a handsome profit.
Order direct or through your wholesaler.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

BUY THIS BOOK

SUCCESSFUL ADVERTISING—How To Accomplish It.—By J. Angus MacDonald.

Every Merchant and Salesman will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

Sent postpaid for $2.00.

MacLEAN PUBLISHING CO. LIMITED
TECHNICAL BOOK DEPT. TORONTO.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

CLEAN FRUIT IN Peacock Brand of MINCE MEAT

—No poor or inferior fruit used.

Order Peacock Brand of Condensed Meat from your wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

owned by English houses. It is believed that these goods on the average stand the owners a cost of 8 1-4c to 8 1-2c on eastern and 8 3-4 to 9c on western goods, thus during the coming Winter, it is fair to assume that first class Fall goods at present prices would advantageously compete for the British consumptive demand. Shippers on Tuesday reported some favorable cable requests for Fall make, and expanded business with new customers is probable. Certain shippers who have headquarters in Ontario have been buying freely on a figure of 8 7-8c at the factory for September cheese. This has had a tendency to make the Quebec holders firmer and higher prices were asked than at the same time last week. At the wharf early in the week, over 4,000 boxes were disposed of at 8 3-4c which is an eighth of a cent in advance of last week's ruling. Spot prices were as follows: Ontario colored, 9 1-8c to 9 1-4c; Ontario white, 9c to 9 1-8c; Townships, 8 7-8 to 9c; Quebecs, 8 3-4 to 8 7-8c, and Summer makes from any quarter, 8 3-8 to 8 5-8c.

Butter—An unusual dullness has overtaken the butter market, and little signs of betterment are in sight. Some business may be done with importers in the Old Country at a range of 19 1-4c to 19 1-2c, but local holders are not ambitious to yield to those prices. On Monday and Tuesday it was impossible to get finest Townships under 19 1-2c to 20c for boxes, while on the other hand there was considerable inquiry for unsalted Townships at 20 1-4c. It will be remembered that The Grocer warned butter shippers regarding the complaint of mold by English importers, and this has been accentuated by buyers demanding a guarantee of the absence of mold. On this basis little business was done. Offerings of butter were very light this week and about 500 boxes sold at 19c. Our quotations are: Townships, unsalted creamery, 20 1-4c; Townships, salted, 19 1-2c to 20c in boxes, and in tubs, 19 1-4c to 19 1-2c. Undergrades, 19c to 19 1-2c.

Winnipeg.

Lard—The market continues firm and fairly active. Our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 50-lb. pails	1 55

Cheese—There is at present very little cheese moving and the stock is rather light for the demand, but the market continues firm.

Cheese, per lb.	0 10½

Butter—The market continues active and demand is rather heavy for the amounts of stock on hand. There is practically little or no dairy coming in from the country and our quotations are now in advance of last week's price lists and are as follows:

Creamery, fresh churned, per lb.	0 24	
" per lb.	0 22	
Dairy, bricks, per lb	0 18	0 20
" in tubs "	0 16	0 18

C. P. R. Iced Cars to be Stopped.

The Canadian Pacific Railway have issued the following circular of interest to butter shippers: Iced car service for the transportation of butter will be discontinued after the week ending October 22. The last iced cars of the season will therefore run as follows:

From Bedford, Tuesday, Oct. 18; West Shefford, Monday, Oct. 17; Mannonville. Tuesday, Oct. 18; Quebec, Wednesday, Oct. 19; St. Gabriel, Wednesday, Oct. 19; Pembroke, Wednesday, Oct. 19; Grande Piles, Tuesday, Oct. 18; St. Guillaume, Wednesday, October 19; Lennoxville, Tuesday, Oct. 18; Cookshire (ex-N.C.R.R.), Tuesday, Oct. 18; South Roxton, (via Sutton Junction), Monday, Oct. 17; L'Annonciation, Wednesday, Oct. 19; St. Lin, Thursday, Oct. 20; St. Eustache, Thursday, Oct. 20; Three Rivers, Wednesday, Oct. 19; Waltham, Tuesday, Oct. 18; North Wakefield, Wednesday, Oct. 19.

Provision Notes.

Weisse & Donnelly have started in the produce business in Wetaskiwin.

At a meeting of the shareholders of the Harriston Pork Packing Co. held on Wednesday of last week it was decided to offer the plant and business for sale.

COMMENDABLE ENTERPRISE.

All readers of The Grocer are familiar with the fact that E. W. Gillett Co., Toronto, whose former fine factory and offices were destroyed in the big conflagration last April, purchased the elegant premises on corner King and Duncan streets erected by the Pure Gold Co. a couple of years ago. During the last week or ten days the Gillett company has been busily engaged in installing a complete new set of machinery and moving from their temporary premises in three other buildings to their new location. The Grocer extends congratulations to the Gillett company for the commendable enterprise displayed in connection with the disaster which overtook them a few months ago and in getting their business straightened out and running smoothly again in such a short time.

Our first shipment of NEW SEASON'S **PEELS** LEMON, ORANGE, CITRON.

"ANCHOR" BRAND— The finest quality dropped caps.

"STERLING" BRAND— Exceptional value at a low price.

Fancy Assorted Tins to retail at $1.00.

— RAISINS —

Valencia— Selected and Fine off Stalk. Special quotations for November shipment.

Malaga— Boxes, Qr-Flats and 1lb. Cartons. All grades of Fruit. Quotations low.

Sultana— A snap for bakers and confectioners. Cleaned or uncleaned. Get samples and prices.

Calif. Seeded— 12 oz. and 16 oz. packages. We have some interesting quotations for November shipment.

— FIGS —

Fancy Eleme— Very fine quality—Boxes 10, 20, 30 and 50 lbs.

Washed and Stuffed— We are showing some very attractive lines for high-class trade—Our travelers have samples.

OUR QUOTATIONS ARE LOW —Quality—The Finest.

THE EBY, BLAIN CO., Wholesale Grocers, Limited, TORONTO.

HOW TO JUDGE TEAS.

EVERY dealer in teas should have an apparatus to draw his tea. The importers, jobbers and wholesale grocers have copper kettles in which the water is boiled with the use of gas ; also small tea scales and teacups made for the express purpose ; these cups are rather expensive. Some of the country dealers who have not the benefit of gas use alcohol for boiling, using the ordinary teacup. By drawing teas in this way the buyer can soon become expert enough to recognize the flavor that pleases his customers. In drawing teas one should be careful that the kettle is clean and the water fresh. Before putting the water on the leaf the water should come to a good boil. If put on when the water just commences to bubble the leaves will float on the surface. Really choice tea leaves will sink to the bottom of the cup as soon as boiling water is poured on them. Many merchants who have not the facilities for drawing teas judge of them by chewing the leaves. After chewing the tea should be of a very bright, light green color, and in chewing the leaf it will, if choicest, be found to be very tender. After the leaf of the choicest kinds has been drawn it will be of a uniform green color, except the edge, which is apt to be of a light brown color. This brown edge is caused by the fermentation through which the leaf goes in course of curing.—American Grocer.

BANANA CROP DAMAGED.

Cable despatches received from Puerto Cortez, Honduras, tell of a disastrous storm within the past week, followed by a cloudburst which has visited the Puerto Cortez banana district, damaging banana plantations to a great extent. Advices to banana importers are that the banana crop is damaged to such an extent that there is no possibility of obtaining fruit for months.

THE "National" COUNTER COFFEE MILL

has all the good points of the larger mills ——and is just the size for the average GROCER.

For Full Particulars Write

THE EBY, BLAIN Co., LIMITED

SOLE AGENTS IN CANADA TORONTO

RETURNED OCT 14 1904

Why HEINZ 57

PAY BIG PROFITS

Suppose two articles cost you 16 cents and you sell each for 20.

Do you figure you make the same profit on each ? Not necessarily.

You may make 25 per cent. on each but one will pay maybe 300 per cent. a year, on account of frequent turn over ; the other, perhaps, only 75 per cent.

IT'S THE TURNOVER THAT COUNTS

Brands of intrinsic merit well advertised sell with the least expense and trouble to the dealer and they pay good profits because they keep your sixpence nimble. The sooner you get your order in for the 57 Varieties the sooner the turnover begins.

H. J. HEINZ CO., = Pittsburgh, U.S.A.

There is only

ONE REASON

for the enormous increase in the sales of

LIPTON'S JAMS

In Canada

and that one reason is

Absolute Purity

all the time.

Lipton's "Fresh Fruit" Jams are sold by the wholesale grocery trade.

ORDER FROM YOUR JOBBER

For prices and other information address

THE CANADIAN SELLING AGENTS

J. N. CREED & CO.,

HALIFAX, N.S.

or J. S. CREED, - MONTREAL.

Room 525, Board of Trade Building.

Self-Rising Buckwheat Flour

Most people think one pan-cake flour is as good as another, but there's a difference.

Forest City Buckwheat Flour is ground from the highest standard grain by the most improved mills and is thoroughly mixed—is not reduced in price and quality by low grade mixtures as in common flours.

Will make a delicious, light, fluffy pan-cake like mother used to make and can be prepared and served in three minutes.

Packed in fancy cartons. Get your orders in early and cinch the trade in your town.

GORMAN, ECKERT & CO., Limited

LONDON, CANADA.

Importers and Roasters of Coffee. Manufacturers of High-class Baking Powder

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E.W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mackintosh, John, Halifax, Eng.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Chaput, L., Fils & Cie, Montreal.
Old Homestead Canning Co., Picton, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Todhunter, Mitchell & Co., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Canadian Canners' Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Moutreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Frontenac Cereal Co., Toronto.
Gorman, Eckert & Co., London.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph.
Warren Bros. & Co., Toronto,

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Colson, C. E., & Son, Montreal.
Creed, J. S., & Co., Halifax.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert a Co., London, Ont.
Greig, Robert, & Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Tea Rose Drips—Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Castle, F. J., Co., Ottawa.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adamson, J. T., & Co..... 55
Allison Coupon Co..... 5
American Tobacco Co. ... 63
Auer Light Co 3

Baker, Walter, & Co. 23
Balfour & Co..... 13
Barnard & Holland..... 28
Bates, Peacock Co 24
Bickle, John W., & Greening..... 19
Black Bros. & Co..... 16
Blue Ribbon Tea..... 56
Bowser, S. F., & Co..... 5
Bradstreet's 49
Brantford Starch Works..... 32
Burlington Canning Co..... 5

Canada Paper Co..... 55
Canadian Canners Limited 59
Canadian Press Clipping Bureau..... inside back cover
Canadian Swiss Trading Co..... 53
Capstan Manufacturing Co 3
Cassidy, J. L., Co 28
Castle, F. J., Co..... 3
Ceylon Tea..... 6
Chaput, L., Fils & Cie 44
Chase & Sanborn..... 43
Christie, Brown & Co. . outside front cover
Clark, W 45
Coles Manufacturing Co 32
Colson, C. E., & Son ... outside back cover
"Commissioner" Tea 5
Common Sense Mfg. Co 24
Cowan Co..... 50
Cox's Gelatine..... 5
Creed, J. N., & Co..... 24
Cullen, Orlan Clyde..... 46

Davidson & Hay 15
Dawson Commission Co. 54
Dominion Molasses Co..... 50
Dominion Packing Co 21
Dunn, Wm. H 49
Dutch Chemical Works..inside back cover
Dwight, John, & Co..... 59

Eby, Blain Co 25
Eckardt, H. P., & Co. 39
Edwardsburg Starch Co 67
Empire Tobacco Co.. 60
Enterprise Mfg., Co..... 4
Epps's Cocoa..... 45
Ewing, S. H. & A. S..... 68
Ewing, S. H., & Sons..... 3

Fairbank, N. K., Co....inside front cover
Fearman, F. W., Co 21
Fortier, J. M 62
Foster Pottery Co 2
Frontenac Cereal Co 58

Gibb, W. A., Co. 54
Gillard, W. H., & Co..... 10
Gillett, E. W., Co., Ltd..... 22
Gorman, Eckert & Co..... 26
Gowans, Kent & Co...outside back cover
Greig, Robt., Co..... 43

Hamilton Cotton Co. 5
Heinz, H. J. Co..... 28
Hill, Evans & Co 7
Husband Bros. & Co. 54

James' Dome Black Lead..... 65
James, Eben..... 55
James, F. T., Co..... 46
Japan Teas..... 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner"....inside back cover
Kinnear, Thos., & Co..... 14

Lake Huron & Manitoba Milling Co... 56
Lambe, W. G. A..... 2
Lamont, Corliss & Co..... 53
Leonard Bros 19
Lowney, Walter M. Co..... 50
Lucas, Steele & Bristol..... 13
Lytle, T. A., Co... 3

Maiden, J. H..... 49
Marceau, E. D..... 9
Matthews, Geo. Co 22
Metallic Roofing Co. 46
Millman, W. H., & Sons..... 2
Milne, Chas..... 2
Mooney Biscuit and Candy Co..... 52
Morse Bros..... 12
Mott, John P., & Co 56

MacKay, Dr..... 46
Mackintosh, John..... 53
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co .. 62
McCann, Wm., Milling Co 52
McDougal & Lemon..... 55
McDougall, D., & Co..... 63
McGregor-Harris Co. 34
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co.. 22
McWilliam & Everist 54

Napoli Macaroni Co 24
National Licorice Co .. inside front cover
Natural Food Co..... 59
Nicholson, Bain & Johnston..... 2
Nicholson & Bain 2
Nicholson & Brock 46

Oakey, John, & Sons... 49
Oakville Basket Co .... inside back cover
Old Homestead Canning Co 8
"Ozo" Co..... 28

Page, C. S.... 46
Park, Blackwell Co..... 21
Payne, J. Bruce 61
Queen City Oil Co..... 2

Rattray, D., & Sons 7
Reckitt's Blue and Black Lead 66
Robinson, O. E..... 46
Rose & Laflamme..... 10, 66
Row & Co..... 55
Rutherford, Marshall & Co 34
Ryan, Wm., Co..... 34

"Salada" Tea Co 32
Simpson, R. & J. H. Co..... 45
Southwell & Co..... inside front cover
"Sovereign" and "Lynx" Salmon.. 19
St. Lawrence Starch Co. inside back cover
Stringer, W. B., & Co..... 55
"Sugars" Limited 45

Thum, O. & W., Co 5
Tippet, Arthur P., & Co 1
Todhunter, Mitchell & Co..... 49
Toronto Salt Works...inside back cover
Tuckett, Geo. E., & Son Co..... 61
Turner & Co..... 34
Turner, James, & Co..... 13

Upton, Thos., & Co..... 15

Walker, Hugh, & Son 55
Walkerville Match Co..... 7
Warren Bros. & Co 50
Watt, J. L., & Scott 53
Wethey, J. H.....outside back cover
White & Co. 55
Wilson, Archdale..... 23
Wilson Commission Co..... 2
Wilson, C., & Son 65
Wilson, W. H., Co. 43
Wood, Thomas, & Co..... 10
Woods, Walter & Co..... 23

The Oldest Crockery House in Canada

Under Up-to-Date Management

You will serve your interests by keeping close track of our new lines as they arrive.

Always wait for our representative and you will not be disappointed.

If in a hurry write us. We make a rule of giving mail-orders special attention.

DINNER WARE	HOTEL WARE
TOILET WARE	BAR GOODS
TEA WARE	LAMP GOODS
SILVERWARE	CUTLERY

THE JOHN L. CASSIDY CO. LIMITED

339-43 St. Paul St. MONTREAL

"Tak' a cup o' Tea; it's unco refreshin'."—

SEND FOR A $25.00 ASSORTMENT OF SCOTCH MOTTO WARE

It is most **Quaint** **Artistic** and **Attractive**

BARNARD & HOLLAND CO.

HAVE YOU EVER HANDLED ELECTRIC SHADES? WE SUPPLY THEM IN FANCY STYLES

English Pottery Representatives and Importers of Foreign China and Glassware

MONTREAL

Trade Persuaders

A really fine line of Pickles is about as tempting a thing as a grocer can display in his store. We show three lines, **Bengal** and **Lion** Mixed Pickles and **Priscilla** Sweet Pickles, that are the acme of salability. The **Bengal** is a large package of selected vegetables extra carefully cut; the **Lion** is a smaller package of the same grade. The **Priscilla** Sweet Pickle is about as nice a Pickle both in appearance and taste as it is possible to obtain—it is a great seller. Bengal, 3 doz. to case, $2.40; Lion, 3 doz. to case, $2.00; Priscilla (sweet), 3 doz. to case, $2 40.

The OZO CO., Limited

Do you get our quarterly Price Current? **MONTREAL.**

RETURNED OCT 27 1904 RETURNED OCT 27 1904

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

John L. Cassidy Co., Montreal.
F. T. James Co., Toronto.
O. E. Robinson & Co., Ingersoll.
Dr. MacKay, Montreal.

SPECIAL FALL GROCER.

ON October 21 The Canadian Grocer will issue its Annual Fall Special for the benefit of thousands of readers throughout Canada, the United Kingdom, the British colonies and foreign countries of Europe and Asia.

In general outline the editorial columns will reflect the industrial and commercial progress of Canada during the past year, particular attention being paid to the newest phases of the home and export trade in groceries and natural products. A large number of special articles have been contributed by authorities on the fish, fruit, canned goods, tobacco, confectionery and crockery trades. Special attention has also been paid to the department of fancy goods and novelties in view of the fact that the holiday season is fast approaching, and patrons of The Grocer throughout the country must needs know what to buy and the most effective way to sell.

In addition to special features the regular reading columns have been materially enlarged with the object of making the Fall Special an epitome of all that is of interest to the grocery trade. The charge is often brought against the grocer that his trade is at best a mechanical, uninteresting sort of thing. Next week's issue of The Grocer is offered as a refutation of this unjustifiable charge.

OVERCHARGING THE GOVERNMENT.

A correspondent of The Canadian Grocer makes a serious charge against some of the manufacturers whose goods were exhibited at the Grocers' Fair, London, Eng. The Government, with commendable enterprise, assembled an exhibit of Canadian-manufactured goods, which won the general approval of visitors to the "Fair." This was done at no cost to the manufacturers, yet, according to our informant, the manufacturers charged the Government from 30 to 40 per cent. more than the regular trade prices.

For a section of maple tree 4½ feet long and 24 inches girth, used to show how sap is taken from the tree, the Government was charged $5. Such a charge was exorbitant, but this does not compare with the action of manufacturers who charged $4 for cases of goods which sell in the ordinary way at $2.75.

Our correspondent concludes with the comment that the Canadian manufacturers should be willing to give away their goods for the sake of having them introduced over "there instead of charging fancy prices where the Government buys the goods outright," a comment with which The Canadian Grocer is in hearty accord. If Canadian produce is to become popular in England, the greatest market in the world, the Canadian producer should encourage rather than discourage the good work done by the Government agents, and at least be fair and honest in sharing with the Government in its efforts to extend Canadian trade.

AN APPRECIATION.

THE GROCER learns with regret that Mr. W. R. Brock, of The W. R. Brock Co., wholesale dry goods merchants, Toronto, has decided not to allow his name to stand for re-election in the riding of Centre Toronto.

Mr. Brock proved a worthy representative of his constituency in the last Dominion Parliament, but, apart from this fact, he represents one of the most extensive business interests in Canada, and The Grocer has always taken the stand that the legislation of a country should be in the hands of those most immediately affected thereby, namely, its business men. The last Dominion Parliament was an improvement in this respect, although the representation of business men was altogether too small to be as effective as might be desired.

USE YOUR LARGE COMPETITORS.

SMALL retailers are continually commenting on the inroads of the city departmental stores upon their legitimate trade. Some retailers have not faced the problem, but have gone on in the old rut, carefully watching the fellow across the street, ignoring the neighboring town or village, sitting quietly by and watching express parcels come down the street, sometimes emitting a futile howl, but not taking the initiative to prevent it.

Undoubtedly the consumer is the person to be got at, and it must be clearly proven to him that his own best interests are served by spending his ready cash at home. Many and varied are the means devised, and there is undoubtedly some virtue in each. We do not propose to solve the problem, but we wish to call attention to a phase of the situation which is only too apparent.

We refer to the diffidence expressed by retailers, when in large centres, to visiting and studying the methods of the large departmental stores. Many are the excuses offered. Some ignore these stores through petty jealousy and foolish rivalry; others consider it useless to spend their valuable time, owing to a limited stay, in seeing what they consider is altogether beyond their sphere, and utterly useless as applied to them. In this connection we take issue with the retailer. While agreeing with him that the multiplicity of departments and in-

tricacies of store management are entirely out of his scope, yet there are many and valuable lessons to be learned by a walk through one of these stores.

Moreover, the visiting retailer must not think himself unwelcome. He should mention the fact that he is in the grocery or general mercantile business, and that generally insures him a cordial welcome, supplemented sometimes by a personal tour through the premises. This is certain to make him a better and wiser merchant. If he labors under the impression that his particular trade does not want a neat, up-to-date store, let him be sure to be the first to inaugurate these things or perhaps he may regret it too late. It is generally a hard problem to get a store too good for a town. In most cases such an one usually takes the legitimate business of some neighboring town or village as well as the best part of its own.

It is easily apparent that the system, order and neatness displayed by large concerns will wake up the retailer to many weak spots, which were formerly ignored. Perhaps he will return with the impression that his windows might be used for display purposes, and with the realization that they are his best and cheapest advertisements. Or he may be imbued with the idea that a more careful supervision of his stock would not be amiss, not counting the many little improvements at a slight cost which mean wonders in the general appearance of his store. He may even realize that a few fixtures are perhaps a sound investment. Old methods cannot help but be revolutionized.

By all means the local paper should be informed as to what is being done. The dealer will find the paper quite ready to co-operate in giving him a place in its news columns. All this tends to discourage foreign dealing. It will soon be found that the catalogue will be used as a last resort—the local merchant will get the preference.

A COOL SUGGESTION.

ON another page of this week's issue of The Grocer direct reference is made to a suggestion of Mr. Bryson, Canadian Commercial Agent in Antigua, Montserrat and Dominica, as to proper ways and means of overcoming the existing prejudice against Canadian flour in the West Indies. According to Mr. Bryson the Canadian trade should export via New York without the word "Canadian" appearing on the brands.

The above suggestions may not have been altogether groundless. At the same time we cannot help regretting that one in charge of a foreign department of Canadian trade and commerce should find it necessary to take such an unsympathetic view of the possibilities of the export trade. If Canadian flour is ever to become established in foreign markets it will be on its merits and not by parading under an assumed name or no name at all. What is more, the millers of Canada are not afraid of foreign competition; on the other hand they have every assurance that their products are holding their own and are being acceptably received in West Indian markets.

There is more or less truth in the statement that some years ago a prejudice did exist against Canadian flour in certain West Indian markets because it failed to answer the requirements of the trade and sufficient care was not exercised in packing. This, however, has become a matter of ancient history. Probably Mr. Bryson had been ruminating over something of the sort when he volunteered to tell the Canadians something they didn't and couldn't know.

At the present time Canadian flour is in big demand in the West Indies, although with one or two exceptions the trade has not been systematically and persistently exploited. In these few cases the results have been more than gratifying. In the majority of instances where Canadian millers have gone to the length of sending consignments of flour to the West Indies sufficient care has not been taken in catering to the West Indian trade. There has been a lack of perseverance and patience shown in following up the opportunity once it was created through immediate contact with the market. Evidently there have been those who thought all that was necessary was to send down a trial consignment of flour, and immediately a demand would spring up for it. That is not the way trade works; a lot of hard labor is entailed in permanently placing an article in a foreign market. Where the situation has been squarely faced and honestly grappled with—not however as Mr. Bryson suggests—the results have exceeded the most sanguine expectations.

DEBASING THE BENCH.

APROPOS of our recent article disapproving of the connection of Judge Britton with the Alberta Central Loan Corporation, Limited, the attention of our readers may be drawn to a case which illustrates the dangers which arise from judges being connected with similar concerns.

The case in point is this: A member of the Ontario judiciary was induced to allow his name to be connected with the directorate of a new financial company. As an honorarium for this he was given shares to the value of $5,000. Bye-and-bye the company failed. The assets in evidence not being sufficient to liquidate the liabilities the creditors naturally investigated, the result of which was the discovery that the judge in question had not paid a dollar for his shares. Being of opinion that he should have paid for them, they brought suit to recover the $5,000 they represented at the formation of the company.

And here is where the interesting phase of the case comes in. The presiding judge should have been the defendant himself. But while he could not try his own case, he did the next best thing he could; he argued his own case.

Someone has said that an independent judiciary is the firmest bulwark of freedom. If judges are to become part and parcel of public corporations they can scarcely be expected to be independent and single for the public interest in the hour of temptation.

Undoubtedly the low salaries which judges in Canada receive cause some of them to turn aside from the strict path in which they should walk in order to supplement a revenue which is not in keeping with the dignity and importance of their high office. The duty of the State is to remove the cause.

THE PREMIUM QUESTION.

IN a recent issue of The Grocer was outlined the attitude of the Retail Merchants' Association of Canada and the Retail Grocers' Association, of Toronto, in regard to "premium exchange" which is alleged to be nothing more or less than a revival of the trading stamp system.

The charge was brought against the company controlling the sale of such premiums in Toronto that they were violating the trading stamp by-law and a nominal fine was inflicted by the magistrate. A retailer was also brought into the police court for using premium exchange coupons, and convicted likewise. During the past week an appeal from the latter decision was made with the result that the judge in chambers reaffirmed the decision of the magistrate to the effect that it is contrary to the existing by-law for a retailer to traffic in trading coupons.

The Grocer is opposed to trading stamps in any form whatever, and congratulates the Retail Merchants' Association on the signal success its cause has met at the hands of the law. By way of further endorsation it can offer nothing better than the following pertinent criticism of trading stamps by an esteemed contemporary:

"It is one of the most delusive and pernicious schemes for making money that has ever found favor with the public. It is more objectionable than a lottery or gambling device, because it lives upon an assumption that something is obtainable for nothing. The deception is transparent to anyone; a dollar that is paid to a purchaser of goods in trading stamps or coupons comes out of the price or profit of what is purchased. It is an insidious method of deception that has a serious effect upon legitimate trade, since it obliges one merchant to use the stamps if his competitor does, and in the end the trading stamp company gets the margin which the buyer and seller would otherwise have.

"The trading stamp agent claims that articles may be secured without cost by a purchaser who has collected a certain number of dollars' worth of stamps. Such a claim is, of course, misleading and false and contrary to the standards of legitimate business. The buyer and seller, in paying tribute to the trading stamp companies, maintain a system that is obviously detrimental to fair and honorable dealing. The stamp companies make excessive profits on stuff that is 'given' in return for stamps presented for redemption, which stamps are sold only for cash, while their gains, by reason of the stamps that are never presented, are said to be enormous.

"The reputable retail merchants, in their own interests and that of their patrons, are united in condemning the system and in opposing its growth."

LETTER OF THANKS.

To Editor Canadian Grocer:

We beg to tender our sincere thanks to all who have shown us their sympathy either personally or by letter, telephone, despatch, or cable, on the occasion of the recent fire which destroyed the stores we occupied on De Bresoles street. The number is so great that under the circumstances, in order to reach every one, we are compelled to use the press.

(Signed)

L. CHAPUT, FILS & CIE.,
Office and warehouse
21 St. Antoine St.,
Montreal.

COMPANIES INCORPORATED, ETC.

THE firm of A. J. Young, North Bay, Ont., with share capital of $100,000, has been incorporated to carry on a wholesale and retail grocery and general mercantile business. The provisional directors are A. J. Young, Cache Bay; J. W. Hennessy, Fort Coulouge; G. Gordon, Sturgeon Falls; R. W. Gordon, R. Booth and A. Foster, all of Pembroke.

The Hamilton Biscuit and Confectionery Co., Limited, Hamilton, with share capital of $100,000, has been incorporated to take over the business of W. H. Schneider, manufacturer of biscuits, confectionery, etc., heretofore carried on under the firm name of the Hamilton Biscuit and Confectionery Co. The new firm will carry on a general confectionery manufacturing business and manufacture and deal in pickles, jams, jellies, etc. The provisional directors are W. H. Schneider, T. W. Hand, R. A. Ptolemy and W. H. M. Williams, all of Hamilton, and F. Chalcroft, of Brantford.

S. Downing, grocer, of Fort William, Ontario, has sold out to Fisher & Co. J. J. Fisher, of Fisher & Campbell, will be the head of the new firm. The firm of Fisher & Campbell will be dissolved. J. D. Campbell continuing the business.

The grocery business of Graham & Co., Gerrish Station, Windsor, N.S., has been sold to E. Shaw.

Association News

Toronto Retail Grocers Meet.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, October 10, in St. George's Hall, with President Johnson in the chair.

E. P. Nettlefield, secretary of the association, was present in his official capacity for the last time. Four applications were read for the position rendered vacant by Mr. Nettlefield's resignation. A motion was passed accepting the application of B. Panter, provided he can fulfill certain requirements of the position, otherwise it will fall to J. Irving, formerly traveler for the Walkerville Match Co.

A decided stand was taken by the association on the "Premium" question, the majority of the members being of the opinion that any firm giving away premiums with goods cannot carry on a legitimate business, since the retailer not the manufacturer has indirectly to stand the cost of the coupons as well as the profit cut off by the use of coupons. A suggestion was made by the president that measures be taken immediately to investigate the tea trade and that the members of the association give a special amount of business to firms selling the best brand of tea without premiums.

Regarding the funds left over from the annual excursion, it was decided to set aside one hundred dollars for the general fund, one hundred dollars for the special fund, the balance to be paid to the members of the executive for their services in connection with running the excursion.

It was decided to secure more suitable quarters for the meetings of the association, and a committee was nominated to look into the matter.

The question of lard boxes, left over from last meeting, was allowed to stand for the present until the New York representative of the firm which sold the boxes to the Toronto retail trade arrived to adjust matters.

Note.

It is rumored that B. Panter, formerly in the retail grocery business at the corner of King street and Cowan avenue, Toronto, will shortly resume operations at the corner of Davenport and Bedford roads, North Toronto.

It is no longer open to doubt

That fewer dealers are stocking Japan Teas than ever before in the history of the trade.

It is no longer open to doubt

That "SALADA" Natural Green Teas are responsible for this.

It is no longer open to doubt

That it pays a grocer infinitely better to purchase "SALADA" Natural Green Teas in case lots rather than be loaded up with a lot of questionable bulk stock eating its head off in interest, and daily depreciating in value.

It is no longer open to doubt

That "SALADA" Ceylon Green Teas are the finest Natural Greens in the wide, wide world, and great trade builders. "Japans are Doomed."

"SALADA" Natural Green Teas are sold in sealed packets only—same form, style and prices as the celebrated Black Teas of "SALADA" Brand.

CORRESPONDENCE SOLICITED

Address "SALADA" Toronto and Montreal.

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

The Labor Savers

Pulverizing and Granulating

GRANULATOR. PULVERIZER.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and labor.

Our Grinders Wear Longest

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

This is another of the dainty packages in which we put up

LILY WHITE GLOSS STARCH

Good starch in attractive packages makes good business.

Trunks—6 lbs. starch, 8 trunks in a case.
Drums—6 lbs. starch, 8 drums in a case.
A pair of drum sticks with each drum.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Oct. 13, 1904.

Groceries.

THE grocery trade for the week is reported satisfactory as compared with the same week last year, whereas the volume of Fall business is steadily increasing some wholesale firms have about completed their orders for the close of navigation. A considerable trade usually begins about this season of the year in foreign dried fruit. Direct shipments, however, have not arrived and until then comparatively little will be doing in dried fruits. In canned goods considerable interest has been evinced in opening prices of corn and tomatoes, namely $1.10 and $1.15 as compared with 90c and $1.05 last year at the opening of the season. The shortage in corn and tomatoes is estimated at 25 and 30 per cent. respectively. Sockeye salmon continues very firm. Coffee prices are still soaring above the heads of the wholesale trade. Stocks of spot tapioca are very low. The spice, foreign dried fruit, foreign nut, syrup and molasses markets continue practically unchanged from last week. Teas are quiet, particularly Japans, notwithstanding the fact that offerings are exceptionally low in price.

CANNED GOODS.

The item of principal interest in canned goods circles this week is undoubtedly the announcement of opening prices on 1904 pack of canned corn and tomatoes, viz., tomatoes, 3's per dozen $1.15, and corn, 2's per dozen, $1.10. The trade has been anxiously awaiting this announcement which will facilitate business in no small measure. Sales are increasing gradually, as retailers are now stocking up for the requirements of the coming year. Considerable diversity of opinion prevails as to the extent of the season's pack in corn and tomatoes which is still going on although the bulk of it is completed. A shortage there will be beyond a doubt, conservatively estimated at 30 per cent. in tomatoes and 25 per cent. in corn. One authority estimates that there will be sufficient to go around, but that the consumption will be curtailed on account of the relatively high price ruling at the opening of the season. Whereas retailers formerly sold 3 cans for 25c (generally one can each of corn, tomatoes and peaches) they will in future be compelled to cut down the allowance to 2 cans for 25c. Another prominent wholesale grocer is of the opinion that this will not affect sales appreciably since consumers throughout the country were never in as prosperous state financially as they are this year and if the working man wants corn or tomatoes he will not hesitate to buy whether they are selling at 2 or 3 cans for 25c.

The market in fish continues firm generally, particularly in Sockeye salmon which seems to be practically cleaned up at the coast. There will be sufficient salmon, however, to meet the requirements of regular trade.

This week's quotations have been thoroughly revised in view of the arrival and delivery of new pack vegetables, fruits, etc. We quote the following prices:

Tomatoes, 3's	1 15
Corn, 2's	1 10
Peas, 2's	0 82½ 1 30
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
" gal	2 50
Squash	1 00
Asparagus tips, 2's	2 50
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92½
Spinach, 2's	1 40
" 3's	1 80
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce, same as tomato sauce.	
Catsups, tins, 2's	0 78
" " gal	4 50
" jugs	7 70
Apples, standard, 3's	0 90
" preserved, 3's	1 47½
" standard, gal	2 20
Pears, Flemish Beauty, 2's	1 52½
" " " 3's	2 00
" Bartlett, 2's	1 87½
" " 3's	2 82½
" whites, 2's	1 72½
" " 3's	2 67½
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" " not pitted, 2's	1 75
" English black, pitted, 2's	2 20
" " " not pitted, 2's	1 75
" white wax, pitted, 2's	2 42
" " " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57½
" preserved, 2's	1 75
" standard gal	4 97½
Plums, Damson, light syrup, 2's	1 00
" " heavy syrup, 2's	1 30
" " " 3's	1 85
" Lombards, light syrup, 2's	1 05
" " heavy syrup, 2's	1 35
" " " 3's	1 90
" green gage, light syrup, 2's	1 15
" " heavy syrup, 2's	1 47½
" " " 3's	2 00
" egg, heavy syrup, 2's	1 52½
" " " 3's	2 10
Pineapple, sliced, standard, 2's	2 35
" extra " 2's	2 47½
" grated, " 2's	2 62½
Raspberries, red, heavy syrup, 2's	1 40
" " preserved, 2's	1 60
" black, heavy syrup, 2's	1 35
" " preserved, 2's	1 50
Rhubarb, preserved, 2's	1 15
" " 3's	1 90
" " gal	2 62½
Strawberries, heavy, syrup, 2s	1 60
" preserved, 2's	1 75
Lobster, talls	3 50
" 1-lb. flats	3 75
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf,"	
1-lb. talls, 5 cases and over	1 77½
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 92½
½-lb. flats, 5 cases and over	1 17
½-lb. flats, less than 5 cases	1 20
Salmon, "Clover Leaf."	
1-lb. talls, 1 to 4 cases	1 72½
1-lb. flats, 1 to 4 cases	1 87½
1-lb. talls, 5 to 9 cases	1 70
1-lb. flats, 5 to 9 cases	1 85
1-lb. talls, 10 to 25 cases	1 67
1-lb. flats, 10 to 25 cases	1 82½
Chums	0 95 1 00½
Sardines, Sportsman ¼'s	0 14
" ½'s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ½'s	0 25 0 27
" P. & C., ¼'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04½
" " ½'s	0 09 0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00 9 00
Haddies, per doz	1 00
Haddies, per case	4 00
Kippered herrings, domestic	1 00
" " imported	1 40 1 45
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 45
California ripe olives, tins, per doz	4 75
Corned beef, 1s, per doz	1 50
" 2s, "	2 70
" 6s, "	8 00 10 00
" 14s, "	18 00
Lunch tongues, per doz	3 00
Potted meats, ¼s, "	0 50
" ½s, "	1 00

SUGAR.

A rather easier tone to the sugar market developed during the past week and raws are quotably 1-16 lower while in refined no further change has taken place following the reduction made by U. S. refiners just prior to going to press last week. Since last issue, sales have transpired of large quantities Java sugars afloat and loading, totalling about 22,000 tons; one cargo afloat selling at 11s 10 1-2d c.i.f., which is equivalent to 4.29c duty paid; the remainder at 11s 9d c.i.f., equal to 4.25c duty paid. There have also been sales of new crop Demerara centrifugals, totalling 4,000 tons, as well as a small parcel of Porto Rico; the former at 2 5-8c c. and f. New York, which equals 4.31c duty paid; the latter at 4.25c duty paid ex store. At the moment the market remains steady on the lower basis with buyers and sellers both indifferent. It now transpires that recent sales of Demerara centrifugals for shipment amount to 12,000 tons, and further lots are offering on the same terms, but buyers have withdrawn from the market pending further developments in Europe. The course of the market has been downward, declining from 11s 3 3-4d to 11s 3-4d, reacting to 11s 1 1-2d and at the close is nominal at 11s 3-4d, which is equivalent to duty paid parity of 4.35c for 96 test centrifugals.

Latest weather reports are favorable to growing crops and harvesting; it

McGREGOR

That name on Preserved Fruits, Marmalade and Confectionery sells the goods.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

Turner's Worcestershire Sauce

Contains a pleasant appetizing flavor. Stands the test of time. Made from pure ingredients. Has sold well for the last fifteen years.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

would be observed, however, that there is still a differential of 10c per 100 lbs. in favor of cane sugar.

Receipts at Atlantic ports for the week ending October 5 amounted to 29,656 tons; meltings were unchanged at 46,000 tons; total stocks equalled 151,020 tons, or a reduction of 16,000 tons for the week, but practically the same as for the corresponding period a year ago. As before advised Cuba is no longer a factor in the situation and for the week under review stocks were reduced to 8,500 tons as compared with 147,541 tons last year. Combined stocks of U. S. and Cuba show a decrease of 138,962 tons from last year. Total stocks of Europe and America at latest uneven dates were 1,170,520 tons against 1,655,488 tons last year, the decrease being 484,968 tons. European consumption is still increasing phenomenally, thus showing the salutary effect of the removal of the bounties. From September, 1903, to August 31, 1904, the total increase in all principal countries excepting Russia amounted to 895,921 tons or 28 per cent. for the year. The largest increase was in Germany, amounting to 400,000 tons; in France it amounts to a little over 300,000 tons. In the United Kingdom the increase is barely 7,000 tons.

An unsettled feeling has prevailed in the refined sugar market since the decline in New York last week, but there seems to be little room for further reduction with the margin between raw and refined only 65c per 100 lbs. However there are now more refiners looking for a share of the distribution and its is thought that America, which is by far the largest producer, will not suffer too much encroachment without fighting. Meanwhile the trade looks on awaiting further developments, and we have now entered upon the season of narrowest consumption when refiners may show more eagerness to sell.

Locally there are no changes to record and no particular indications for the immediate future. Buyers here are watching the trend of events across the line, but as conditions are not strictly parallel it does not do to assume that our market must follow the course of New York. Meanwhile there is a fair consumption with buying limited to absolute requirements. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	5 38
" in 100-lb. "	5 28
St. Lawrence granulated	4 73
Redpath's granulated	4 73
Acadia granulated	4 63
Berlin granulated	4 63
Domestic beet, granulated, 1902 (off grade)	4 43
Phoenix	4 63
Bright coffee	4 53
Bright yellow	4 48
No. 3 yellow	4 43
No. 2 "	4 23
No. 1 "	4 13

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The usual volume of trade in syrups and molasses is reported for the week at unchanged quotation. We quote the following prices:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

It was reported in last week's markets that no Ceylon green tea was being manufactured at present. This condition of the market continues. Locally the tea trade is quiet with very little doing in Japans, although prices are unusually favorable to buyers.

The season for Ceylon and Indian blacks is now at its period of greatest production and as the gardens both in India and Ceylon which last year were making greens have reverted to blacks the quantity coming in sale each week in Calcutta and Colombo is larger than usual and prices have reached a very moderate figure for good ordinary quality. Eastern cables from most authentic sources state that they do not expect a lower range of value.

Ceylon teas with point and flavor have advanced from 1-2d to 1d; this, however, is not an unusual circumstance, as it is well known that when ordinary qualities are at their lowest, high grade teas au contraire are usually at a higher level. The chief reason for this apparent anomaly is that conditions favorable to the production of large quantities of leaf are unfavorable to the production of a really fine quality of tea; thus with the largest supplies of tea for the season so far on the market at present the quantity of really fine tea is comparatively limited.

General reports on local sales of green tea are to the effect that Japans are moving very slowly and that the bulk of the trade continues to pin its faith to Ceylon greens of which there is a full

supply in the country. Further importations on a large scale will not be necessary for some months. As soon as sufficient demand sets in the gardens of Ceylon will again turn out green tea. This will have a tendency to shorten the supply of blacks towards the latter end of the season, which points to the present as a good opportunity for securing full supplies of black tea.

Greens are being sold to the wholesale trade from spot stocks at a price below the cost of importation, and some buyers have been taking advantage of this, which has had a tendency to relieve the situation locally. There can be little doubt that the value of Ceylon greens will continue to harden as the consumption absorbs local supplies. We quote the following prices:

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The feature of the coffee market which is attracting the greatest attention of the grocery trade at the present time is the abnormally high price of "Rios" which has practically stopped business for the time being. The wholesale grocer is face to face with the following peculiar situation: Increasing visible supplies, decreasing supplies of coffee on spot and sky-high prices. Our quotations are as follows:

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6		0 10½
" " No. 5		0 11
" " No. 4		0 11½
" " No. 3		0 12
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
" Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

The only special feature of the rice and tapioca market this week is the fact that supplies of tapioca on spot are getting pretty low. In fact the situation is so aggravated in certain quarters that little or no tapioca is selling to the trade at present. Most of the tapioca consumed in this market comes from Singapore and owing to large stocks held at the beginning of the year comparatively small quantities were brought on. Certain firms, however, have already received fresh supplies. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Tapioca, staple	0 03¼	0 03½
Patna	0 05	0 05½	" double goat		0 04½
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

SPICES.

Cable advices from Holland report advancing prices for Sampong pepper. Cloves are firmly held and cable advices from Zanzibar report crop damage. Locally business is fair and prices unchanged. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Foreign Dried Fruits

Business in foreign dried fruits is less animated than for many years past and on the whole conditions have not been favorable to heavy importations. Direct shipments of fruit, however, are not here yet and until their arrival a brisk trade can hardly be expected.

Currants are reported slightly dearer with a higher tendency; but the article has been selling at a low price since the season opened until the present moment, and fluctuations have been within very narrow limits. The last direct steamer left Denia last Monday, October 10.

Valencia raisins have been at too high a figure for buyers to operate freely and as a result importations have been smaller than usual. There is also more difference in the quality of fruit sent out by reputable shippers. Some brands which formerly enjoyed a reputation for good quality show very indifferent quality this year, and as importers in some instances refused to pay a stand out price to shippers, who, as it turns out, have shipped stand out quality, there is in some quarters a little disappointment.

Malaga raisins are at a slightly higher level than last year and as the crop is really a short one, lower prices cannot be expected. A cable was received from Smyrna during the week to the effect that the market for Sultana raisins was very firm although prices continue unchanged. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes		0 17
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES.

	Per lb.	
Californian evaporated	06½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects		0 07½
Valencia, fine off-stalk	05½	0 06
" selected	0 06	0 06½
" selected layers	0 07½	0 07½
Sultana	0 06½	0 10
Californian seeded, 12-oz		0 08
" " 1-lb. boxes		0 09
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 09½
Sairs	0 04½	0 04½	" new choice		0 09

FOREIGN NUTS.

There is little change in this market since last report. Prices remain the same, with probably a more brisk demand. First shipment of Filberts are expected to arrive in Montreal in a few days. By the middle of November the rush for Christmas trade will begin. The walnut crop which was at first thought to have been all but destroyed in some sections, is turning out on the whole more satisfactorily than was expected both as to quality and quantity. Prices will not be more than about 1c higher than usual except in Grenobles, which are relatively shorter than others. First shipments will be made this month. Prices quoted are as follows:

Peanuts, green, per lb	0 09	0 11
" roasted "	0 10	0 12½
" Spanish, green, per lb		0 09
" " roasted, "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb		0 12½
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 10
Filberts, per lb		0 11
Pecans, per lb	0 14	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		5 00

DRIED FISH.

The market in dried fish shows a steady improvement, last week's sales being unusually gratifying. At the present time cod fish is a favorite. The dried fish trade may be expected to become more brisk as the Winter season advances. Our quotations are as follows:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks	0 06½	0 07
Pure cod, per lb		0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06
Labrador herring, per bbl	6 00	6 50
" per ½ bbl	3 25	3 40
Scaled herring		0 17

BIRD SEED.

The volume of trade in bird seed con-

tinues fair with prices unchanged. We quote the following prices :

Canary seed, per lb	0 06	0 06½
Hemp "	....	0 05½
Cottam's	....	0 08
Brock's	....	0 07

EVAPORATED APPLES.

Trade in evaporated apples although having opened, cannot be said to have set in yet in any volume. A few orders are being filled for Northern Ontario ports and Western mining and lumbering camps, which are the largest consumers of evaporated apples. The local demand will not begin until next February or March. Quotations of 5½c to 6c remain unchanged from last week.

Country Produce.

EGGS.

The egg market shows an advance of only a half cent on the average. Of course some are selling for 20 and 21c, but 19½c strikes the limit with most dealers on the ordinary eggs received. Receipts are about as large as usual for this time of the year. Pickled stocks are of fair size.

HONEY

During the week under review there has been very little movement in honey. Trade conditions continue unchanged as well as prices. Our quotations are as follows :

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz	1 75	2 00
" " No. 2, "	....	1 50

BEANS.

Reports state that the crop has been damaged by recent heavy rains, owing to which there is a better inquiry with a firmer market. Mixed beans have been struck off the list and in their place No. 2 prime added. Prices quoted are as follows :

Beans, handpicked, per bush	1 60	1 65
" prime, No. 1	....	1 50
" prime, No. 2	....	1 40
" Lima, per lb	0 06½	0 07

SEEDS.

The movement of seeds has not been so good during the last week as usual. Farmers are paying too much attention to their root crop. A better supply, however, is expected in a few days. Prices are unchanged. Our quotations are as follows :

Alsike clover, per bush	4 65	6 25
Red Clover	6 75	7 25
Mammouth clover, per bush	5 50	6 25
Timothy	1 00	1 35

Green Fruits.

Up to date the market has been good although in comparison with other weeks of the season dull. The local Summer market closes to-morrow after a very successful season. Owing to the heavy frosts the tomato crop has been practically killed; frost also affected the grape crop, forcing the grower to cut his fruit earlier than were his intentions, thus overstocking the market and causing prices to decline. There is a fair demand for crab apples. Canadian chestnuts are on the market and are selling at $5 per bushel, and from $1 to $1.25 per peck; indications are for a good crop. The supply of Canadian plums is practically over as well as the season for Canadian cantaloupes. Better and larger supplies of Canadian apples are arriving in barrels and being offered at good prices.

Jamaica oranges are supplanting th market at present, though sales have been made for the delivery of Mexican and Northern California stock, expected the first part of November. Trade in lemons is quiet owing to the interval between seasons in this line of goods. Supplies of Verdelli's are about used up while the new stock is not expected until about the 25th of this month. Bananas are plentiful with a fair demand; during the week the price has declined slightly. There is a good supply of Cape Cod cranberries, accompanied by a firm market. The yield of Canadian cranberries has been good; owing to the cold weather the stock is light in color and is not selling as well as imported goods. Since the beginning of the season 1,000 bbls. have been sold on the local market. Supplies of new figs are arriving almost daily. Hellawee, Sairs and Fard dates—three kinds of new dates from Persia—are expected to arrive at the end of this month and will sell at from 5c to 5¼c, 4¼c to 4¾c, and 9c to 9½c recpectively. Reports state good crops, with prices a shade lower than in previous years.

Almeria grapes are beginning to arrive and are selling at from $5.50 to $6 p bbl. Tinted varieties are expected in few days. The supplies of Idaho plum still continue with sales ranging from $1 to $1.25 per case. Quotations are as follows :

Jamaica oranges, per bbl	....	5 50
" " per box	....	3 25
Verdelli lemons, 300's, per box	....	4 00
" 360's, per box	....	3 50
Bananas, large bunches, crated	1 00	1 25
" loose	0 90	1 00
Bananas, 8's, per bunch, crated	0 75	1 00
" 8's, loose	0 55	0 80
Applas, Fall varieties	1 00	1 75
" Winter varieties	1 25	2 00
Limes, per box	....	1 00
Tomatoes, per basket	0 30	0 35
California peaches, per crate	1 25	1 50
" plums	1 00	1 25
Peaches, fancy, per basket	1 15	1 35
" choice, per basket	0 75	1 00
Sweet potatoes, double heads, per bbl		3 50
" cloth covers "	2 75	3 00
Pears, Canadian, per basket	0 25	0 50
Grapes, small baskets	0 17½	0 25
" large "	0 30	0 35
Elmira grapes, per bbl	5 50	6 00
Idaho plums, per case	1 00	1 25
Canadian chestnuts, per bush	....	5 00
" " per peck	1 00	1 25
California grapes, Tokays, per crate	2 00	2 25
Crab Apples, per bbl	2 50	3 00
" per basket	0 25	0 30
Cape Cod Cranberries, per bbl	....	8 00

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool, have received the following cables:

Oct. 10 : "Ionian selling, 11,000 bbls. offering; prices show a slight improvement. Kings XXX 13s to 16s, XX 8s to 10s, Baldwins XXX 9s to 10s; greenings XXX 7s 6d to 9s 6d; XX 5s 9d to 7s; fancy sorts such as Ribston 20 oz., Blenheim and King Pippins, 8s 6d to 12s; Colverts in general, 6s 6d to 8s 6d; snows, 8s to 12s."

Oct. 12 : "Vancouver selling, 75,000 bbls. offering. Demand is active. Prices show improvement."

E. Jones, Toronto, has received the following cables :

Oct. 12 : Woodall & Co., Liverpool : "12,000 bbls. selling. Market active and dearer by 1s except for Greenings, for which demand is poor."

Oct. 12 : Manchester Fruit Brokers : "Market decidedly stronger; tendency upwards. Gravensteins 9s to 12s 6d. Other Falls 8s to 14s.

Oct. 12 : Isaacs & Sons : "Boston shipments are bringing 9s 6d to 14s 6 for colored sorts; a few inferior sorts selling at 7s 3d to 8s 6d."

APPLE SHIPMENTS.

Apple shipments for week ending Oct. 8, 1904.

	L'pool. Bbls.	London. Bbls.	Glasgow. Bbls.	Various. Bbls.	Total Bbls.
Montreal	20,274	1,012	16,901	2,351	40,514
Boston	26,574	1,049	1,893	....	29,516
New York	7,273	924	15,208	6,503	29,908
Portland	2,597	....	....	....	2,597
Halifax, N. S.	....	16,454	165	....	16,619
St. John, N. B.	....	57	....	....	57
Total	56,718	19,496	34,170	8,854	119,238
Same week 1903	75,048	40,828	29,487	25,512	176,875

Total since season opened—

From	1904	1903	1902
Boston	81,436 bbls.	74,913 bbls.	117,329 bbls.
New York	144,114 "	369,531 "	156,417 "
Portland, Me	7,202 "	7,724 "	5,620 "
Montreal	128,719 "	275,415 "	186,701 "
Halifax	104,524 "	105,546 "	6,617 "
St. John	57 "	775 "	..... "
Annapolis	..... "	8,244 "	..... "
Totals	466,052 "	842,148 "	472,684 "

Total since season opened	466,052
Same time, 1903	842,148
Same time, 1902	472,684

Vegetables.

Very little can be said in regard to this line of goods. At present onions are very scarce; the outlook is for no packing in Ontario this season, and an advance in prices is anticipated. Some consignments of potatoes are arriving in such a poor condition that the market is uncertain and a decline in price not unlooked for. Green peppers are easier and are selling from 25 to 35c per basket instead of from 35c to 50c, as formerly quoted. Other prices on the list remain unchanged. Our quotations are as follows :

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Carrots, new, per doz	....	0 15
Carrots, per bag	....	0 60
Beets, new, per doz	....	0 20
Beets, per bu	....	0 50
Beets per bag	....	0 60
Rhubarb, per doz	0 20	0 25
Dry Onions, per bag	....	1 35
Dry Onions, per basket	....	0 40
Silverskin pickling onions, per basket	1 00	1 25
Green house water cress, per doz	....	0 25
Green cucumbers, per basket	....	0 25
Pickling cucumbers, per basket	0 50	0 90
Waxed beans, per bush	0 75	1 00
Cauliflowers, per doz	0 50	1 00
Green peppers, per basket	0 25	0 35
Red peppers, per basket	0 50	0 75
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Green corn, evergreen, per doz	0 10	0 15
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 85
Butter squash, per doz	0 75	1 25
Parsnips, per doz	....	0 30
Cabbage, per head	....	0 05
" per doz	0 25	0 50
Turnips, per bag	....	0 50
Pumpkins, each	0 10	0 15

Fish and Oysters.

A heavy demand for fish is expected during the next two weeks, as the season for frozen goods sets in at the first of the month. At present there is a good demand for oysters which is no doubt due to the cold weather.

Since last quotations we have added to our list kippers, selling at from $1 to $1.25 per box of 80, and bloaters also selling at from $1 to $1.25 per box of 75. Last week's prices remain unchanged. There is a good supply in both these new lines. Our quotations are as follows :

Halibut, "		0 10
Sea salmon, "		0 18
Whitefish, fresh caught, per lb		0 09
Haddock " per lb	0 06	0 07
Cod, steak " "		0 07
Perch " "		0 06
Trout, lake, per lb		0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb		0 06
Finnan haddie, per lb	0 08	0 09
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 50
" "Standards," per small pail		4 50
" "Selected," " "		5 35
Ciscoes, per basket		1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 75	1 00	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

Reports state that the crop of rye is short this year and as a result prices have advanced from 66 and 67c to 69 and 70c per bushel. Owing to good supplies of red and white wheat the price has declined 3c per bushel during the week. Trade has been brisk in barley, resulting in an advance of from 1 to 2c per bushel. Trade is good in all lines with the exception of rye. Our quotations are as follows :

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 06	1 06½
" " " No. 2 "	1 03	1 03½
" " " No. 3 "	1 00	1 03½
Red, per bushel, new	1 05	1 05½
White " "	1 05	1 05½
Barley " "	0 47	0 51
Oats, " "	0 35½	0 36
Peas "	0 69	0 70
Buckwheat " Nominal		0 54
Rye, per bushel, " "	0 69	0 70

FLOUR.

The demand for flour continues steady with an outlook for brisk trade during the next few weeks. Prices are unchanged. Our quotations are as follows :

Manitoba wheat patents, per bbl		5 70
Strong bakers "		5 40
Ontario wheat patents "	5 35	5 55
Straight roller "	5 20	5 35

BREAKFAST FOODS.

At present trade in breakfast foods is good. The market is steadier to-day than a week ago and prices continue unchanged. We quote prices as follows :

Oatmeal, standard and granulated, cariots, on track, per bbl	4 80
Rolled oats, standard, cariots, per bbl., in bags	4 25
" " " " in wood	4 50
" " " " for broken lots	4 65
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

Dealers are pretty well sold up in the lines of hides, skins and wool. Owing to very little being offered in any one line prices are firm. There is a slight improvement in tallow, with the market firm at present. During the week shearlings have been struck off the market. Prices are unchanged. Our quotations are as follows :

HIDES

No. 1 green steers, per lb		0 09
" 2 " " "		0 08
No. 1 green, per lb		0 08½
" 2 " "		0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 10
" " " 2 " "		0 08
" " " 1 15 to 20 lb "		0 09
" " " 2 " "		0 07
Lamb skins		0 80

TALLOW.

Rendered Tallow, per lb	04½	0 04½

WOOL.

Unwashed wool, per lb	0 11½	0 13
Fleece wool, new clip, per lb	0 20	0 21
"Rejections"	0 15	0 16
Pulled wools, super, per lb	0 20	6 22
" " extra "	0 21	0 23

QUEBEC MARKETS.

Montreal, Oct. 13, 1904.

Groceries.

NOW that the elections are in full swing business has resumed a comparatively normal condition. Collections are not as good as they might be in the country, but wholesalers report that plenty of orders are coming in and business generally is lively all over the province. Eggs are interesting inasmuch as they advanced one cent during the week and it is very difficult to get fresh eggs at any price. Interest in sugar has subsided considerably and the market is generally dull. A similar statement may be made regarding molasses which is quiet, still ruling at 28c. Considerable excitement has been noticed in pure lard and prices have advanced a quarter of a cent; compound lard has followed by an advance of one eighth. New crop canned corn and tomatoes are interesting, as the canners announce short crop in both lines. New prices are quoted in this issue. Pepper, cloves, and cinnamon have maintained their advance and are very firm. Fish of all kinds are coming in more plentifully and prices have eased considerably during the week. Malpecque oysters have decreased in price very noticeably and large quantities are now on the market. Coffee and tea are devoid of specialties, but the market is firm and considerable activity rules. An advance is expected in coffee within a few days, in fact it might take place any day. Teas are active with lower grades of Indian and Ceylons in good demand. A very moderate amount of business, however, has been transacted. Flour continues to hold its high standard and the condition of the local millers is practically the same a it has been for some weeks, namely, they are over-sold locally. Hence, prices are likely to remain high. Fruits and vegetables of all kinds are plentiful and active business is being carried on. In dried fruits an easy market is reported from the countries of production and considerable business is being done with western buyers. Plenty of California stock is coming in. Owing to the anticipated scarcity of Spanish onions an extra demand has set in for them and one western buyer has offered an importer $1 per crate for all he may have on his first vessel. Large quantities of hay are being exported to England and prices are considerably easier.

SUGAR.

A quiet market rules in sugar locally and although refined sugar declined 10c in New York, sugar in Montreal remains the same. The decline, it is said by the dealers, is not warranted by the raw sugar market. The undertone therefore to the local market for refined sugar remains strong. There has been no actual change in prices to note, and the indications are that no immediate change is in sight. Considerable activity is noted. The foreign market for raw beet sugar remains strong to the advance. It is learned that plenty of Java sugars are arriving at foreign ports and holders have their immediate requirements supplied. High authorities state that the growing crop of Germany promises to be nine per cent. smaller than last year, or about 1,775,000 tons, and that the growing beet crop of all Europe promises to be 13 per cent. smaller than last year, or 5,103,000 tons. This reduction, together with the increased consumption abroad, and the reduced stocks, would make a decided difference in the situation, and, if the estimates prove true, higher prices are bound to come. Knowing ones declare that the future course of the sugar market depends largely upon Europe, and it will be apparent from the fact just quoted that the statistical position is very strong abroad. It is a usual thing for refiners to have anywhere from 85,000 to 100,000 tons of Cuban sugar to draw on during the Fall months, but this year the entire crop has already been marketed and scarcely any sugar remains unsold on the island. In sympathy with the European market, Java prices have also had a tendency to ad-

SITUATIONS VACANT.

WANTED—Experienced, successful, crockery traveller for Ontario; best of territory; one also for Manitoba; must be persistent energetic worker; quality, values and facilities unexcelled. Liberal contract upon commission or corresponding basis. Apply Box 190, CANADIAN GROCER, Toronto.

FOR SALE.

THE creditors of N. P. McIntyre of the town of Durham, grocer, insolvent, have instructed the assignee to offer the stock and fixtures for sale en block by tender. Tenders addressed to the assignee will be received up to the 17th Oct. at a rate on the $.

The stock list and stock can be seen at any time up to the 17th inst. upon application to JOHN A. HARRIS, Assignee, Durham. (42)

vance. One cargo sold in New York at 11s 9d c.i.f., equal to 4¼c duty paid. Refiners are very positive that present prices will be maintained and they verified their belief by purchasing Java sugars to arrive in December, at figures equal to 4.23c duty paid, for 96 degrees test. New crop Cuban sugars will not be on hand before January or February, and some planters have announced that they would make contracts for delivery in this position on the parity of 4⅛c duty paid, basis 96 degrees. We quote :

Granulated, bbls.	$4 65
" ½-bbls	4 80
" bags	4 55
Paris lump, boxes and bbls	5 15
" " ½-boxes and ½-bbls	5 15
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 30
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 40
" yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 15
No. 1 " bbls	4 05
No. 1 " bags	3 95
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES.

Dullness marks the molasses market, although considerable demand has been noted from day to day and a good distribution has taken place. The steady demand for all grades has made considerable inroads on the supply and heavy stocks which were on hand. Increased demand is expected, especially before the close of navigation, and dealers expect a general cleaning up before the new crop arrives. We quote :

Barbadoes, in puncheons		0 28
" in barrels		0 30½
" in half-barrels		0 31½
New Orleans	0 22	0 35
Antigua		0 25
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02¾
" ½-bbls	0 02¾	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		1 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

Renewed interest has set in for coffee, although large importers declare that the market is dull for the time of year. Rio, for instance, will have less than 2,500,000 bags this year, and one large roaster is said to have secured the bulk of the low grades. According to Mr. Frederick J. West, an expert on coffee, the balance of Rio coffee is held by three or four strong interests, who are believers in a small crop next year, and much higher prices in the near future. The early part of the Santos crop resulted in a few low grades, owing to unfavorable weather conditions. Late in August the arrivals at Santos were much improved in quality, low grades being in very small quantities. The same large roasting interest, quoted previously on the last of August, owned 95 per cent. of these low grades, and had contracts with responsible houses in Santos for future deliveries of low grades to be delivered in September, October and November. This authority states that more than one seller of such contracts to this interest could not deliver the goods and had to liquidate his contracts as best he could on August 30. Of the 1,600,000 odd bags of coffee in Rio and Santos, it is conservative to say that more than 600,000 bags are owned by two American roasting interests and the balance is held by some 250 commissaries, dealers and exporters. The bulk of distressed coffee in the countries of production has been moved and growers and dealers who are able to hold coffees for higher prices are doing so. Europe so far this year has taken very little coffee. In America generally demand from the interior points has been quite small and principally for low grade coffee, which indicates that general trade has decreased. There is every probability of prices going much higher in the early future. Locally the demand is steady, and the market firm. We quote :

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

The advance in pepper and other spices noted previously has been maintained and the demand generally is good. The scarcity of pepper stock on spot and due to arrive has occasioned a decided firmness. From the east it is learned that higher prices are being asked on pepper for shipment. Singapore black is ruling strong and was being held last week in large quantities at 13c ex store. In cloves decidedly bullish cables have been received from both London and Zanzibar, and the spot market has advanced to 16c per lb. on large lots. It is reported that this year's crop is smaller than was expected. As this is the second year of short crop, considerable difference in price is looked for. Nutmegs are also reported a short crop. The market is higher. Cassia has been consumed in large quantities this year, presumably owing to the fruit crop being so good.

Supplies are limited and stocks generally are reported small, so that higher prices may be looked for. We quote :

	Per lb.	
Peppers, black	0 20	0 22
" white	0 25	0 31
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

Locally the tea market remains about the same. There has been a slight improvement in the demand and considerable business has been done in lower grade teas of all descriptions. Japans are receiving considerable attention, having advanced 1c in low grades. Better grades of all kinds of tea are reported firmer. An advance in medium grades is expected. Choice teas are not so plentiful. Some business has been reported in China greens and the market is firmer. India and Ceylon greens are very quiet and lower in price, apparently at home and abroad, offerings being neglected. Two blocks of fannings, siftings, nibs and dust offered on this market during past few days, being held at Yokohama for shipment, were readily picked up by the trade. We quote :

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Considerable interest has been noticed in canned goods by the announcement of new pack prices for corn and tomatoes. The canners announce that in corn they will be able to deliver only 75 per cent. of their contracts, and in tomatoes only 55 per cent. New prices for corn, which opened at $1.10 for two pound tins, and tomatoes at $1.15 for three pound tins, have been advanced to $1.20 and $1.25 respectively by the Quebec Provincial Grocers' Guild for western pack, and $1.22½ for Quebec pack. New crop peas have been fixed at 85 and 95c; 82½c for common; best pack running at $1.30 for French brands. One concern that packed 9,000 cases of tomatoes last year, only turned 3,822 cases this year, and is holding for $1.25 a doz. The cost of American tomatoes laid down here from Baltimore is $1.22 to $1.30. We quote :

Fraser River salmon		5 75
Skeena "		5 65
River Inlet and Lowe Inlet salmon		5 35
Spring sockeye		5 00
Cohoes		4 00
Humpbacks		2 75
Tomatoes		1 05
Corn		1 25
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00½
Blueberries		1 10½
Raspberries		1 47½
Lawtonberries, 2s		1 57
Raspberries, black		1 42
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20½
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47
Cherries, red pitted, 2s		2 30½
Baked beans, 3s		1 03
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10½
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vege-

week and this has a tendency to make the market slightly easier. The firm undertone still exists and fresh eggs are in first-class demand. Straight gathered stock was sold at 20c to 20½c, No. fresh at 19c to 20c, and selected at 23c per doz.

POTATOES.

The market is much easier with good demand. Sales took place of Early Rose at 54c per bag, another car at 56c, one at 59½c, and another at 66c. Silver Dollar stock has brought as high as 52c per bag. There is a fair inquiry from Ontario buyers for supplies in this market. Choice stock has sold in a jobbing way from 75c to 80c a bag.

BEANS.

The bean market is a little firmer and has stiffened considerably. The new crop is on the market and five cars were sold for November shipment at $1.40. Good primes are hard to get in car lots except at prices ranging around $1.40. From the west it is learned that old crop is pretty well sold out and that the new crop is hardly fit to send to market, owing to its not being dry enough to thresh. Large quantities are expected, however, for shipment in a couple of weeks time. The demand for export has occasioned the hardening of the market, trade with France being extensive. We quote :

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes		1 40

HONEY.

There is little demand for honey and the market is dull. We quote :

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

There is nothing doing in maple products and prices are unchanged. We quote :

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

Business in hops is very quiet. Prices remain steady at 33 to 35c for choice Canadians and 28 to 31c for fair to good. We quote :

Choice	0 33	0 35
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

Flour market remains firm and the high prices have been steadily maintained. Receipts have not been so large locally and the complaint of the big millers is that they are oversold for home consumption and are unable to attend to the export trade. Considerable declines have been noticed in wheat in the west, but prices have kept up the flour. The continuation of inquiry from foreign sources for Manitoba Spring wheat grades is unusual, and some bids were received on low grades which were higher than millers have realized on spot. Local and country buyers have been active. Large numbers of car lot orders have been placed for both patents and strong bakers' at full prices. We quote :

Manitoba spring wheat patents		5 80
" strong bakers'		5 50
Winter wheat patents		5 70
Straight rollers		5 35
Extra		4 50
Straight rollers, bags, 90 per cent	2 50	2 60

ROLLED OATS.

The decline in rolled oats which took place last week has been steadily maintained and prices have been firmly held. We quote :

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 60
Rolled oats, "		2 55
" brls		5 00

FEED.

Mill feed is generally considered scarce. There is a good inquiry and prices are firmly held. We quote :

Mouillie	22 00	28 00
Ontario bran, in bulk	17 00	17 50
" shorts		19 00
Manitoba bran, in bags		19 00
" shorts		21 00

HAY.

Hay has been going forward for export to England in large quantities, and as a result prices have eased off. Locally business is active and prices remain about the same. We quote :

No. 1 timothy	9 0	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Oct. 6, 1904.

THE annual exhibition of the Royal Agricultural and Industrial Society, which is being held this week at New Westminster, is attaining such proportions that it is rapidly becoming what the Toronto fair is to Ontario, and the Winnipeg fair to Manitoba and the Territories. This year there are over 2,000 more entries at New Westminster, and in horses alone there are over 200, while last year there were only 86. One of the features of the show is the exhibits from the municipalities, eight being represented, and all kinds of grain, fruit and field produce are shown. Over the exhibit from Salmon Arm is the reminder: "In 1894 a wilderness, to-day a paradise." This would apply to nearly all of the districts represented.

The display of fruit would be impossible to surpass, and this year, owing to the warm weather, there is better coloring to the apples of the lower mainland. In the competition for the best collection of apples, five of a variety, there were nine entries, the prize being won by Middleton, of Vernon, while Mr. Thomas Earl, of Lytton, came but one point behind. Notwithstanding the bad year for plums and prunes, there are some excellent samples shown, and in blackberries, never have they appeared so good. It perhaps, is usual to say that a show is always better than the last, and on no occasion could this be said more conscientiously. One of the interesting displays is that of several boxes of strawberries, the second crop, which many of the growers are obtaining this year. They are as excellent in flavor and appearance as the first.

The whole exhibition indicates greater development in agricultural lines, which British Columbia requires so much at the present time. Every horse and stock shed is occupied, and the animals are of such a high grade as to call for favorable comment from the judges, one of whom is Dr. Black, of Winnipeg.

* * *

Local markets are unaffected by features, unless it be in eggs. They are a surprise, especially to the householder. The reliable fresh article is selling at retail this week for 50 cents per dozen, though there is some talk of them being more plentiful. The reason for the supply being short is hard to find, although it is very well known it is. The Fall has been very mild and fine, and it was expected that fresh eggs would be easy to obtain. What keeps the price stiff is the further fact, mentioned previously, that ranch eggs are of poor quality. Last Fall and Winter it was not an unusual thing for many people to buy these eggs in preference to the high-priced article, but this season half of them are so bad they cannot be used.

Cured meats show a firmer tendency, and an advance is considered not improbable. Creamery butter keeps firm. Flour is still very firm, and there has been an advance in all the other brands in sympathy with Manitobas. Retail milk dealers have advanced the price of milk for the Winter. Last week it sold fourteen quarts for a dollar, to-day it is eleven quarts.

In fruits, local dealers are arranging for the Japanese orange shipments, or tangerines, which are a welcome fruit on the Pacific coast in Winter time. Summer fruits are about over, and the second crop strawberries, which are on the market, are held at a fancy price. Most

of them were shipped to the Territories. Watermelons are over for this season. It has been remarkable how many of these were brought to this market this year, the demand always having been very good.

What might be classed a feature importation was two carloads of lard brought from Prince Edward Island by R. W. Clarke, the commission merchant, who handles Nasco, the liquid soap. He placed the whole lot with one man, and with such a demand there should be an opportunity for parts of Canada not so far away.

• • •

Dawson prices are beginning to climb with the approach of Winter, and the usual heavy trade with roadhouses in the Fall.

The invasion of the western Canadian market by American firms is gradual but sure. At the New Westminster Exhibition, J. A. Folger & Co., San Francisco, have a large booth and are demonstrating their Golden Gate brand of coffees and such like, and this week Mr. George Beeh, representing the T. A. Snider Preserving Co., of Seattle, is in the city on an initial trip. This latter firm makes a specialty of catsup, and it is a lamentable fact that it is difficult to get a Canadian brand that is really nice. The "Blue Label" is the most sought after, and the Snider Company is making efforts to push its make.

Mr. L. W. Shatford, M.P.P., is interesting capital in the promotion of a scheme which should make good returns, and which should be a factor in the development of the interior of British Columbia. He has acquired an option on from 25,000 to 30,000 acres of land in the southern portion of the Okanagan Valley, 15,000 of which is well adapted for fruit raising. This is all in the dry belt, and with the wonderful influx of immigrants into that portion of the province, there is every probability that this large tract will be soon let to small holders, as is the intention of Mr. Shatford.

J. F. Pringle, for eight years connected with the Enderby Flour Mills, has accepted the position of wheat buyer and elevator manager for the Columbia Flouring Mills Co., with headquarters at Lethbridge, N.W.T.

George Galt, of G. F. & J. Galt, who was on a trip to the west a week or two ago, has announced that the firm will withdraw their Edmonton business and locate it at Calgary, where a thousand-pound tea mixer will be established.

George W. Dunlop, of this city, has disposed of his commission business to Steacey & Cavanagh. Mr. Dunlop accepts the position of manager of the B. C. Broom Factory.

A branch of the United Commercial Travelers is being established in Vancouver, and an enthusiastic meeting was held last Saturday. Mr. James Beveridge being appointed chairman, and Mr. R. Phelps, secretary. It is expected that a charter will be here shortly, and a grand organization meeting held in Christmas week, when the boys will all be home. Much interest is being taken in the order here.

Mr. Oscar Brown, one of the most successful fruit commission merchants in the city, left this week on a two months' tour. He will visit Toronto, Montreal and other places, before returning via St. Louis.

NEW GRAIN EXCHANGE FOR WEST

The new grain exchange, of which there have been rumors in Winnipeg from time to time, has at last been formed and will be called "The Western Grain Exchange." There is no intention on the part of these forming the new exchange to be in any way antagonistic to the present Winnipeg Grain and Produce Exchange; they merely wish an association to protect those dealers who are not members of the present exchange, and who do not feel justified in investing so large a sum of money as the seats on the Winnipeg exchange now demand. Officers elected are: President, W. Gibbins; Vice-President, D. N. McLean; Secretary-Treas., Orville Glenn; Arbitration Board, N. T. McMillan, C. C. Robinson, Jacob Friesen, T. J. Noble, M. E. Collin; Board of Appeals, J. K. McLennan, Frank Parker, J. Dyck, D. N. McMillan and W. Gibbins. The membership has already reached 50; the number is limited to 100, the first 75 seats to be sold at $50 and the remaining 25 at $100 each.

TRADE WITH SOUTH AFRICA.

Trade returns received at the Department of Trade and Commerce denote that Canadian trade with Cape Colony is growing. For the calendar year of 1902 the importations from Canada amounted to but $218,469. In 1903 they grew to $1,198,902. This increase was undoubtedly due to the Canadian Government's action in subsidizing a direct line of steamers. During the same period imports into the Cape from the United States increased by about $7,000,000. Imports from Germany also increased, while those from Great Britain diminished by about $3,000,000.

NEW CHOCOLATE INDUSTRY IN MONTREAL.

A new chocolate industry has been started in Montreal during the past week. Mr. T. J. Leary, "The Chocolate Man," sold out his business in Winnipeg and removed to Montreal, opening a factory at 85-87 Place D'Youville. Coming from Chicago, where he was engaged in the manufacture of chocolate creams, bon bons, etc., he started a factory in Winnipeg and established a large sale for his products during the year and a half of his stay in that city. Being desirous of entering the larger eastern market, he selected Montreal, and the most encouraging prospects are evident here. Mr. Leary's specialty is high-grade "Colonial" chocolate creams and bon bons, bitter sweet chocolate, etc.

EXPORTING MORE GOODS.

The September statement of the London, Eng., Board of Trade shows a decrease of $11,886,000 in imports and an increase of $13,064,500 in exports.

Imports from Canada for the month of September were as follows:

	Amount.	Value.
Cattle	16,850	£290,135
Sheep	5,941	10,397
Wheat, cwts.	337,400	127,292
Wheat, meal, flour, cwts.	139,100	70,979
Peas, cwts.	11,020	4,111
Bacon, "	104,787	249,163
Hams, "	26,110	65,767
Butter, "	59,937	267,752
Cheese, "	226,214	485,656
Eggs, gt. hundreds	8,686	3,242

HINTS TO BUYERS.

Buyers of Japan rice will do well to communicate with H. P. Eckardt & Co., Toronto, who are selling a fancy line at a low price.

H. P. Eckardt & Co., Toronto, received this week some fancy quality Oolong teas.

Cupid and Hermes apricots may be had from H. P. Eckardt & Co., Toronto.

The large warehouse formerly occupied by V. S. White & Co., St. John, N.B., is being thoroughly overhauled and remodelled for G. E. Barbour, wholesale grocer.

McKenzie & Martin, Vernon, B.C., have started a cash grocery business.

If you will display the same judgment in your selection of other goods that you do in purchasing coffees of **CHASE & SANBORN,** your store will get **a reputation that will be worth while.**

CHASE & SANBORN

The Importers, Montreal

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE

W. H. WILSON CO.,

LIMITED

TILLSONBURG, CANADA

POPULAR LINES

FOR YOUR

Coffee Trade.

Surpassing Milk Pail

AND

Presentation Tumbler

A Handsome Tumbler in each Package.

THESE ARE GREAT SELLERS.

The Robert Greig Co.,

LIMITED

Coffee Roasters,

TORONTO.

Our complete catalogue for the asking.

1842 **WE ARE STILL LEADERS.** 1904

IMPORTANT NOTICE!

All goods remaining in our stores, De Bresoles Street, after the fire, have been **transferred** to the **Insurance Companies.**

Our stock, which we are sorting up every day, is nearly **Complete** and is all **New** and **Fresh**

Our numerous Customers and the Trade in general, are invited to entrust us with their orders, which will be promptly attended to and filled with **fresh goods.**

WE HAVE A STAFF OF COMPETENT MEN.

We expect shortly a large shipment of WE ARE PROMPT SHIPPERS.

TEAS

1500 Half Chests and Caddies.

JAPAN TEA (including "Owl Chop" and "Beaver"),
PACKLING CONGOU,
YOUNG HYSON,
(Ping Suez.)

Also "Owl" Ceylon Teas in Packages.

What About Canned Goods?

We have made some large purchases.

We are quoting interesting prices.

WE ARE SELLERS. All New Goods. Let us hear from you.

L. Chaput, Fils & Cie.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors.

21 and 23 St. Antoine St., MONTREAL

SOLE AGENTS FOR SAINT LOUIS VICHY WATER.

MANITOBA MARKETS.

Winnipeg, Oct. 8, 1904.

THE Hon. Clifford Sifton, Minister of the Interior, has great expectations of the yield of the 1904 crop, and he cabled Lord Strathcona, Canada's High Commissioner in London, respecting the crop conditions in the following terms :

"I am now able to state definitely that under conditions of unusual difficulty in the Northwest a fair average crop of wheat of good quality has been reaped, and is now secure from substantial damage. The reports of injury by frost and rust were grossly exaggerated. The wheat of Manitoba and the Northwest Territories will aggregate from 55 to 60 million bushels. Quality is good and the price is ranging around $1 per bushel."

All markets continue bright, active and fairly firm.

Sugar.

The market is now quite firm and very active, quoting Montreal granulated in barrels at $5.30; in sacks $5.20, and yellows at $4.70. The market still quotes Wallaceburgh at $5.20 in barrels and $5.10 in sacks.

Evaporated and Dried Fruit.

The market still continues quite firm. The first shipment of Valencia raisins, Treynor brand, is now available, the market quoting the price at $2.10 per box. Evaporated apples will be in the market about the first week in November.

Canned Fruits.

The market at present is firm but very active, the market quoting strawberries at $3.25 per case, raspberries $3 per case of 2 dozen, and peaches (1904 crop) 2-lb. yellow $3.75 per case, and 3-lb. yellow $5.75 per case. Pears are now available, 2-lb. F. B. at $3.25 per case, and 3-lb. F. B. at $4.25 per case.

Canned Vegetables.

The market continues firm in all lines, still quoting canned beans at $1.80 to $1.90 per case, and canned peas at $1.90 per case. A short crop in corn is reported owing to the effect of an untimely frost which will make this line of canned goods rather scarce. We will follow up with the corn quotations about the 15th of October.

Beans.

The market still continues to stiffen, but white beans are as yet still quoted at $1.07 per bushel.

Rolled Oats.

The market is now holding rolled oats at the slight advance of last week, and a general firmness is now reported

No Competition . .

There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the Best Goods.

The public are quick to recognize Quality and have always awarded First Place to

Clark's Sliced Smoked Beef

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

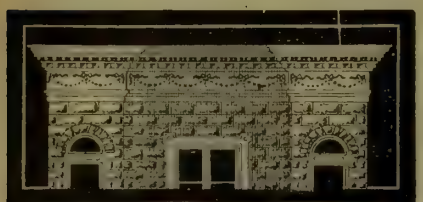
THE MOST NUTRITIOUS. **COCOA**

LATEST ARRIVALS

Trenor's Blue Eagle Selected Raisins now in store.
Finest Filiatra Recleaned Currants.
Finest Amalia " "
Choice Vostizzas, large, fat, blue fruit.
Also new pack Corn, Peas and Tomatoes.
Sealy's new pack, Imperial Boneless Fish, Quail on Toast and Pure Cod Steak.

See our travellers for prices or send for quotations direct to

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.
We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.
They give a very handsome effect, and enduring, practical satisfaction.
We give estimates if you send measurements and outline of the building.
Think it over.

Metallic Roofing Co.,
Limited,
Wholesale Manufacturers,
Toronto, Canada.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Brock's Bird Seed
Contains
BIRD TREAT
A bird medicine of highest value.
Always sell Brock's
NICHOLSON & BROCK, - TORONTO

quoting 80-lb. sacks at $3.25 and the usual list price on the smaller sizes.

Cornmeal.

The market is now quite firm, quoting cornmeal per sack at $1.75 and 90c per ½ sack.

Coffee.

The market is still holding green Rio at the old advance price of 10½c to 11c per lb.

Flour.

The market is now firm, quoting No. 1 patent at $2.90, No. 2 at $2.70, No. 3 at $2.10, and No. 4 at $1.55.

Syrups.

The market is still quoting Edwardsburg syrups at the advance of 2-lb. tins $2.40 per case, 5-lb. tins $2.70 per case, 10-lb. tins $5.50 per case, and 20-lb. tins at $2.40 per case. The Imperial brand of maple syrup is now quoted at $6 per 12 in a case for ½ gallon tins.

Cured Meats.

The market has now advanced and our quotations are as follows: Hams per lb., 14½c; breakfast bellies per lb., 14c; breakfast backs per lb., 10½c; picnic hams per lb., 8½c; shoulders per lb., 8½c; long spice rolls per lb., 10½c; short spice rolls per lb., 10c; long clear rolls per lb., 8¾c; dry salt backs per lb., 9½c.

Eggs.

The market is active and slightly in advance of last week's quotation. The supplies from the country continue to run very light and eggs are now jobbing to the trade at 22c per doz.

Green Fruit.

The market is bright and firm, quoting late Valencia oranges at $5.50 per crate; California lemons at $5.50 per crate; fancy Montana crabs $1.90 per case; Washington Italian plums $1.25 per crate; Washington peaches $1.25 per crate; Washington pears $2.25 per crate; Ontario Fall apples $3 per barrel; Quebec fqmeuse and Ontario snow apples $4.50 per barrel; Ontario basket pears, tomatoes and crab apples 65c per basket; grapes, blue and green, 30c per basket; California grapes (Tokays) $3 per case; cranberries, Cape Cod, $10 per barrel; celery, per doz. bunches, 50c; green tomatoes per lb., 3c; Spanish onions $1.50 per case, and Jersey sweet potatoes $5 per barrel.

W. Stoneman, grocer, confectioner, etc., Mitchell, Ont., has moved into his new premises, which easily rank among the most handsomely appointed groceries of Ontario.

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D Olier street, Dublin. (46)

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS WANTED.

TRAVELLER with good connection in Eastern Ontario seeks engagement. First-class recommendations. Box 176 CANADIAN GROCER, Toronto. (42)

WANTED—English Canadian would like to represent some good Canadian produce and provision houses in England on commission basis. Thoroughly reliable and best of references. Address J. H. W., CANADIAN GROCER, Montreal.

WANTED—Position as city traveller for wines, liquors, cigars and tobaccos by a young man well connected. Would take them on commission. Address Box 180, CANADIAN GROCER, Montreal. (42)

FOR SALE

FOR SALE—Old-established grocery, meat and liquor business, Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (42)

ONE of the best general stores in Manitoba. At least $10,000 cash required. For particulars apply to Foley, Lock & Larson, Winnipeg. (42)

FISH and OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

ALCOHOLISM The best treatment for all persons afflicted with the disease of drunkenness, is known only to
Dr. MacKAY
Address CITY HALL, MONTREAL, QUE
Absolutely private treatment.

ADULTERATION OF FOOD PRODUCTS

THE question of adulteration of food products has, during the past few months, received close attention at the hands of the Inland Revenue Department, Ottawa, and in some instances fines have been levied on manufacturers whose goods have been found, on analysis, to have been adulterated. The Grocer, as the organ of all manner of food product manufacturers, has at all times given close attention to the matter of pure food, etc., and at various times instances have been given where gross violations of the Act have been punished. It is regrettable that the Act, while in intention good, does not produce the effect contemplated by its promoters. Some of the provisions, notably the impositions of fines, are practically without effect as a deterrent. As is known some of the parties who have been fined were only unfortunate grocers, while the manufacturers escaped.

The Manufacturing Grocers section of the Canadian Manufacturers' Association, at its last meeting in Montreal in March, discussed the adulteration question freely and action was brought to bear upon the Hon. Mr. Brodeur, Minister of Inland Revenue, in the direction of a stricter enforcement of the Act where flagrant cases were found, and it is to the credit of the Minister and his department, that action is being generally taken to see that the adulteration of food products is stopped. The Manufacturing Grocers' section of the Canadian Manufacturers' Association has repeatedly urged the Minister of Inland Revenue to enforce the Act in accordance with the strict letter of the law, and this evidences the desire of the manufacturers that they are ready at all times to co-operate with the department in providing Canadian people with pure food. The late report of the department showed that out of 74 samples of jams and jellies gathered by inspectors in various parts of the country, only four were found genuine by the Government analyst in a sense of the definition claimed by the department, that "jam is fruit, cane sugar and water." This shows a rather unsatisfactory condition of affairs, and though in many cases such innocuous articles as turnips and glucose were employed, harmful adulterants such as coal tar dyes and salicylic acid were discovered freely. Regarding the adulteration of peppers, cloves, ginger, cinnamon, allspice and mixed spices, out of 189 samples collected only 88 were pure, and it was found in the case of the latter class of goods that stone, husks, shells, sweepings, charcoal, hair, chips and dirt, were found by the analyst as component parts of the goods. Such a condition of affairs is apt to make one shudder and suspect almost anything except nature's own products.

Adulteration Owing to Demand for Cheap Food.

Mr. Milton L. Hersey, the chief analyst of the City of Montreal, in submitting his annual report to the aldermen, drew attention to the fact that much food that is dangerous to health is being consumed in the city. This statement is open to doubt; because an analyst, not being a business man, naturally looks only to the scientific construction of the goods placed before him for analysis. Mr. Hersey's examinations covered such articles as cream, maple syrup, maple sugar, candy, sugar, honey, essence of lemon, coffee, canned salmon, canned tomatoes, pickles, cake, bread and flour. In reference to these articles he reported that many of them were often harmlessly adulterated. The main object of such adulteration seems to have been the desire to cheapen the quality of food in a way to effect their taste and appearance as little as possible and yet enable the goods to be sold at practically the price of pure goods. It would seem that as a general rule the cheapening of foods by the use of harmless adulterants is not entirely for the financial benefit of the manufacturers, but is done to a great extent owing to the demand of the majority of the consumers for as cheap a line of goods as possible, provided they are wholesome. As specific instances of adulteration, Mr. Hersey mentioned olive oil as being adulterated with cotton seed oil; maple sugar replaced in whole or part by brown sugar; maple syrup adulterated with glucose cane sugar and water; pepper with stones and pulverized nut shells; jellies and jams adulterated with apple jelly and artificially colored. He reported that there was a considerable adulteration of maple syrup, the principal adulterants being glucose and ordinary sugar cane. Mr. Hersey stated that these adulterants (that is glucose and cane) only cheapen the syrup for the manufacturer, but did not lessen its nutritive value. Maple sugar, he further stated, was also frequently harmlessly adulterated, the principal adulterant on the Canadian market at the present time being ordinary brown sugar and white granulated sugar.

To go into the question freely and completely would be a matter involving much time and detailed labor. The feature that strikes The Grocer is how far it would be consistent to endorse the placing on the market of goods in consumption, and as the field is rather large it has been thought well to take the case of maple sugar and maple syrup, which article, it may be stated, is essentially a Canadian product and one that has come under the Inland Revenue Act. Maple syrup is sold through Canada and enters into consumption freely, it is also an article that has received the attention of the department, as only last month a fine was imposed upon a syrup manufacturer in Sutton, Que. The Grocer has interviewed a number of leading maple syrup manufacturers and dealers in the east, and the question of adulteration has been found, in the case of maple syrup manufacturers, to be one of great elasticity.

Syrups Not Adulterated.

Col. Fred Welker, president of the Imperial Syrup Co., was interviewed and went into the question closely with The Grocer representative. Col. Welker stated that he was aware of the action of the Department of Inland Revenue, and while not desiring in any way to be considered as not in favor of enforcement of the Act, he thought that the question of what constituted an adulterant was one that should receive careful consideration by the department. An adulterant is something that is deleter-

ious or foreign to the natural elements of the article to be adulterated.

The addition of ground cocoanut shells to pure Singapore pepper can be considered nothing more or less than an adulteration, as there is no affinity whatever between cocoanut shells and pepper. The same thing may be said as regards the addition of terra alba to baking powders. In the manufacture of syrups the addition of glucose should not be considered an adulteration, a certain percentage is only added by the manufacturer of syrups to preserve the proper consistency and to keep the syrup free from granulating or congealing.

Glucose being the purest kind of corn reduced to a predigested state is not an adulterant, and there should be no objection to its employment. As far as the products of the Imperial Syrup Co. are concerned, the colonel stated the discovery of any harmful adulterants would bring the finder a reward of $1,000. Maple sugar, as is well known, is made by the Canadian farmers, and there is no doubt that the use of granulated sugar has been resorted to by the farmer to increase his profit, granulated sugar being about half the price of maple sugar. The question is, can the addition of pure granulated sugar to the product of the maple be considered an adulteration by the Inland Revenue Department? Strictly speaking, granulated sugar is not an adulterant and is as pure and healthful as the maple product itself. It appears, however, that the judge, in the case referred to at Sweetsburg in August, considered the addition of granulated sugar as adulterating the maple sugar.

This is a question that should receive careful consideration at the hands of the department, and The Grocer cannot help but take the view that the Act is not intended to cover such cases too closely. Of course it must be admitted that when a person enters a store and asks for pure maple sugar or maple syrup, and pays the price for same, he should receive what he calls and pays for. The remedy it seems would be in branding the packages as mixed, blended or compound syrup and sugar, as the case may be. Maple syrup that has been scientifically mixed with a percentage of pure granulated suger is no less maple syrup in its blended form, than it would be in its pure form, as the elements are practically and identically the same. It is of course a well known fact that there are many impositions of maple syrup on the market which have never been near a maple sugar bush or have none of the elements of pure maple sap. These, of course, it is absolutely necessary to have taken off the market.

It is felt that if a strict interpretation of the Act as regards the use of granulated sugar with maple is carried out, it will result in the closing up of several large factories now engaged, and honestly so, in the manufacture of healthful food products. The closing of such factories in Canada would not prevent the sale of the goods on this market, as undoubtedly they would be manufactured in the United States and be imported into Canada.

PERSONAL MENTION.

Mr. Bernard Gallagher, Sr., wholesale meat merchant, of Moncton, N.B., died on October 8.

Mr. W. Moody, Berlin, Ont (Moody's Royal Blue) is a visitor to the Montreal and Quebec trade this week.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto, was a visitor to the Montreal trade during the past week.

Mr. Jason S. Creed, agent for Lipton's jams, jellies and pickles, Montreal, is making a canvass of the trade in the Maritime Provinces.

Mr. Shaw T. Nishimura, Montreal, is enjoying the sights of the St. Louis Exposition during the next two weeks. Mr. Nishimura's particular interests will no doubt be centred in the tea section and the exhibits of his native land.

Mr. S. W. Laird, from the Peterboro mills of the American Cereal Co., has been soliciting the Montreal trade during the past few weeks. Quaker oats is this trip accompanied by a fine line of new premiums which are of interest and value to the retail trade.

Mr. C. L. Farnworth, representing the F. F. Dalley Co., Limited, Hamilton, in Eastern Ontario and Quebec, was a caller at the Montreal offices of The Grocer this week. "Two in One" still seems to be a popular line, judging by the report of Mr. Farnworth.

Mr. J. McConnell, of Harriston, Ont., is dead. Mr. McConnell was formerly engaged in the grocery business in Chesley. After removing to Harriston in 1896 he became interested in the hardware trade and after selling out that business took a steady interest in the grocery business carried on in Harriston by his son W. McConnell.

Mr. and Mrs. R. H. Leach, of London, Ont., were among the few who celebrated the fiftieth anniversary of their wedding during the golden month of September. For the last twenty years Mr. and Mrs. Leach have resided in London, where Mr. Leach has conducted a profitable grocery business. The Canadian Grocer extends heartiest congratulations.

Two Japanese gentlemen prominently connected with the Imperial Agricultural Department of Japan were visitors to Montreal this week, Dr. Yoshishigo Otsuka, director of the Kiusiu Imperial Agricultural Experiment Station, at Kumamoto, and Hitoshi Nakamura, chief of the Agricultural Production, Department of Agriculture. The distinguished visitors have been attending the St. Louis Exposition as members of the International Jury Agricultural Department, Dr. Otsuka being vice-chairman. A flying trip is being made by them through Canada, and while in Montreal they made their headquarters at Mr. Shaw T. Nishimura's, of the Central Japan Tea Traders' Association. Their eastern tour will take in Boston and New York, returning via St. Louis and San Francisco.

HINTS TO BUYERS.

McWilliam & Everist, Toronto, are expecting a car of Jamaica oranges, a car of Valencia onions and a consignment of fancy package figs. These package figs are a new line and according to rumors they will prove a profitable line both to the merchant and the consumer.

W. B. Stringer & Co., Toronto, have secured the Canadian agency for the famous "Star" brand of Mexican oranges packed by E. Luketich & Co., Hermosillo, Sonora, Mexico.

A car of Jamaica oranges arrived for White & Co., Toronto, this week. The stock came in prime condition, having been shipped in cool storage lately installed in ships plying between Jamaica and New York. Waste and heating of fruit while in the ship's hold were thus prevented.

Apitezo, the new cereal, for which the A. F. MacLaren Imperial Cheese Co., Toronto, are agents, is selling even better than expected. Jobbers report that they have more orders than they can fill, but the MacLaren Imperial Cheese Co. expect that they will immediately have sufficient stock here to supply all demands.

E. D. Marceau, Montreal, is offering special values this week in Madame Hout's coffee, Condor Japan teas, Ceylon green and black and Indian black teas.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

A CERTAINTY

OUR **CHOCOLATE**

For BAKERS' use

Can't be Beaten.

TODHUNTER, MITCHELL & CO.

Manufacturers TORONTO

"BETTER HURRY"

THERE ARE VERY FEW GROCERS IN CANADA WHO DO NOT HANDLE

BORDEN'S

"Eagle" Brand

Condensed Milk

IF YOU ARE NOT ON OUR LIST YOU HAD "BETTER HURRY."

IT HAS NO EQUAL

Selling Representatives:

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO Victoria and Vancouver, B.C.

There are many baking Powders of known and unknown worth. Many have come and gone, while others have come to remain.

EAGLE BAKING POWDER

is one of the brands that has come to stay. It is well known to be a reliable powder, and it is becoming more popular every day. MR. GROCER, it shows **you** a good profit. Have you stocked it?

J. H. MAIDEN, Agent

MONTREAL.

"THE MAPLE LEAF FOREVER."

COWAN'S COCOA

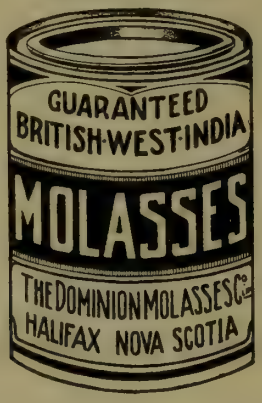
Is the Purest and Best in the World.

THE COWAN CO., LIMITED, Toronto

Cowan's Chocolate
Cake Icings
Cream Bars
Milk Chocolate, etc.

MOLASSES

2 lb. 5 lb.



3 lb. 10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

Figs

A Complete Line in Store

Fancy Stuffed in Cartons
" Pulled in Baskets.
" Filled in Cartons.
" Oriental Selected Pulled in Cartons.
Choice Elemes, in Boxes all sizes.
New Comadres in Taps.

Prices right and prompt shipment guaranteed.

WARREN BROS. & CO., = = TORONTO

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Pleasing Advertisements.

IT is difficult to over-emphasize the importance of a pleasing-looking advertisement. Such an advertisement attracts and holds the attention and wins the good opinion of the reader. Even poor copy may be made good on being well set up, just as a good suit of clothes seems to make an ordinary individual more estimable in public opinion. On the other hand, good copy may be ruined by poor display and poor type selection. There are submitted with this article two or three specimens of advertisements worth studying. It will be noticed that they

White Clover Honey

22c. per Bottle.
$2.59 per doz.

Absolutely pure.

And with the most delicious honey flavor possible.

Our WHITE CLOVER is not only recommended for its purity but also for its exquisite flavor.

Finley Acker Co.
Market Street

are the acme of simplicity, and, while being of small size, are none the less striking. Their style can be reproduced in practically every printing office in the country. It is well to note the effect of the "white space" in these examples. White space is like ample ground surrounding a dwelling; like a silence preceding an announcement. It is an excellent expedient to command attention, and, being white, it is the perfection of simplicity.

Advertisements set up after the manner of the accompanying illustrations, while being as simple as can well be imagined, are rare. It is usually a long time before a writer of advertising, even a specialist, learns to prefer this style and to instruct his printer accordingly. It serves to illustrate afresh the old but true saying that simplicity is highest art.

Kippered Herring

15c. per Can.
$1.75 per doz.

Aren't you fond of Kippered Herring?

They make a very appetizing breakfast dish if merely heated.

Some prefer them to beefsteak.

Finley Acker Co.
Market Street.

Scouring Soap

6 bars, 25c.
10-bar earton, 40c.
36-bar box, $1.35

This soap represents the finest scouring soap on the market.

For cleaning paint, wood, marble, glass, chinaware and all metallic surfaces.

The texture is as fine as some house cleaners which sell for double the price.

Finley Acker Co.
Market Street.

Lessons in Advertising.

In next week's issue of The Grocer there will be begun a series of instructive papers on advertising. There is a widespread desire on the part of merchants, clerks and others for a working knowledge on the construction and preparation generally of advertisements. Courses on this subject by mail are provided by a number of institutions in the United States and at least two in Canada. Good instruction, however, so provided, which costs from $25 up to $50, or even more, is rather too expensive to suit the majority of people. Then, too, a good many who have begun a course of instruction by mail have failed to complete the course owing to the irksomeness of having to "do lessons" for examinations.

Plantation Kisses

21c. per pound

A dainty bar of the molasses taffy variety, yet different from any other in its composition.

The confectioner's skill in transforming what might be an ordinary piece of candy in the hands of ordinary makers, into a delicious sweet worthy of a place among high grade confections, is in palatable evidence in this special.

Each piece is delicately wrapped. Samples free. 21c. per lb.

Finley Acker Co.
Market Street.

The Canadian Grocer, appreciating these several aspects of the problem, has undertaken to provide a series of study papers, and it is hoped that this new feature will prove beneficial to its many thousands of readers. While it is not the intention to set problems, yet any reader of The Grocer who wishes to ask questions, to have difficulties solved, or special points made clearer, is welcome to write the editor of this department, who is also the instructor, and a special letter in reply will be sent him. These study papers will appear once a month.

THE COST

to the dealer of Perfection Cream Sodas is no higher than that of other makers. The quality of

PERFECTION CREAM SODAS

is distinctly superior to that of any other soda biscuits made. We believe this,—it is not mere gush. We believe this and we want you to believe it. When you sell

Perfection Sodas

you honor your business. Give us your biscuit trade.

3-lb. Cards or Tins

THE Mooney Biscuit & Candy Company, LIMITED, Stratford, - Ontario.

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiry concerning Canadian trade has been received by the curator, Canadian section, Imperial Institute, London, Eng.:

88. A firm in Manchester asks to be placed in communication with leading Canadian buyers and importers of malt vinegar.

The following trade inquiries have been received by the Department of Trade and Commerce, Ottawa:

19. A Parisian firm wants to be put into communication with Canadian buyers of cod liver, whale, seal and generally industrial oils.

21. A cold storage warehouse wants to get into communication with fruits and fish exporters.

23. A big proprietor of vineyard plots in Tunis and Algiers, wants a good representative here for the sale of his wines.

24. A manufacturer of rice-starch in France is desirous to get into communication with dealers of like products in Canada.

25. A French firm exporting sardines and canned goods desires to get into communication with like buyers in this country.

30. A cognac firm wants good representatives in Canada.

The following inquiry for Canadian trade has been received by the Canadian commercial agent, Melbourne, Australia:

2. The agency department of one of the most important Australian firms, with branches and offices in various States, desiring to make its sample collection in its existing agencies a representative one, is anxious to secure the sole Australian representation of Canadian manufacturers, who desire to exploit this country. The firm in question does a very extensive indent business, and at the present time holds several British and Continental agencies, particularly in hardware and dry goods lines.

The following inquiries concerning Canadian trade have been received by the High Commissioner for Canada in London, Eng.:

140. Inquiry is made by a London house respecting the prospect of doing business in Canada in pure Dutch cocoa powder, prime chocolate powder, straw bottle envelopes, electric lamps (incandescent)and soaps of all kinds.

141. A Hamburg firm has asked to be placed in communication with Canadian shippers of beans for European markets.

142. A firm in Devon doing a large wholesale trade ask to be placed in communication with a Canadian house manufacturing brushes, combs, pens, pencils and general groceries.

143. A Cardiff firm asks to be placed in communication with exporters of cases from Canada complete with cardboard packings.

144. Inquiry is made by a Bristol correspondent for the names of Canadian manufacturers of high class butter with 1 1-4 per cent. salt, for printing and rolling purposes, who desire to be represented in this country on commission.

145. A firm in Triest (Austria) have asked to be placed in touch with Canadian exporters of peas and beans.

146. A Swansea correspondent has asked to be placed in touch with manufacturers in Canada of wooden discs for placing on top of corks of mineral water and other bottles.

The names and addresses of the firms making these inquiries may be had by application to the Department of Trade and Commerce, Ottawa. Parties making inquiries will be careful to mention the office under which said inquiry appears and the number.

CONDITIONS AT PRESENT IN SOUTH AFRICA.

Mr. C. S. Rubin, formerly of Montreal, but now of Port Elizabeth, writes as follows of conditions in South Africa :

"There can be no gainsaying the fact that the wave of depression which has got South Africa in its grip is causing a serious amount of destitution all over the country. In all parts of the subcontinent this is the case, but, perhaps, Cape Town and Johannesburg are feeling the pinch even more acutely than other parts of the country. Unfortunately people at home will still persist in believing that they have only to come to South Africa and their fortunes are made. They will not believe that this country is still overshadowed with heavy clouds of depression. They, therefore, continue to flock to South Africa, which they foolishly believe is like Palestine of old, a land flowing with milk and honey, and in the end these new comers help to swell the ranks of the unemployed. Cape Town is their port of disembarkation, but they invariably make they way to Johannesburg—the Golden City which draws them to it like a magnet. Some, however, get no further than Cape Town, and so those two places suffer the most from this influx of population."

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. **Van Houten's "beats the Dutch."**

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET. **MONTREAL.**

NUTS

Is your stock in shape to bear the strain of the Hallowe'en demand? If not, we have full lines of **Peanuts**, green and roasted, **Filberts, Walnuts** (Marbots) **Pecans, Brazils, Cocoanuts** and **Canadian Chestnuts.** Also Shelled Almonds and Walnuts. And the prices are right.

If not in receipt of our price list, send us your address.

McWILLIAM Mc. AND E. EVERIST

Phone Main 645.

TORONTO, CANADA.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.

HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Cranberries, Oranges, Lemons.

Write for our quotation lists. We are prompt and careful shippers.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants. 82 Colborne St., TORONTO.

GREEN FRUITS

Pack Apples for Export in Barrels.

CONSIDERABLE discussion has arisen among Canadian apple shippers as to the proper package for the export trade. The consensus of opinion is that barrels are preferable to boxes notwithstanding the claim made by certain parties in Great Britain that smaller packages are coming more and more into general favor and will ultimately take the place of the regulation barrel.

By way of showing the actual opinion held by English buyers on the subject J. B. Jackson, Canadian commercial agent for Hull and Leeds, Eng., has submitted a number of reports, which go to show that a large proportion of the English trade favors the barrel:

HULL.

"Barrels should be adhered to, best style of package and most acceptable to English buyers." "Favor barrels as heretofore, very poor opinion of box apple trade." One large firm here thinks "there is a good chance for an enterprising firm to introduce packing in boxes with success and profit; two sizes of boxes, 56 pounds, and 112 pounds, for finest fruit."

DONCASTER.

"Prefer barrels to boxes, but think barrel containing 9 stone (126 pounds) much better than the package used by Canadian shippers; 28 pound box is a nice package aqd more profitable for salesmen to handle, but only when freshly packed. Fruit does not keep as well in boxes, and wastes more quickly."

HUDDERSFIELD.

"Barrels are best providing packers use discretion in packing fruit in condition not to arrive in England over-ripe. Last year had large quantity of boxes of apples from the Canadian and West Indian Fruit Company, and they arrived very much bruised."

BRADFORD.

The Bradford Wholesale Fruit Association, at a meeting called for the purpose of discussing this question, decided "that the present in uniform barrels are the best packages for our town."

NEWCASTLE-ON-TYNE.

"Present mode of packing Canadian apples in barrels cannot be improved upon providing the fruit is packed sound, tight and uniform in sample; barrels are more preferable to handle than boxes, not so liable to be thrown about in transit by carriers."

NOTTINGHAM.

"Do not consider packers of Canadian apples can do better than stick to the barrels. Canadian apples packed in barrels always give satisfaction to every one connected with the business here. From time to time the growers have used boxes by way of experiment but this has never, in our judgment, been any advantage to the growers but rather the reverse and we should be sorry to have Canadian growers depart from this well established package."

Concerning the Canadian Export Trade.

THE Dominion Fruit Inspector at Montreal writes with reference to export apples that with the exception of "snows" and a few similar varieties the pack is coming fairly clean and in much better condition than last year. A great improvement is noticeable in the barrels.

J. Brown, inspector of the Department of Agriculture at Glasgow, reports that in connection with a recent shipment of Canadian Bartlett pears to that port, a noticeable feature was the fact that the pears which were wrapped in paper were firmer and in much better condition than those which were bare. This tends to confirm the opinion expressed by W. A. MacKinnon in his bulletin on the export pear trade, issued last year, that every pear which is shipped to Great Britain should be wrapped separately in paper.

To Examine Special Fruit Cars.

The Railway Commission, Ottawa, is sending J Hardwell, traffic officer, accompanied by a representative of the Canadian Fruit Growers' Association, and possibly a representative of the Canadian railway companies, to examine the special cars now used for the transportation of fruit in Canada and the United States, with instructions to make a thorough examination of such cars, gathering all the evidence they can, and report at an early date what they believe to be the best car. In coming to a conclusion they will consider the suitability of the car for carrying freight in hot and in cold weather, its adaptability for transporting other freight when not required for fruit, and the cost of building a car which will best meet the requirements.

It is hoped that in this way the vexed question of providing suitable cars for the shipment of fruit may be settled to the satisfaction of all concerned.

—

Fruit Growers Combine.

The Annapolis Valley Fruit Estates, Limited, has been formed in Halifax to engage in fruit culture on a large scale in the Cornwallis and Annapolis Valleys. In addition to apples, small fruits will be cultivated as well as potatoes and other vegetables. The company will also erect a canning and vinegar plant, and a barrel and box factory for the manufacture of fruit packages.

—

High Price for Canadian Apples.

A cable from Liverpool says that first arrivals of Nova Scotia apples for the present season have brought phenomenal prices, namely, 24 shillings a barrel for best grades. The first steamers brought 54,000 bushels; the second, 51,000, and, at the height of the season, weekly imports may range from 200,000 to 250,000 bushels. The increased popularity of these apples proves that they are taking precedence of English. In addition to the quality being exceptionally good, they are put up in barrels and can be depended upon. In consequence of the large home and foreign crops, Canadian and American apples must be sold cheaply on the other side if they are to compete with English fruit this season.

—

Fruit Notes.

A project is on foot to acquire the extensive Ellis ranch in the Similkameen district, B.C., and open it up for fruit growing. The tract consists of 35,000 acres, and is thought to be fully equal to the famous Okonogan, which produces the finest fruit in British Columbia.

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville. Ont

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

1904 CROP
Dates — Hellawee Sair Fard
First shipment due in Toronto in a few days. Let us have your order. Our price will be right, the quality right, and you will be right in it by having the first in town.

Figs
Table Figs all sizes boxes, grades and prices, packed under Butterfly Brand, representing Smyrna's finest figs. Also are showing a full line of fancy washed figs, stuffed dates in small boxes, etc.
Our price list explains fully.
WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East, TORONTO.

W. B. Stringer
J. J. McCabe
'Phone Office Main 520.
Miscellaneous
RETAILERS can add to their profits by having us fill their orders on this market. Is your trade coming our way?
EXPORTERS. There is an improvement in the English Apple Market. J. C. HOUGHTON & CO., LIVERPOOL AND LONDON always secure top prices—give them a share of your shipments.
WHOLESALERS can make money in LEMONS by importing a good line—as "ST. NICHOLAS," "HOME GUARD," "PUCK," and "KICKING." We are Agents and are now taking orders for November shipment. We are also Agents for the famous "STAR" BRAND MEXICAN ORANGES. It is wise to place orders with us now subject to confirmation on receipt of price.
61 Front E., Toronto W. B. STRINGER & CO., Agents Fruit Brokers

WESTERN ONTARIO HEADQUARTERS
FOR EVERYTHING IN FRUITS
JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.
CRANBERRIES Strictly Fancy, Early Blacks. Prices close.
Phone, Wire or Mail Orders. HUGH WALKER & SON GUELPH, ONT.

TRADE MARK
This design a guarantee of quality.
GREY BREAD WRAPPER —A— SPECIALTY
ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING.
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO. LIMITED Toronto Montreal

APPLES
Packed by men
accustomed to packing for European market—better fruit, better graded fruit.
NORTHWEST DEALERS
should send for quotations.
EBEN JAMES
BOARD of TRADE BLDG. TORONTO

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street, MONTREAL.
Tel. Main 778.

The hardest years, the test years, of **any new article** making a plea for public favor are usually the **3rd** and **4th. Many package teas have died** in infancy.

Blue Ribbon *Ceylon* Tea

is in its teens—and its sales are "growing like a weed."

The Red Label, sold for 40c., worth 50c., suggests a reason.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Breakfast Cocoa

¼-lb. Tins—40c. per b.

Prepared Cocoa

¼-lb. Tins—32c. per lb.

Elite Cooking Chocolate

¼-lb. Blocks—30c. per lb.

Diamond Sweet Eating Chocolate

⅛ lbs., 6s, ¼s—24c. per lb.

For sale by all jobbers.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

FLOUR AND CEREAL FOODS

Canadian Flour and the West Indies.

THE Department of Trade and Commerce at Ottawa has received replies from a couple of its agents in the West Indies as to the opportunities for increasing sales of Canadian flour, and the favorite method of packing. The agent for Antigua, Montserrat and Dominica, reports that the flour trade is now wholly with the United States, and coolly suggests, as the only means of introducing Canadian, that it be exported via New York "without the word Canada appearing." In these islands the duty on flour is about $1.70 per barrel. The agent in Jamaica, on the other hand, reports that Canadian flour is in equal favor with that from the United States, and says that the only reason a larger business is not done is that Canadian millers do not take any pains whatever to cultivate the market. The duty in Jamaica is $1.92 per barrel.

OPINIONS OF PROMINENT EXPORTERS.

Mr. F. H. £nson, one of the prominent officials of the Ogilvie Flour Mills Co., Montreal, smiled when he was shown the report of the Government agent in the West Indies. He said, with all due respect to Mr. Bryson, who signed the report, he considered it more of a joke than anything else. His company sold at least 75,000 barrels of flour last year in the West Indies; just what kind of flour they shipped, and how they shipped it, was really nobody's business but their own. He himself had lived in the West Indies and had studied all the conditions existing there. The Ogilvie Flour Mills Co. intended to capture that trade, and he knew that they could do it. Already their New York office and warehouse had doubled its output within the year, and an immense quantity of that flour went direct to the West Indies. To illustrate how the shipping is done from New York he showed biils for amazingly small amounts of flour; that is, in places like Demerara, Antigua, and in fact any port in the West Indies, flour was not intended to be kept, so these bills which he showed recorded shipments of as small a quantity as two bags of flour, and then they ranged somewhat as follows: 20 bags, 65 bags, 25 barrels, etc. No small miller could undertake to ship flour to the West Indies, as many complex conditions, which entail great expense, have to be studied and thoroughly understood. As far as the Ogilvie Flour Mills Co. is concerned they were not very likely to tell their business secrets to the Department of Trade and Commerce, or anyone else.

Mr. R. Neilson, export manager of the Lake of the Woods Milling Co., Montreal, who was also seen in this connection, said that his company were not bothering about the West India trade at all. He believed that the complaint regarding Canadian flour, which referred to the quality not being able to stand the climate, was absurd. It was an old American dodge, he believed, in which they never took any stock. The chief trouble with the West India trade was, as far as they were concerned, that they could not ship flour there except on consignment. In this manner the receiver of the flour did not buy the flour, he simply got it shipped to him and the shippers risked the whole amount of its value, often receiving an indifferent price for it, and then only two or three months after it was shipped. It was a trade they might go after later on.

Mr. C. B. Watts, secretary of the Dominion Millers' Association, while enthusiastic about the possibilities of Canadian flour in the West Indies, hesitated to express an opinion on the particular phase of the Canadian trade outlined by Mr. Bryson, Canadian commercial agent for Antigua, Montserrat and Dominica. There were so many sides to the export flour trade that it was difficult to state one's attitude in a few words. Speaking generally, however, he would say that instead of doing away with the identity of Canadian flour the best and only means of pushing it in the West Indian markets was on its merits as a Canadian product. The prejudice against Canadian flour in Antigua, Montserrat and Dominica, however, was hardly to be looked upon as serious, since the total consumption of flour there was only 25,120 packages of 196 pounds each, and it would hardly break any Canadian exporting firm if they were to have to remain out of this market, particularly in the "superfine" flour referred to by Mr. Bryson in his report. It was in such grades as patents and strong bakers that Canada's hope rested, and it was only a matter of time and evolution until this article would become a staple in the West Indian market.

M. McLaughlin, of Toronto, said he had not been directly interested in the West Indian flour trade. He remembered, however, that certain Canadian flour milling firms tried to exploit West Indian markets many years ago, when the art of packing was not on the scientific basis it is to-day. Green wood barrels were used and very little care exercised in the packages generally. As a result, by the time the flour passed the tropics it was damaged, either from souring or otherwise. Quite naturally a prejudice was aroused against Canadian flour among the West Indian trade.

Mr. McLaughlin thought that the Canadian commercial agent for Antigua, Montserrat and Dominica must have been indulging in some such morsel of ancient history when he made the statement that the best means of overcoming the existing prejudice against Canadian flour would be to export via New York without the word Canadian appearing. There was no doubt but that Canadian flour exporters were holding their own in the West Indian market and that even their New York shipments compared favorably with anything sent from across the line.

Festive Gathering.

On Monday of last week newspaper men from all parts of the United States and Canada to the number of over two hundred were entertained by C. W. Post, of the Postum Cereal Co., at Battle Creek, Mich.

It is only nine years since the manufacture of Postum products was begun, whereas at the present time there are fourteen different factories engaged in the manufacture of the same. For advertising Postum Cereal and Grape-nuts over a million dollars is expended annually, and it is to this that Mr. Post ascribes his great success.

Re-burnt Grain.

A few weeks ago The Grocer referred editorially to the fact that a mixture of burnt grain, unfit for milling had been shipped out of the G.T.R. elevator at Point Edward, purporting to have been

The Outstanding
Breakfast Food
To-day

NOTHING

short of absolute merit will account for the triumph of

ORANGE MEAT

—the ready for serving breakfast food.

Premiums, advertising push have had their part, but these would never establish this or any breakfast food in popular favor.

To-day in every part of the Dominion Orange Meat holds first place. It has ousted some foods and has created a fresh faith in the goodness of cereals ready for serving.

Grocers should think on these things.

THE FRONTENAC CEREAL CO., Limited

KINGSTON, ONT.

shipped out of parcels of wheat inspected No. 3 Northern at Fort William.

Meanwhile the Winnipeg Grain Exchange have taken up the matter, recognizing the seriousness of such grain getting into export shipments carrying the Government certificate, and at their last meeting adopted the following resolution:

"That the Government of Canada be requested to require elevators receiving graded grain at or east of Fort William to be licensed and bonded and subject to such restrictions as are necessary to insure the different grades being kept separate and distinct and to prevent any further occurences of such a mixture, and as far as possible secure the shipment of the identical grain received on account of each shipper."

Grain Surveyors Appointed.

The appointments of the Toronto Grain Survey Board have been completed during the week. The members of the board will be Thomas Flynn, W. D. Matthews, Hedley Shaw, John Carrick, H. N. Baird, C. W. Band, J. D. Flavelle, J. C. McKeggie, J. S. Spink and W. E. Milner. The board, which was constituted by the grain inspection act, will hear appeals from the decision of the grain inspector for the district of Toronto, and from their finding there will be no appeal.

Largest in the Empire.

Winnipeg is the second largest wheat market on the American continent, and the largest in the British Empire. Minneapolis takes the lead on this side of the Atlantic. The following table is interesting as it shows the amount of grain inspected at American points last year:

	Bushels.
Winnipeg	51,833,000
Duluth-Superior	42,046,923
Chicago	37,940,953
New York	35,101,950
St. Louis	30,667,212
Kansas City	24,018,400
Montreal	20,177,624
San Francisco	15,200,905
Boston	13,780,193
Baltimore	11,655,255
Philadelphia	10,805,598
Toronto	159,394

Grain Survey Board Appointed.

The Department of Trade and Commerce has notified the Board of Trade that the following persons have been named as a grain survey board to act in the district in which is situated the port of Montreal: Thos. A. Crane, C. B. Esdaile, Alex. McFee, J. S. Norris, A. G. Thomson and E. S. Jacques.

The following were named as a Board of Grain Examiners, in the same district, to examine and test the ability and fitness of applicants for certificates and qualification to act as chief inspectors, inspectors or deputy inspectors of grain: James Carruthers, C. B. Esdaile, E. S. Jacques, H. D. Metcalfe and A. G. Thomson.

Lake of Woods Milling Co. Meets.

At the annual meeting of the Lake of the Woods Milling Co., held October 5, there were present T. Fyshe, who presided, Robert Meighen, David Russell, James N. Greenshields, S. Carsley, W. Strachan, Robert Reford, James Robinson, of Millerton, N.B.; R. E. Greenshields, George Smithers, Hon. Robert Mackay, John Hamilton, and Mr. Blackader. Mr. Meighen, as the active head of the company, made a statement, in which he remarked that not a dollar of profit had been made by the company in wheat speculation, and not a bushel of wheat had been purchased for speculation. For the past fifteen years the policy of the company had been against speculation, the Lake of the Woods Milling Co. confining itself to purchasing what was necessary for the mills. At times it was found that certain lots of wheat purchased had not come up to requirements, and this was immediately resold. Mr. Meighen's remarks gave great satisfaction to the shareholders.

The annual statement ending August 31, 1904, was presented and found satisfactory. The meeting was then adjourned until October 26, at which time the new board of directors will be elected.

Cereal Notes.

The Lake of the Woods Milling Co. reduced the price of flour in Victoria, B.C., 5c per barrel on October 1, thus making the f.o.b. price of flour the same in Victoria as in Vancouver.

Henry C. Reed, of Sackville, N.B.; Fred W. Emmerson, of Moncton; Hon. H. R. Emmerson, James Friel and H. R. Emmerson, jr., of Dorchester, N.B., have been incorporated as the Elgin Milling Company, with a capital of $10,000.

Mr. A. Gyorgy, agricultural commissioner of the Hungarian Government at London, Eng., is in Canada on a tour of inspection. He is investigating and reporting upon new varieties of wheat which might be cultivated with advantage in Hungary, as well as the organization and control of co-operative agricultural companies.

Dear Sir,--

We've just gone to press with a second edition of the new "Cow-brand Recipe Book" and shall be pleased to send you as many more copies as you can use to advantage.

At the rate business is growing, we judge we must be doing our part well. Our output this year is away beyond anything in the past, which is another way of spelling "satisfaction."

The best is none too good for the trade we're after. The more we do, the more we want to do. Kindly advise us if anything is wanted.

Respectfully,

JOHN DWIGHT & CO.

Shredded Wheat

...AND...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2 75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited

Hamilton, Ont.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Story of a Cuban Tobacco Seed.

THE following sketch on the evolution of a Cuban tobacco seed has been written by Dr. Leonard Sisinau for the Western Tobacco Journal :

I don't really know how it came about, but this little seed, almost as small as the proverbial mustard seed, found itself struggling with a lot of other little seeds, millions and millions of them, falling, rolling, swinging together in a sack tied by a stout rope of majagua, which was swung over the rafter of a small Cuban farm house among the hills of Pinar del Rio. Strung on the stout rope was a piece of yagua (a stripping of palm) to protect the little seeds from their mortal enemies, the rats.

The sack had been suspended many weeks until it seemed as if the little seed had been forgotten and its germ of life would not be utilized, and its ambition to be a strong, sturdy plant, like its sire, frustrated, but such was not to be the case.

Our little hero seed, after much struggling and pushing, finally made its way to the top and rolled itself over near one of the largest pores of the sack, where it commanded a view of everything that took place in the house. Several smaller and envious seeds which rolled over too near the hole fell through onto the ground, where they were ignominiously gobbled up by the hungry little chickens which were hatched in an old box in the corner two weeks previously to the beginning of this story. Profiting by the lesson taught in the fate of its late companions our little seed esconced itself in a safe place, where any attempt at interference by the others was impossible, as they would also fall through the little hole on to the ground, there to be devoured by their feathered enemies, whose appetite never seemed to be satiated.

One evening the family who lived in the house were sitting around the room holding an animated discussion. Duenna Josefa, the mother, with Maria and Nieve, the two daughters, were seated at the table picking the stems from the tobacco leaves which Don Manuel, the father, produced from a tercio (bale), kept near the sack among the rafters. The women, after carefully sorting, rolled the leaves into rough cigars, which were promptly consumed by the men, Don Manuel, his son Juan, and Felipe his son-in-law, the husband of Maria. The topic of their conversation was where should the seed beds (semilleros), be made that year.

Our little seed could not tell the decision arrived at, but when, next morning, Juan and Felipe were busy putting edges on the axes and machetes, and Don Manuel, in sorting over sacks and mending them with strings of majagua, and significant glances and guesses were made by the family as to the weight of the sack in the rafters, our little seed knew that its fate was soon to be decided, when shortly afterwards it and all its companions were taken down in the sack and spread on the floor of the room, carefully sorted over, resacked and borne on the broad shoulders of Felipe to a cleared space on the steep side of the thickly wooded hill that shelters the house from the north winds. Our little seed was pitched headlong into a neatly made bed, in a very soft place in the black loam. However, others of its companions rolled off and were crushed under foot by the sowers ; more fell in groups in holes and fared very much as they did in the sack.

At first our little seed felt very lonely at being separated from its companions, and was somewhat frightened when the earth was spread and tamped over it—it thought that its end had come, and that its ambitions were to be unrealized, but these fears were soon dissipated by the new life that seemed infused into it by the warm, rich earth. A change seemed to be occurring in its vitals. They seemed to expand, to burst, to be drawn upward by some unseen force to the air, until at last it saw the light of day, and felt the warmth of the sun's rays.

How proud and happy then was our little seed at its evolution, and as every day it raised its proud little head higher and higher the more vain did it become. One day it received a shock by seeing, a little to one side, a lot of other plants rudely struggling one against the other for possession of the little space that could not support them all. One morning these disturbances were brought to an end by the hand of Felipe, who wrenched nearly all of them from the loam. Our little seed was among the survivors. Don Felipe removed a stone that sorely tried the patience of our little hero, and tucked the earth well around it and its little com-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Singing the Same Song.

You will have noticed how persistently we have solicited new accounts for our cigars. We have been successful in persuading some scores of grocers throughout Canada to open up a cigar department in addition to their tobacco department. There are a host of other grocers, however, who do not yet see eye to eye with us in this matter. It is to them, mainly, that we have been singing our song.

Now think upon it.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

We say with knowledge that **T & B** Smoking Tobacco is the most saleable and uniformly profitable Tobacco on the market.

Order the 10 cent size.

Geo. E. Tuckett & Son Co, Limited,
Hamilton, Canada.

panions. Straight and strong it grew in spite of the hard winds and heavy showers. Many of its friends were swept away by the little rivulets as they coursed down the hill side. But Felipe, who watched over the welfare of this particular bed, seemed to single it out for special attention, until one day. horrors, it was ruthlessly pulled up, roots and all, with a great many of its fellows, tied together in a bundle and taken down to the house and covered with a wet sack. What new mortification! The poor little plant felt very bad, and its leaves became limp and turned a trifle yellow, and would have died had it not been taken out that very day with a good many more of its companions, and placed tenderly in a row in the revivifying earth. At first it seemed as if it would never have the strength or courage to raise its head any more, and the sun seemed to scorch as never before, and the earth was hard and cold. and far different to the rich loam on the hill side.

The next day Don Manuel came along carrying a dirty looking sack and sprinkled some of its contents around our little plant and more of its neighbors. Then it felt infused with new life, and that same afternoon they were blessed with a refreshing shower (aquacero), which made it feel grateful, happy and much stronger. Straighter, stronger than ever now it grew, proudly it opened itself in the morning to the sun's rays, which made the dew drops glisten like diamonds upon its leaves, and at even time it folded itself together and bent its head, as if to receive the benediction of the dying day.

There were several caterpillars and other destroying insects which tried to eat holes in its beautiful silky leaves, but the minute inspection that each plant was subjected to by different members of the family every second or third day saved it from thisdisgrace. When the showers were lacking the cool earth was well hoed around its stem and roots, and the little budding top leaves nipped off to make the under leaves larger, finer and stronger. Life for our little plant continued in this strain

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

CAN'T BEAT THEM

So is it with

McAlpin's Tobaccos

——**POPULAR** because of their flavor.

——**PROFITABLE** because of their price.

Are you selling them?

McAlpin Consumers Tobacco Co.
Toronto LIMITED

from Christmas to the end of March. The time was now come for the plant to enter in upon the life for which it was destined. Its ripened leaves were stripped from the plant and our hero began its new life.

As the leaf of our little plant was of the first (primera) class of wrapper, having no holes and with very fine veins and not coarsely marked, it was hung on a pole in a conspicuous place in the tobacco barn, so that when the buyers came around on a tour of inspection, during the curing of the leaf, it could make a good impression. Here it was transformed from the beautiful green of the fields to a rich, golden brown, which is so much in demand, and it became so crisp it could not bear handling until the rains fell, and the humidity of the atmosphere made it soft and flexible.

At the sorting (escojida) the leaves of our plant were counted among the best and placed in a bale (tercio) with many others, marked No. 1 (primera), and shipped to Havana, unpacked and repacked at the warehouse (for this was no common bale), and then it was hauled in one of those jolting two-wheeled Spanish carts called carretones to a large place, which had a big sign in front, " Fabrica de Tabaco."

There it was carefully unpacked in a large room filled with people of all colors, sitting at small desk-like tables making cigars. It was dampened and taken to a man at the head of the room who with two more men seemed to occupy a place apart from the rest. Then the leaves were left in his charge. He took them up and examined them carefully with his sensitive fingers. Over his face came a pleased smile, in approval and recognition of the superiority of the leaves of our plant, After being deftly smoothed out and cut they were wrapped around some filler of slightly inferior quality, but still high-class tobacco, which had the odor of that grown on the lowlands, and which, too, might have been wrapper but for the caterpillars which had eaten holes in their leaves, thus causing them to be classed as filler. All were from the Vuelta Abajo. Our plant has now evolved into ten aristocratic-looking cigars, and were placed in one little box, beautifully adorned, each with a golden girdle, sealed up and sent away to a foreign land.

* * * * * * * *

When these cigars were opened up to the light it was in a beautifnl salon of a fashionable club. These ten were handed to ten grave looking well dressed gentlemen. Their end in life was then accomplished. Their smoky souls mingled with the atmosphere, and their remains were deposited in the ash tray.

Value of Male and Female Labor.

THE girl cigar-maker in the East End, of London, Eng., who has been the means of causing a strike that has thrown 650 men and women out of employment, has, at the same time, brought into prominence the much-debated question of the relative value of men's and women's work. The cause of the strike was a simple affair, but it opens up a big question. The facts of the case were briefly these. The girl made a bad cigar, which was not only returned to her to remake, but the price of it was deducted from her wages, as is customary in the trade. On the other hand, male hands are not fined in this manner, and it is there the grievance is. What the girls demand is to be placed on the same terms as the men. It seems pretty obvious from official reports that women's labor cannot compete with men's. Granted that the girls' work is inferior to the men's, then it is only right that, whilst the man receives 4s. 3d. for 100 cigars, the girls should get only 3s. 6d. It is also proved that the women fail to get through the same quantity of work in the day, and their earnings in proportion are less. In this case the restriction imposed upon them of deducting from their wage is hard, for besides losing time that is precious to them, when they have to remake a cigar, they are also expected to relinquish part of their week's wages. As this rule does not apply to men, I think the women are quite right in desiring to be placed on the same footing in this regard only.

Tobacco Combine.

Meetings of the American, the Consolidated, and the Continental Tobacco Companies have been held to take action on the agreement for the consolidation of the three companies which was adopted by the derectors of the Consolidated Tobacco Co., on Sept 9. 1904.

The plan submitted proposes a consolidation of the three concerns with a total bond and stock liability of about $250,000,000, something like $110,000,000 less than the aggregate of that of the three companies at present. The merger plan has been postponed until Oct 17, in order to await the outcome of a suit against the combination.

Hints to Users of Tobacco.

Don't carry one or several cigars in the left or right upper waistcoat pocket. The body is a rare absorbent, and, especially in summer, with wide open pores, if tobacco is in close contact, there is likely to be an absorption of its principles which will result in vertigo, faintness and perhaps worse.

Enjoying the best of health, a certain smoker could not account for some very peculiar sensations at times which gave him the utmost alarm. Even in bed he would experience something approaching a sinking spell. He traced the cause to his carrying cigars in his waistcoat pocket.

There is an old standing tradition that cigars with spots on them are better than others. A smart American grower has invented a machine for sprinkling growing tobacco with a solution of potash to produce these spots. It need hardly be said that the whole idea is an absolute delusion. Tobacco for cigarette making is sprinkled with water before use. A London tobacco manufacturer has recently made the old discovery that the water from a well-known petrifying spring used for this purpcse gives the resulting cigarettes a most agreeable flavor, and cigarettes so manufactured will soon be on the market.

Tobacco Notes.

In England there are about 30,000 operatives engaged in the tobacco manufacturing trade, about one-fourth of whom are in London.

It is announced that the sales of Tuckett's Marguerite cigais for the month of September, 1904, reached the enormous total of 1,724,910.

The latest addition to the industries of Fort William, Ont., is the Fort William Cigar Co., which already is turning out an average of 1,500 cigars per day.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

FREIGHTS AND CHARTERS

A marked improvement has taken place in the freights and charters for the week. The demand for ocean grain room has increased especially from western shippers. Considerable business has been done for October and November shipment; in fact scarcely any room is left for these two months. The impression is that it would be impossible to secure one hundred loads for the balance of the season, as a result a decided firmness has set in and agents are inclined to ask higher rates, which in some instances have been paid. Although the rates quoted are the ones in force some variations were made early in the week as a round lot of London room on spot was let at 1¾d. and at the same time agents were willing to take 3d. to Avonmouth. Agents are now asking 1s. to 1s. 3d. for Glasgow, but relets have been done at 9d. Flour space has been taken readily at steady rates.

Grain—Liverpool, 9d. October-November; London, 9d; Glasgow, 1s to 1s. 3d; Avonmouth, 1s.; Manchester, 1s.; Antwerp, 9d.; Leith, 1s. 4½d. to 1s. 6d.; Dublin and Belfast, 1s. 9d. November.

Flour — Liverpool, 5c. per 100 lbs.; Glasgow, 7c.; London, 6c.; Bristol, 9c.; Belfast, 11s. 3d.; Leith, 10s.; Aberdeen, 11s. 3d.; Dublin 11s. 6d.; Manchester, 7s. 6d.; Hamburg, 10c.; Antwerp, 9s.; Havre, 12s. 6d.; Rotterdam, 10s.

Cheese—Liverpool, 20s. per ton; London, 25s.; Glasgow, 26s. 3d.; Leith, 25s.; Aberdeen, 25s.; Bristol, 25s.; Dublin and Belfast, 25s.

Butter—Liverpool, cold storage, 40s.; ordinary, 25s.; London, Glasgow, Leith, and Aberdeen, cold storage 45s.; ordinary, 30s.; Bristol, cold storage, 45s.; ordinary, 30s.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs.; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags	2240 lb.	5 c	7c	6-7c.	9c.	12/6	10	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	...	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	..	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	..	35/	.....	35/	.....
Butter, in cases and kegs	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.. ..	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	..	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	....	17/6	8/	.....	.....	13/9	....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c	12/6	17/6	.....	.....	17/6	8/	.	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.. ..	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	22/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.. ..	.....	15/	.....	.....	15/	..	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.. ..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ..	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	....	32 6-37 6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

SELF-HEATING CANS.

A novelty is being put on the Canadian market by the Self-Heating Can Company, of Norridgewock, Me., in the shape of a can which will itself heat the contents when so desired for use. This is done by having an inner can, which contains the fruit of vegetables which is enclosed in a large one. The intervening space is filled with unslacked lime and water in such shape that the two are kept apart until required. Then a blow by a punch attached to the can opens a passage for the water to come in contact with the lime and in about fifteen minutes sufficient heat is generated to prepare the contents for the table.

Mr. F. S. Jewett, treasurer of the company, is introducing it in Canada and has every expectation of its soon holding a strong position on the market. He is having his cans made at the Acme Can Works, Maisonneuve, and has nothing but praise for the businesslike and well-finished manner in which they fill their contracts with him.

YOU CAN DEPEND ON

it, that when you sell an article that has merit like

JAMES' DOME BLACK LEAD

you insure satisfaction to your customer and help to increase your trade.

W. G. A. LAMBE & CO., Canadian Agents.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

October. 13, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

TEA ROSE DRIPS

The Late

Philip D. Armour

said:

"There is nothing else on earth so annoying as procrastination in decisions."

And P. D. knew what he was talking about. Don't procrastinate — stock up with a good assortment of TEA ROSE DRIPS. It sells well.

ROSE & LAFLAMME, Agents,
MONTREAL.

YOU WANT TO MAKE MONEY?

Then sell the best money-maker for you in the coffee line,

Paterson's Camp Coffee Essence

ROSE & LAFLAMME,
Agents, Montreal,

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-1lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-1lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2 40
½ " " 2 " "	"	4 75
1 " " 1 " "	"	9 00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	½$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, qp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 33
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 35
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 60-lb. boxes	37½c.
" IV, 60-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	30

Cheese.

Imperial—Large size jars	per doz.	$4 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 60

The BEST STARCHES

Edwardsburg "Silver Gloss"

and

Benson's Prepared CORN

BEST for the laundry.
BEST for the kitchen.
BEST for the store.

Made from the **BEST** corn.
Made by the **BEST** process.
Made for the **BEST** trade.

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 56 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net $12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages $4.50
5 case lots 4.40 (Freight paid.)
Cases, 20 25c. packages 4.00
5 case lots 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 80

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

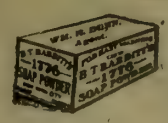
	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

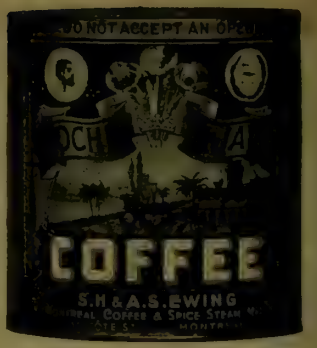
BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, box each doz., $2 per box.

WM. H. DUNN AGENT.

A "GOOD COFFEE" reputation - has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



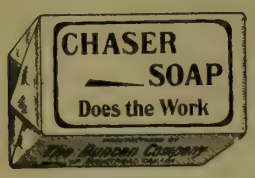
"Prince of Wales"

MOCHA & JAVA COFFEE

•Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch —	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

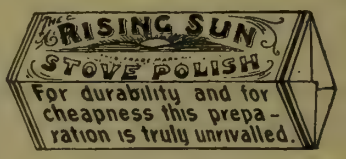
Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

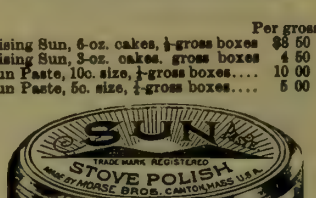
Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkges, cases 5 doz., per doz	1 00

less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



LUAN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

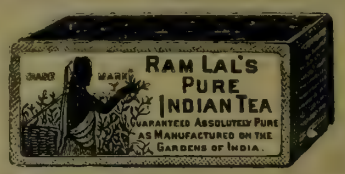
Teas.

SALADA CEYLON.

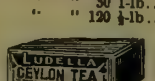
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 26
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 40
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 30
Chocolate Label, "	0 35 at 0 25
Blue Label, "	0 50 at 0 36
Maroon Label, "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb	0 59
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 40 at 0 50
Red Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 60 at 0 66

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold ¼ lbs. for per lb.	⅛ lbs. for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	28		40
" 3 O L. Blue	22		30
" 4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 3s. and 3s.	0 40
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 51
" Pay Roll, 7s and 6½s	0 51
" Fair Play, 8s. and 13s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45 $10 85
" casks, 60 "	10 25 19 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	2 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 65
Victoria " 3 doz. 5c.	1 65
" " 3 doz. 10c.	1 65

For Collars and Cuffs, for Shirt Bosoms, for Skirts, Blouses and Dresses always recommend

IVORINE
Cold Water
STARCH

GET IT FROM YOUR JOBBER.

Per case of 40 packages - - $2.50

Only authorized Mauufacturers and Sole Agents for Canada.

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to them at any time.

CANADIAN PRESS CLIPPING BUREAU,
262 McGill Street, MONTREAL, QUE.
Telephone Main 1255
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

China Packages

RETURN
OCT 21 1904

Our Import lines have now been delivered, and we have a few extra lots in nearly all our assortments left for the early orderer. Different grades for all classes of trade.

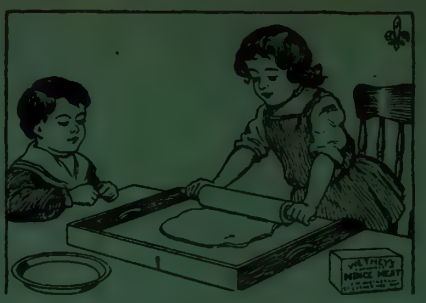
WRITE FOR PARTICULARS BY RETURN

These packages are made up of the best selling articles in various decorations and styles, and range in price from a package containing only the cheapest grade to assortments of the highest class china.

WE CAN SUIT YOUR REQUIREMENTS

GOWANS, KENT & CO.

WINNIPEG BRANCH Main St. — TORONTO — MONTREAL OFFICE 54 St. Francois Zavier St.



"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

VOL. XVIII. NO. 43.

THE CANADIAN GROCER

Fall and Xmas Goods -Number- October, 21. 1904

THE · MACLEAN · PUBLISHING COMPANY - LIMITED

MONTREAL · TORONTO · WINNIPEG

ONE YEAR AGO TO-DAY

this advertisement in THE CANADIAN GROCER announced the appearance of ORANGE MEAT on the Canadian market.

TO-DAY

ORANGE MEAT is known and used from Sydney to Vancouver.

A Canadian food for the Canadian People, its merits have won its wonderful success.

The Frontenac Cereal Co., Limited

KINGSTON, ONTARIO.

This Kind Of A Man

does not jump at conclusions—***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store—nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

SEVEN OF OUR BEST KNOWN

BLENDED TEAS

Coronation

King's Royal

Buckingham

Balmoral

Florodora

Geisha

John Bull

The hundreds of grocers who sell our blends make handsome profits and give lasting satisfaction to their customers. If you are not one of them write for samples and quotations.

WARREN BROS. & CO.

TORONTO.

2

TEAS, GROCERIES PROVISIONS WINES AND LIQUORS

The Largest Stock. The Greatest Variety.

OUR POLICY.

Low Prices. Quick Turn Over.
Big Business.

A few trial orders will convince you of

OUR RELIABILITY.

Best Equipment. Competent Staff.
Perfect Organization.

Hudon, Hebert & Cie,

Importing Wholesale Grocers and Wine Merchants

MONTREAL.

The Most Liberally Managed Firm in Canada.

RETURNED
OCT 21/1904
Cut Book 25
Page 70

When the poet sang

"Of Heaven's many gifts to man,
And wondrous though they be,
There's none so all divinely great
As thou, O wondrous Tea!"

he had in mind the perfect tea of **JAPAN**—the tea of the "Flowery Kingdom"—the land blessed by nature with all the essential qualities for growing the boon of mankind, and a people especially qualified to cultivate this wonderful plant.

To please your customers
sell them the
healthy,
clean,
fragrant and **invigorating** teas of

JAPAN

A "GOOD COFFEE" reputation has—does—and will increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation by handling

"PRINCE OF WALES"

MOCHA AND JAVA COFFEE

Packed in 1 and 2-lb. (air tight) Tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL

DON'T BUY TROUBLE

IT'S A STOCK THAT IS FOUND TO STICK

It's the stock with the rapid turnover, the quick easy selling stuff, that is going to make your store a success. Goods with a reputation, that you don't have to argue your customers into accepting, net a larger profit because of the time saved and no returns, nor dissatisfaction. For the past 60 years the Michel Lefebvre Vinegar Works have turned out goods that have earned a national reputation for quality. Your customers know this and are glad to buy. The first cost is the same as any other line, while the aftermath of satisfaction is really a doubling of the original profits. Premier Pickles in bottles, usual size, $1.05, under cases of 3 doz. $1.00 per doz, in barrels of 6 doz. or in 1, 2, 3, 5 and 10 gal. pails.

THE OZO CO., LIMITED, MONTREAL.

Do you get our Price Current? A post card will bring it, every season, four times a year.

H. LAPORTE, President. JOS. ETHIER, Vice-Pres. and Managing-Director. L. A. DELORME, Sec.-Treasurer.

Our Agencies:

Ph. Richard's BRANDIES

(St. Jean d'Angely, Cognac)

have obtained in France and abroad a deserved reputation for high quality and careful manufacture. They have the approval of the medical profession who value Ph. Richard's Brandies as a tonic of great merit and great purity.

The Madeira and Malaga WINES of Blandy Bros.

are wines of the most excellent quality.

Madeira
"LONDON PARTICULAR"
"VERY SUPERIOR"
"SPECIALLY SELECTED"

Malaga
"PALE SWEET" (BLUE LABEL)
" " WHITE"

Sherries
"AMOROSO"
"MANZANILLA"

Invalid Port

WHISKIES

Mitchell & Co.'s
(GLASGOW)

famous **Scotch Whiskies**

"Heather Dew" "Special Reserve"
"Extra Special Liqueur" "Mullmore"

These brands are deservedly popular in Canada. These brands represent, each in its respective class, a product of quality, of uniform strength and mellowness, with an aroma particularly inimitable and pleasing to connoisseurs.

Mitchell Bros. Co., Limited
(BELFAST)

"Cruiskeen Lawn"
"Special Old" "Old Imperial"

are unequalled by any other brand. Judges admit their superior high quality, which is always uniformly maintained.

GIN

The GIN of POLLEN & ZOON

is unsurpassed in respect to quality. Although sold at same price as other brands it is put up in handsome glass jars, containing 1/8, 1/4 and 1/2 gallon. This drink is healthy and enjoyable; it is an aid to digestion and an appetizer. It is Exquisite!

Champagnes and Sparkling Wines

We have in Champagnes and Sparkling Wines a stock to satisfy the tastes of all our customers, both as regards quality and price. Try the following brands and you will re-order.

Champagne "Vve. AMYOT"
(Gold Label—Silver Label).

Champagne "Duc de PIERLAND"
Champagne "CARDINAL"

Also all other well-known brands of Champagne carried in stock.

Teas

Try our "**Victoria**" and "**Princess**" brands **Japan Tea**
and "**Duchess**" and "**Lady**" brands **Green Ceylon Tea**

(Guaranteed Best Value in the Market. Send for Samples and convince yourself.)

Dried Fruits and Nuts

See, or enquire, about our Large and Well Assorted Stock of

New Crop Dried Fruits and Nuts---We carry Best Brands **for Holiday Trade.**

A TRIAL ORDER WILL CONVINCE YOU.

Proprietors of registered trade marks "Princess" and "Victoria," for Baking Powders, Jams, Jellies, Teas, Cigars, etc., etc.

Samples and Prices on Application.

Prompt Delivery.

Canadian Agents for the celebrated Ceylon Teas of Sir Thos. J. Lipton, London and Ceylon.

LAPORTE, MARTIN & CIE.

(ESTABLISHED 1870)

Limited

WHOLESALE GROCERS, TEA, WINE AND SPIRIT MERCHANTS

MONTREAL

How many of you

who read the following paragraph will not perceive why Ceylon Teas are much more to be desired than teas grown and prepared by people who know not the beneficent influence of British management?

> ***The laboring force of a Ceylon Tea Estate consists generally of Tamil coolies. They are housed and medically attended at the cost of the Estate and their well being is carefully attended to.***

You see that, quite apart from natural advantages, Teas grown in the island of Ceylon have a claim on the people of Anglo-Saxon instincts that no other teas, produced under inferior conditions, can possibly have.

The irresistible forward movement of Ceylon Teas should have the heartiest co-operation of all grocers.

Ceylon Teas

may be had in blacks and greens.

RETURNED
OCT 21 1904
Cut Book 25
Page 71
Cuts
To Mr Seylin

A pyramid of successful grocers' specialties. —— The basis of success is

CHINESE STARCH

(EMPOIS CHINOIS)

The finest and best Laundry Starch in Canada or elsewhere—pays you a larger profit than any other line—pleases your customers every time and all the time.

If you have not sold it, it will pay you to write for sample and prices. We want agents and sellers in every town in Canada. Will you be one?

Write to **OCEAN MILLS, MONTREAL**

ORIGINATORS OF CONDENSED MILK

BORDEN'S CONDENSED MILK CO.

ESTABLISHED 1857

TRADE MARK

Borden's Products lead in quality. The continual yearly increase of our output demonstrates this beyond question.

Borden's Eagle Brand Milk is the highest grade that science can produce. It is absolutely pure, rich, full-flavored Milk.

It is a quick seller—and a sure repeater.

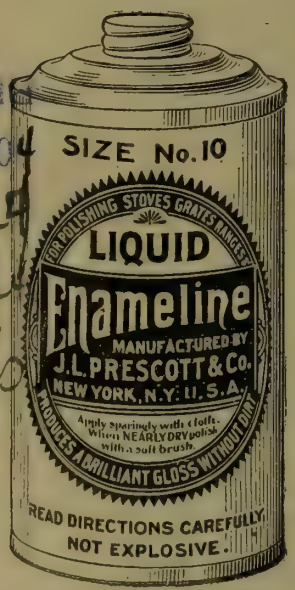
Factory—INGERSOLL, ONT. **Salesroom—MONTREAL, QUE.**

SELLING REPRESENTATIVES:

WM. H. DUNN, Montreal.

ERB & RANKIN, St. John, N.B.
SCOTT, BATHGATE & CO., Victoria and Vancouver, B.C.
W. S. CLAWSON & CO. Halifax, N.S.
SHALLCROSS, MACAULAY & CO Winnipeg, Man.

RETURNED
NOV 3 1904
Cut Box 24
Pay 12
Fwd
RETURNED
NOV 3 1904



Enameline

The Modern Paste Stove Polish.

No other Stove Polish has had the same continuous success, and phenomenal large sale.

Superior quality is the reason.

If you are not selling ENAMELINE Liquid Fire-proof Stove Polish order a trial lot from your wholesaler.

SOLE AGENT FOR CANADA:

William H. Dunn, Montreal.

"Canada's most successful Cough Remedy"

IF YOU SELL

patent medicines
you should not fail to stock

MATHIEU'S

SYRUP OF

TAR AND

COD Liver Oil

FOR COUGHS AND COLDS.

In Eastern Canada it is as necessary to the general store as sugar is.

Liberal advertising is making it a leader throughout Canada.

Don't stock imitations, they don't give a larger profit, discredit the dealer who offers them, and are apt to be "dead" before you can sell them.

Leading Jobbers Sell Mathieu's Syrup and Mathieu's Nervine Powders.

J. L. MATHIEU & CO., Owners, SHERBROOKE, P.Q.
LIMITED

SIROP
DE

GOUDRON
—ET—
D'HUILE DE
FOIE DE MORUE

Ce sirop contient, sous une forme agréable au goût, toutes les propriétés médecinales bien connues de l'Huile de Foie de Morue et du Goudron de Hètre.

Syrup of Tar
—AND—
COD LIVER OIL

This Syrup, agreeable to the taste, contains all the well-known medicinal properties of Cod Liver Oil and Tar.

PRÉPARÉ PAR
J. L. MATHIEU,
Pharmacien-Chimiste,
Sherbrooke, - Quebec.

PRIX, 35 CTS.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada
Ask us for prices on
Evaporated Apples, Green Apples, etc.

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Macnab & Roberts

STORAGE, FORWARDING AND
DISTRIBUTING AGENTS.

SPUR TRACK FACILITIES.

LOW INSURANCE RATE.

RETURNED
OCT 21 1904
Cut Book 25
Page 72

SODA WATER FOUNTAINS AND BAKERS' SUPPLIES.

Agents for S. ALLEN (NORWICH), VINEGAR AND CIDER.

— IMPORTERS OF —

SMOKERS' SUNDRIES, FOREIGN AND DOMESTIC CIGARS.

MACNAB & ROBERTS

118-124 Lombard St., WINNIPEG, MAN.

"Don't pay freight on water."

Merchants of Canada,

has it ever struck you how much money you pay out for freight on **water** that you buy in your

Vinegar?

German Concentrated Grape Wine Vinegar is imported direct from the celebrated Rhine Wine District of Germany. Recommended by the highest medical authorities of Europe. Requires merely the addition of pure water—ready in two minutes.

1—This is an absolutely pure product of Grapes, made in the famous Rhine Wine district of Germany.

2—It contains no Alcohol, consequently will not form the very objectionable vinegar eels, or "mother."

3—Being put up in concentrated form, **no freight** is required to be **paid on water** and **heavy barrels.**

4—**It will not freeze,** consequently can be shipped at all times, and dealers need not stock in the fall for winter's trade, as is now done with ordinary Vinegars.

5—When diluted according to directions it is cheaper than other Vinegars.

6—For **pickling purposes** it is unequalled as it makes the pickles firm, and imparts a delicious flavor.

The foregoing are a few of the leading advantages of using Grape Wine Vinegar.

A trial will be a revelation to you.

Put up in Demijohns of 4 1 6 Imperial Gallons and 2 1-12 Imperial Gallons.

IN USE FROM HALIFAX TO DAWSON CITY

Don't load up for the whole winter. We can ship this in the coldest weather. IT WILL NOT FREEZE

For particulars address—P.O. Box 2179, Montreal,
or—R. Carrie, Church and Front Streets, Toronto.
Laporte, Martin & Cie., Wholesale Grocers, Montreal.

FRANCIS H. LEGGETT JOHN C. JUHRING THEODORE F. WHITMARSH

FRANCIS H. LEGGETT & CO.

IMPORTING AND MANUFACTURING GROCERS
WEST BROADWAY, FRANKLIN AND VARICK STREETS.

MANUFACTURING DEPARTMENT
132-134-136-138 KING ST.

TELEPHONE:
2230 FRANKLIN.
PRIVATE BRANCH
EXCHANGE CONNECTING
ALL
DEPARTMENTS.

OFFICE AND SALESROOMS.

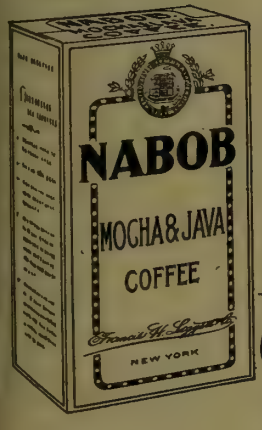
FOREIGN BRANCH:
18 RUE VICTOIRE
AMERICAINE,
BORDEAUX, FRANCE.
CABLE ADDRESS:
LEGGETT, NEW YORK.

CARTAGE DEPARTMENT
2-3-5 CONGRESS ST.

OUR FACTORY PRODUCTS

NEW YORK, October 21st, 1904.

ALL OUR MANUFACTURED PRODUCTS WE GUARANTEE ABSOLUTELY.
SAMPLES CAN BE HAD FOR THE ASKING.



COFFEE NABOB MOCHA and JAVA

This coffee is exceptional in cup quality—has that rich smoothness so much desired.

30 and 60 lb. cases.

1 lb. cartons - - -	lb. .19
2 lb. cartons - -	lb. 18
1 lb. tins - - -	lb. .23
2 lb. tins - - -	lb. .22

Above Coffee is packed in absolutely air and dust proof cartons and tins. Remember: A well pleased coffee customer is a desirable asset. Nabob Brand Coffee is sure to please.

NABOB PAN-CAKE FLOUR

Concentration is the order of the day. Three grains of one of Leggett's Food Preparations are enough to satisfy the hunger of a hungry man.

Wheat, Rice and Corn Flour as combined in

NABOB PAN-CAKE FLOUR

are the three grains which are warranted to supplr a meal, not only for one man, but for any numbe of hungry people.

Per case
36 2 lb. cartons in a case, - - - - $2.85

One case of our Premier Oat Flakes, 36/2s, free with 5-case order Pan-cake Flour, if ordered this month.

G. H. Brand Spices Absolutely Pure.

A BARGAIN.

We offer a line of Pure Spices, in ¼ lb. full weight, round tins, packed 2 and 4 doz. cases. G. H. SPECIAL.

Black Pepper	70c. doz.
White Pepper	90c. "
Cayenne Pepper	80c. "
Mustard	70c. "
Cinnamon	85c "
Ginger	60c. "
Allspice	60c. "
Cloves	80c. "

No discount for any quantity.

TOBASCO SAUCE

HOTNESS CONDENSED—Premier Tobasco Sauce, 1 doz. in box.

With silvered stands, per doz. $3.50
Without silvered stands, per doz. 3.00

This is absolutely as fine a Tobasco Pepper Sauce as can be manufactured.

TWO DEALS ON BORAX AND BI-CARB. SODA.

We offer you the following special deals which are good for a limited time only:

PREMIER BORAX—Guaranteed absolutely pure, no better packed at any price.

1 lb. packages 24 lbs. in case, per lb. .10½
½ lb. " 24 lbs. in case, per lb. .11
¼ lb. " 24 lbs. in case, per lb. .11½

With each 5 cases we will give you one case of 24 1-lb. packages free. This is practically a discount of 20 per cent., which makes a low price for pure borax. If you have been buying borax at a less price than this, we suggest that you test same for purity. A very simple test is to drop a few drops of ordinary strong vinegar on the borax—if it effervesces it is not pure, but contains bi-carb. soda. We guarantee Premier absolutely pure, nothing better obtainable.

We also offer **PREMIER BRAND BI-CARB. SODA,** absolutely pure, high test, equal to any. Packed as follows:

1 lb. packages, 36 or 60 lb. boxes, .05 per lb.
½ lb. " 36 or 60 lb. boxes, .05 1-5
¼ lb. " 36 or 60 lb. boxes. .05 4-5

and one box free with each 5 boxes.

Both of the above are very attractive packages, packed at our own factory, so that we can safely guarantee every ounce of it to be the very best purest and highest test.

JOBBERS' SPECIALTIES—We are also large handlers and jobbers in Rice, Macaroni, Spanish Sweet Peppers, Tapiocas Farina, Whole Spices, Green Ginger Root, Caviar, Catsups, Salt Fish. If interested or in the market for any of these lines, write us for quotations on such quantities as you buy. We can save you money on any goods you buy in this market. It will cost little to try us and we shall be glad to post you. GIVE US A TRIAL. Address Mail Order Dept.

FRANCIS H. LEGGETT & CO., - NEW YORK CITY.

PREMIER PLUM PUDDING. OUR OWN MANUFACTURE NOTHING BETTER. NOW READY FOR DELIVERY.
Individual tins, 95c. doz. 1 pound tins, $2.40 doz. 2 pound tins, $4.50 doz.

D. RATTRAY & SONS

Import and Export

Commission Merchants

QUEBEC MONTREAL OTTAWA

REPRESENTING :

ARMOUR & CO., Chicago, Ill.
Packing House Products.

JOSE RIERA, Denia, Spain.
Valencia Raisins, etc.

ROSENBERG BROS., San Francisco, Cal.
California Raisins, etc.

J. WALKER & CO., Greenock, Scotland.
Refined Sugars.

DEZEEUW & VANRAALT, Vlaardingen.
Holland Herring.

SOUTHERN COTTON OIL CO., New York.
Salad and Cotton Seed Oils.

ARMOUR LIMITED, Toronto, Ont.
Beef Extract Products.

AG. RUSSO & FILS, Catania, Sicily.
Filberts, etc.

F. MICELI-ANIS & CO., Messina.
Sicilian Produce.

JUAN LLOPIS, Reus, Spain.
Tarragona Almonds.

A. T. ZINI, Patras, Greece.
Currants, etc.

ARMOUR GLUE WORKS, Chicago, Ill.
Glue, etc.

IMPORTERS OR EXPORTERS OF

Maple Sugar, Balsam Fir, Seal Oil, Cod Oil, Whale Oil, Senega Root, Patna and Rangoon Rices, Austrian and Russian Sugars,

ETC., ETC., ETC.

RETURNED OCT 21 1904 Cut Book 23 Page 80 Art 11.

—"Sterling" Brand Pickles in Glass.
—"Sterling" Brand Chow-Chow in Glass.
—"Sterling" Brand Sweet Pickles in Glass.
—"Sterling" Brand Catsup.
—"Sterling" Brand Sauces
—"Sterling" Brand South Africa Relish.
—"Sterling" Brand Canadian Relish.
—"Sterling" Brand Flavoring Extracts.
—"Sterling" Brand Jams and Jellies.
—"Sterling" Brand Marmalade.

Sterling BRAND

EVERY wise grocer will stock his shelves with best brand pickles and relishes for the Fall and Xmas trade. He must have goods that are well-known—unqualifiedly satisfactory to his customers, "STERLING" Brand Pic les meet every demand. These goods will build up your trade by satisfying your customers.

RETURNED OCT 21 1904 Cut Book 23 Page 80 Art 11.

The goods of this house will win your trade and keep your trade. Some other lines in stock:

—Mixed Pickles in Bulk.
—Chow-Chow in Bulk.
—Sweet Mixed Pickles in Bulk.
—Mince Meat in wood and fibre pails.
—Cake and Icing Colorings.
—Maple Syrup in glass and tins, all sizes.
—Bitters—Bobs, Celery, Orange, Jack Canuck.
—Unfermented Fruit Wines.
—Unfermented Phosphate Wines.

THE T. A. LYTLE COMPANY LIMITED

Manufacturers of **High-Grade Pickles and Relishes.**

Factory and Office: 124-128 Richmond St. W., Toronto.
Phones: Office and Orders—Main 1531. Shipping Room—Main 4552.

Salting Houses—103-105-107 Richmond St. W., Toronto, Holland Landing, Scotland, Clarkson, Streetsville, Ont.

MY REGISTERED BRANDS

CONDOR ∃MD OLD CROW

Madam Huot's Coffee

Condor Japan Teas in bulk and lead packets.
Condor Ceylon Black Teas in lead packets and original 5-lb. boxes.
Condor Pure Mustard in tins, 4 and 1-lb. jars.
Condor Choice Baking Powder.
Condor High Grade Vinegar.
Condor Java and Mocha Coffees.
Old Crow Blend of Indo-Ceylon Black Teas in bronzed tins and lead lined wood boxes.
Old Crow Ceylon Black in 5-lb. original boxes.
Old Crow Fine Compound Mustard in tins, 4-lb. and 1-lb. stone jars.
Old Crow Fine Baking Powder.
Old Crow Fine Distilled Vinegar.
Old Crow Java and Mocha Coffees.
∃MD High Grade Japan, Gun Powder and China Black Teas.
∃MD High Grade Spices of all kinds.
∃MD Pure Cream of Tartar Baking Powder.
∃MD The highest quality of Distilled Vinegar.

MADAM HUOT'S COFFEE. A pure rich delicious Coffee. **The Gem of All,** put up in 1-lb. and 2-lb. tins.

The above brands represent High Class Goods. They are the finish values at the best prices. Considering quality.

ASK FOR SAMPLES, IT PAYS.

E. D. Marceau 281-285 St. Paul Street, Montreal

HAVE YOU NOTICED

the increased business there is doing in condensed milk? If you are not getting a share of it, it is because you are not handling the right goods.

"Reindeer" Brand

condensed goods can be absolutely relied upon.

There is a growing demand for an unsweetened milk, this can be had in

Jersey Cream

it contains no sugar.

W. G. A. LAMBE & CO., Agents.

Every Smart, Up-to-date Grocer

Should have in stock for Christmas and Holiday Trade our Specialties, viz.:—

FANCY CRACKERS AND COSAQUES
XMAS SANTA CLAUS STOCKINGS
GENUINE ENGLISH BARLEY SUGAR
FANCY BOXES OF CHOCOLATES
GENUINE TURKISH DELIGHT
SWISS MILK CHOCOLATE

FRENCH GLACE FRUITS
CHERRIES
PINEAPPLE, ETC.
SHELLED NUTS
ALMONDS WALNUTS
PECANS BRAZILS
HICKORY PISTACHIO

We shall be pleased to have your enquiries.

W. G. PATRICK & CO.

Direct Importers of Grocers' and Confectioners' Sundries

29 Melinda St., TORONTO, Canada.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
262 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company
TORONTO, ONT., CAN.

The James Goldie Co.
Limited

Merchant Millers

Guelph - Canada

BEAVER BRAND
REGISTERED

CELEBRATED PRESERVED
EGGS
"GLYCERINES"

Original Patentees of the Glycerine Process.

Also Apple Exporters.

D. D. WILSON & CO.
Egg and Apple Exporters, SEAFORTH, CANADA

200 CANDLE POWER OF CLEAR, STEADY LIGHT.

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. *Send for Catalog.*

AUER LIGHT CO.——————MONTREAL

Pure Cane Sugar

is what the consumer wants all the time. Have you paid attention to the quality of

ST. LAWRENCE YELLOWS

that have been shipped to you for some time past? They are absolutely pure cane sugars, and made from the highest grade of cane at that.

ST. LAWRENCE EXTRA GRANULATED

has come to be such a standard of quality that drawing attention to its excellence is almost superfluous.

The St. Lawrence Sugar Refining Co. LIMITED

MONTREAL.

AN

EXQUISITE BEVERAGE

RETURNED
OCT 21 1904
Cut Book 25
Page 73
Cus.
Jo Mr Seyler.

Whole or Ground

One and two pound cans. Cases 48 lbs., half-cases 24 lbs.

33c. per lb.

F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

On lots of 96 lbs. or more, freight prepaid to any Railway Station in Canada, from Halifax to Vancouver.

SOLE AGENTS IN CANADA

Hudon, Hebert & Cie.,

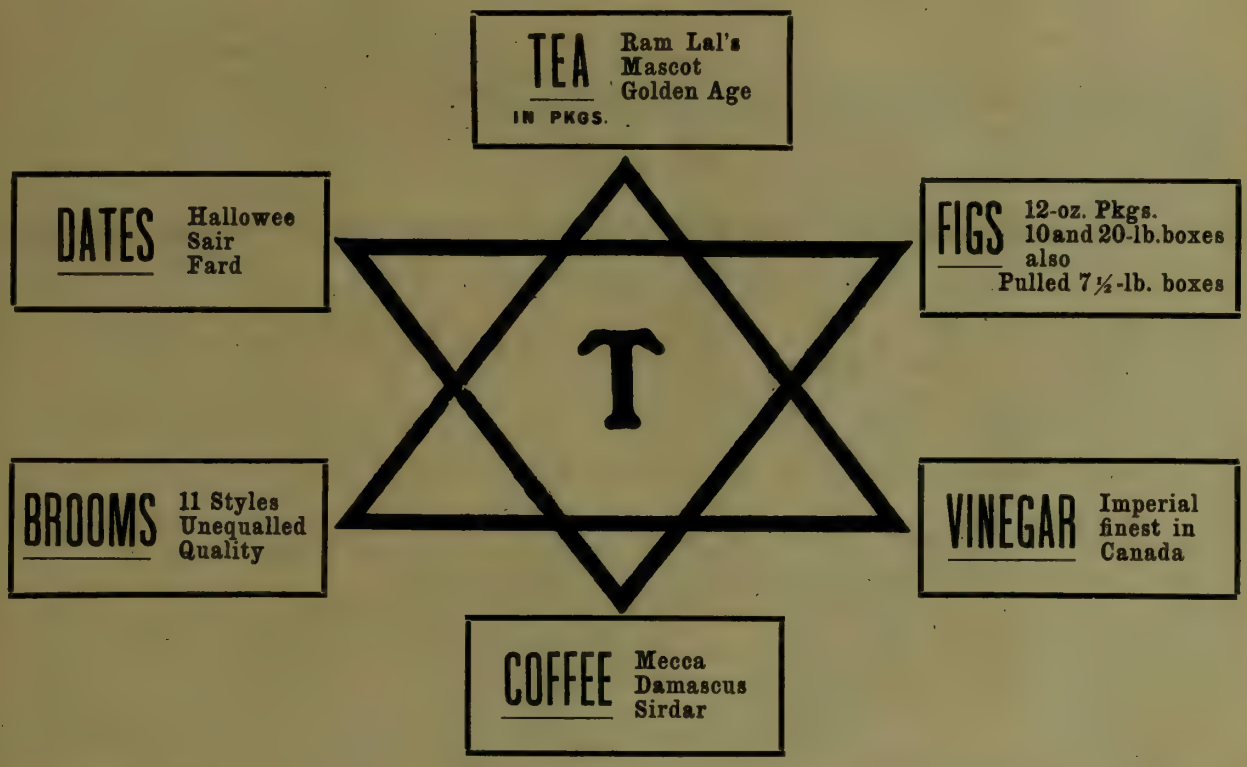
Wholesale Grocers and Wine Merchants

Montreal

The Most Liberally Managed Firm in Canada.

Valuable Pointers

WE HAVE EVERYTHING THAT
. . . IS GOOD IN GROCERIES . . .



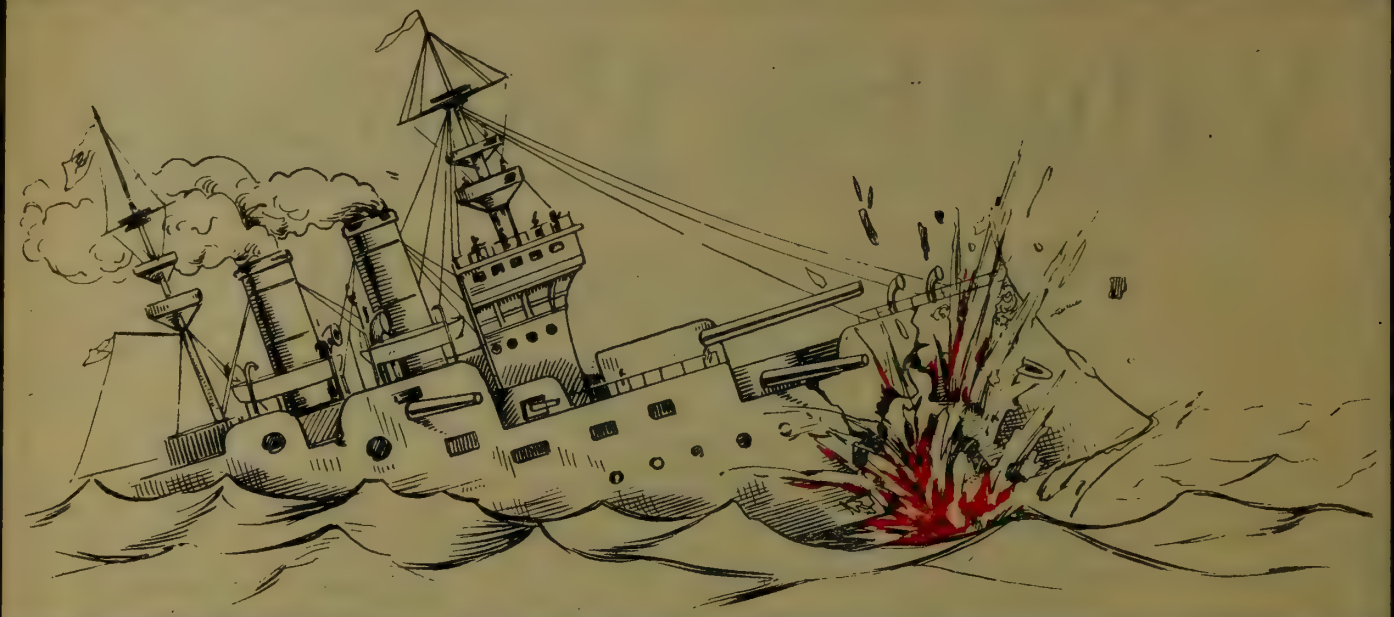
Here are a few lovely goods, delicious mouthfuls, comparative cheapness. We specially direct your attention to our **Triangle Jelly Powder and Currants** in packages, which are the highest notes in the scale of excellence.

Every attention to letter orders. Favor us and you favor yourself.

James Turner & Co.

WHOLESALE GROCERS

HAMILTON, = = ONT.



Striking a mine!

There are mines destructive and otherwise, just as there are teas that will ruin your trade, and teas that will build it up and make it profitable.

You'll strike a mine of rich profit and satisfaction, if you

add

to your stock.

Get rid of the unreliable teas of obscure origin, and replace with a tea that has stood the test of time. RAM LAL'S TEA is grown, picked, fired and packed under the supervision of tea experts, in specially selected districts in India, and buyers have the assurance that it has come direct from the producers into the hands of the wholesale agents. This ensures

absolute purity and full flavour,

freedom from adulteration and contamination with other goods.

Quality, Fragrance and Strength always win,

and Ram Lal's Tea combines all three in the highest possible form.

WRITE FOR QUOTATIONS

Canadian Agents
ROSE & LAFLAMME
400 St. Paul St., MONTREAL

Canadian Agents
JAMES TURNER & CO.
HAMILTON and CALGARY

CANADA AT THE WORLD'S FAIR

BY OUR OWN REPRESENTATIVE.

CANADA, as she stands before the world at St. Louis, shows a profusion of natural wealth that crowns her as a queen among the nations of the earth. Displayed in all their native splendor and limitless extent are the abundant fruit of her soil, the wealth of her mines, the varied productions of her forests and the splendid resources of her waters.

Among the nations of the earth gathered at St. Louis, Canada appeared as the young and virgin child of the New World. The older nations brought art and invention and manufactured effects into service to augment their charms, but Canada needed none of these things. With her natural charms, she won to her side all who came within range.

The object of all the exhibits of Canadian produce was to point out the opportunities in Canada for the profitable investment of money to develop her resources. Judged by results this object was admirably carried out.

The Canadian Building.

The heart of Canada at St. Louis is the "Canadian Building"; it is a centre for all the exhibits, and to that building they all lead up. In the Agricultural Hall visitors see the products of the Canadian soil. They obtain literature descriptive of Canada as an agricultural land, which cordially invites them to visit the Canadian Building. In the Mines and Metallurgy Building can be had literature descriptive of Canada's mineral wealth, which also invites them to visit the Canadian Building for further information. The same is the case in the Forestry, Fish and Game and the Horticultural buildings.

Upon entering the Canadian Building a person is at once attracted by the sign "Free Water." A glass of good water is welcome at all times to tired and thirsty exhibition visitors. Thus the person is at once attracted to that part of the building.

Turning from the water stand the attention of the person is held by a set of eight paintings illustrating the progress of a successful settler in the Canadian Northwest. The first painting pictures the settler starting to break the prairie across an old buffalo trail. The second pictures the settler and his belongings after two and one-half years, showing a modest house, a small stable, a straw stack and some rows of newly planted fruit and shade trees. The third painting pictures an improved house and stable, and adds a barn to the scene; many cows are grazing instead of the solitary one of the second painting; the trees have also progressed; this is after five and one-half years. The fourth painting represents the result of seven and one-half years of life on the prairie; there is now a handsome house, surrounded by trees; the barn is more pretentious than two years before, and the stables are improved. The fifth painting represents what can be accomplished in ten years. In the foreground is an immense field of bending wheat, which is being cut with self-binders, and in the distance is pictured the house and barns nestling among the trees. The sixth painting pictures one of the peace-keepers of the Canadian Northwest, a mounted policeman, asking the settler to sign his patrol sheet, which he has to hand in on his return to his post. If the settler has any complaints to make they are promptly investigated. There are 500 of these mounted police in the Canadian Northwest, and every section

Exhibit of Canadian Cereals at St. Louis Exposition.

of the country is regularly patrolled by them. They are in a position to give information and advice to new-comers unacquainted with the laws and customs of Canada.

Sheep-raising is pictured in the seventh painting. No shelter is provided, and the stock is out all the year round. The eighth painting pictures horse-breeding in the West, heavy stock being produced suitable for ploughing.

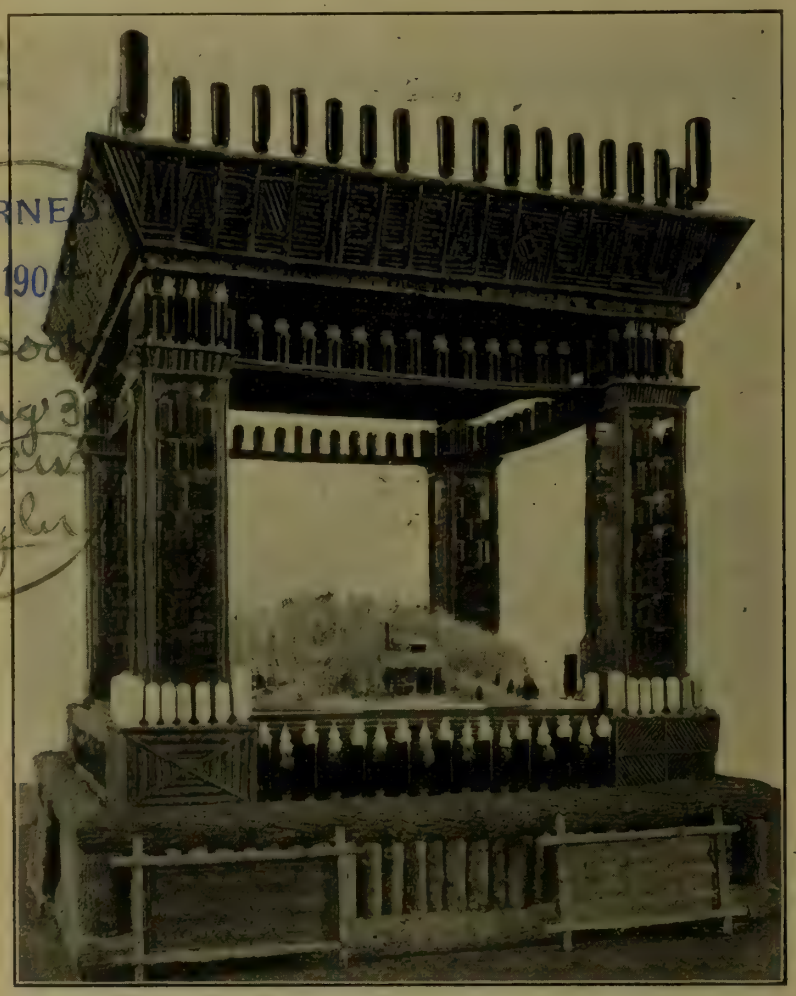
The visitor follows with much interest the settler through ten years of his life, and, as he turns from the last painting, his eye lights on a door marked "Information Bureau." Here is where he can find all about free farms in Canada and where and how to start life as the settler of the paintings has done. He goes in, and perhaps Canada adds one more name to her settler's list.

To the Canadian at St. Louis the Canadian Building is as a home. There he meets Canadian friends and acquaintances, and from the long table in the reception room he can pick up his beloved daily and peruse the happenings since his departure from his native city. In the building are neatly furnished sitting rooms, in one of which is a piano. On it one can relieve his pent-up patriotism by rolling forth the "Maple Leaf Forever" or other national airs. There is also a picture gallery of Canadian scenery, in which many a visitor has picked out familiar spots. The railing around the picture gallery is attractively decorated with symbols of the chase as carried on in Canada.

The accompanying illustration shows the style of architecture used in Canada's building.

Canada in Agricultural Hall.

Canada's claim to being one of the first wheat-producing countries in the world is well supported by her exhibit in the Agricultural Hall. The feature of the exhibit in that building is the immense and beautiful booth or reception room built up of Canadian grains and grasses. The booth is octahedron in shape, four of the sides being doorways draped with different grains. A shelf is let into the other four sides, on which are displayed in jars different Canadian grains. On each of the sides and above the doors and shelves is a painting picturing different breeds of cattle pastured in Canada. The inside of the booth is decorated beautifully with grains. The accompanying illustration gives some idea of the appearance of this booth, but it by no means does the original justice.



Canadian Maple Products at St. Louis Exposition.

The maple sugar booth is also a thing of great beauty as well as interest. As may be seen from the illustration the booth is built up of maple wood decorated with sugar and syrup. Inside the booth is a model maple forest showing the old and the new ways of making maple sugar and syrup. Valuable bits of information regarding the statistics of the maple syrup and sugar production are to be obtained from the exhibit. This booth is attractive in the extreme and calls forth much admiration.

Other features of the exhibit were two display stands of Canada's grain products, a very handsome display of honey, both in the comb and extracted; a display stand of preserved products of Canada's agricultural districts; four displays of goods manufactured from Canada's grains, and also of preserved dairy products; two display stands of Canadian made liquors; show cases of tobacco, leaf and plug, produced in Canada; and a stand of vegetables.

Scattered throughout the space are very handsome signs bearing inscriptions as:

"Visitors to the Exhibition are cordially invited to visit the Canadian Building, where a staff of efficient officers are in attendance to look after the comfort of all guests and to give information regarding Canada";

"During the year ending June 30, 1903, 49,408 declared settlers moved from the United States and settled on the fertile prairie of Western Canada";

"The wheat belt of Canada is almost 1,800 miles long by 400 miles wide, yet only a very small portion of this tract is under cultivation. It is predicted that within 10 or 15 years Canada will produce from 800 millions to one billion bushels of wheat";

"In the year 1902 40,000 farmers in Western Canada produced $40,000,000 worth of farm produce."

Agriculture is at the present time the first industry of importance in Canada. About 46 per cent. of the population make their living directly from the products of the soil. There is great progress being manifested in this industry. In ten years the increase of land under crop has been 4,000,000 acres. At the same time the methods of cultivating and maintaining the fertility of the land have been greatly improved. The value of Canada's exports of agricultural products has also increased very considerably during the last ten years. In 1893 the value of her exports was $29,250,000, while in 1903 it was $44,000,000. Great progress has also been made in stock raising and dairying. Since 1893 the value of the exports of animals and

their products has increased by $37,200,000, over 50 per cent. increase. The value of cheese exported has increased sice 1893 from $13,500,000 to $24,750,000; and the value of butter exported has since 1893 increased from $1,297,000 to $6,955,000.

Agricultural pursuits in Canada are promoted by both the Dominion and Provincial Governments. In Ontario, Quebec and Nova Scotia there are special agricultural colleges for the teaching of farming on a scientific basis. There are also dairy schools in different parts of Canada where practical lessons in up-to-date dairying may be had. The Dominion Government has also established experimental farms in different places in the country where experiments are conducted to gain information as to the best methods of preparing the ground for crop and of maintaining its fertility, the most useful crops to grow, and how the various crops can be disposed of most profitably.

Agriculture in Canada has made great progress and will continue to do so. The area of land under cultivation is quite small in comparison to the immense area of good soil still unoccupied. Therefore Canada has still plenty of room for development along this line.

In the Mines Building.

Of the countries or states Canada has the largest space in the Mines and Metallurgy Hall, and unlike that of some others, this space is well utilized. The exhibit brings forth words of admiration from all visitors. The feature of the exhibit and the most handsome thing in the building is the immense vault, inside of which and behind iron bars and glass is shown a large quantity of Klondike gold, the largest exhibit of gold in the building. This vault is built up of minerals, including gold quartz and limonite from Nova Scotia, alabaster from New Brunswick, copper ore, purple and yellow, from Quebec, apatite from Quebec, jasper conglomerate and sodolite from Ontario, and gold and copper ore from British Columbia. The accompanying illustration gives an idea of the beautiful appearance presented by this vault, although no idea can be gained of the exquisite color effect given by the various ores. "Canada" stands out from the white alabaster background in copper ore.

Other special attractions of the exhibit are a large case of mica from Ontario and Quebec, a pyramid of graphite from Renfrew County, Ont.; an exhibit of corundum in its natural form, in its ground forms and in the manufactured form of grinding wheels; a pyramid of cobalt, nickel and silver ores from Ontario; an exhibit of Canadian building stones, including granite from Quebec, Nova Scotia and New Brunswick, sandstone from Ontario, New Brunswick and Nova Scotia, syenite from Frontenac County, Ont., and from Quebec; limestone from Nova Scotia, New Brunswick and Quebec; a small pyramid of nickel and copper ore from Sudbury District, Ont., and also a large pyramid of nickel ore from the same district; a pile of metallic nickel and copper ingots made from Sudbury ores; a series of coal pyramids representing coal from British Columbia, from the Northwest Territories, from Nova Scotia and from New Brunswick; a large case of asbestos; a pyramid of phosphate of lime from Quebec; a large pyramid of iron ores from Nova Scotia; a large rock of silver ore from Kootenay, B.C.; and a pyramid of gold quartz. There were also many handsome little showcases displaying minerals of all kinds found in Canada, including silver lead ores, mica, gold milling ores, copper ores, gold copper ores, gold, silver and copper ores, gold smelting ores, native copper, manganese ores, iron ores, antimony ores and gold quartz.

Canadian Exhibit in the Mines Building, St. Louis Exposition.

The best exhibit of natural and manufactured mineral oils is also to be found in Canada's space.

Such interesting and in some cases surprising bits of information as the following were displayed in a similar way to that employed in the Agricultural Hall:

"Canada produces over 85 per cent. of the world's total production of corundum. The mines are in the Province of Ontario";

"Canada supplies over 90 per cent. of the world's total production of asbestos";

"Canada produces more than half the world's supply of nickel. The mines are in the Sudbury District, Province of Ontario";

"Canada is the largest producer of mica for electrical purposes in the world";

"The mineral production of Canada for 1903 was $63,226,510, an increase in ten years of over $43,000,000";

The mining industry in Canada is merely in its infancy. There are unlimited resources for this industry yet untouched and even unexplored. However, rapid progress is now being made owing to the opening up of mining districts by the building of railways, and within a few years, when all the railways that are now projected have been built, mining will be an industry of first importance in Canada. Since 1886 the value of minerals produced in Canada has increased from $2.23 per head to $11.29 per head.

Canada's Forestry.

Canada has two forestry exhibits at the fair, one in the Forestry, Fish and Game Building and the other in a pretty little building near the Canadian Build-

ing. The former is a general forestry exhibit, including fish and game, while the latter consists chiefly of pulp wood. The exhibit in the Forestry, Fish and Game Building is attractive in the extreme, it being without doubt the prettiest thing in the building. The exhibit consists of a double rustic work arch. This rustic work is built up with over 3,000 varieties of wood, all grown in Canada, although some on experimental farms only.

There are also exhibited polished woods, including elm, oak, maple, birch, white pine, butternut, ash, bird's-eye maple, sycamore, cherry, spruce, cedar, and pine.

Canada's game is represented by stuffed animals and birds in cases beneath the rustic arch. The varieties of birds include: The owl, grouse, blue jay, American avocet, godwit, phalarope, American bittern, prairie hen, hawk, ptarmigan, ducks of all kinds,

Exhibit of Canadian Wines and Canned Goods at St. Louis Exposition.

naturalized English pheasant, and spoonbill. Among the animals were: The black bear, musk-ox, wolverine, timber wolf, beaver, squirrels, jack rabbits, brown bear, weasel, otter, grizzly bear, fox, hare, polar bear, lynx, porcupine, muskrat, badger, marten, and Virginian deer.

Canada's fisheries are also fittingly represented by stuffed fish of different kinds.

Canada's exhibit of live beaver in the Forestry, Fish and Game Building attracted considerable attention, and evoked much favorable criticism. A living exhibit always appeals strongly to the people.

In the Forestry Building, as in the other buildings, those concise statements met the eye everywhere. Examples of them are:

"The dimensions of our great forests are so vast that they seem almost incredible; it is estimated that we have no less than 2,590,000 square miles of forest and woodland."

"In the Province of Quebec alone the standing timber, exclusive of pulp and undersized trees, is 60,000,000,000 feet of lumber."

The space Canada was able to secure in the Forestry, Fish and Game Building is inadequate for the exhibiting of her forest wealth as it deserves, and a separate building was built near the Canadian Building where pulp woods and others are shown. As you enter the building you are confronted with logs of different Canadian trees. Among them are some mighty ones, chief of which is the Douglas fir, native of British Columbia. The central feature of the exhibit is the pyramid of pulp woods, the best of which are spruce, balsam, poplar and pine, in the order named. There is also exhibited slabs of polished wood and piles of tan-bark.

When the first settlers came to Canada the country for the most part was one vast forest, and thus lumbering has always been and is a very important industry. The products of the forest have been among Canada's chief exports. At first the raw material was exported exclusively, but as the country expanded manufacturing industries sprung up, and manufactured products began to take the place of the raw material.

The manufacture of wood products in Canada and the exporting of the manufactured product instead of the raw material, is encouraged by legislation. In Ontario the export of pine, spruce and other soft woods in the log, when derived from lands leased from the Province, is prohibited; and in Quebec $1.50 per cord on stumpage dues is allowed on wood from which pulp is manufactured in the Province.

Laws have been made having for their object the preservation of the forests, and although very little re-foresting of denuded areas has been done so far, preliminary investigations are being made with that object in view.

In the Horticultural Building.

Canada's fruit exhibit in the Horticultural Building is very attractive, the devices for the fruit display being very good indeed. Next to California, Canada probably has the best exhibit in the building. The photographs that have been taken fail to do the exhibit justice.

Of course the unrivaled Canadian apple figured most prominently, although pears, peaches, grapes, plums and other small fruits are not neglected.

Canada's fruit trade, both foreign and domestic, has developed during the last 50 years. Before that time there were practically no fruit exports. Now Canada's fruit exports to the Old Country are immense, and are steadily increasing. This trade is getting great help from the fruit growers' associations, experimental stations, agricultural colleges and fruit inspectors. The grower is becoming more expert in the growing, the handling, the packing and the shipping of fruit, and thus fewer complaints are now being heard from the consumer than formerly.

Something to be Proud of.

No Canadian having seen Canada at the World's Fair need be at all ashamed of his country as there represented. The nature and appearance of the exhibits are indicative of the foundation on which a great country is being built up, and also of the enlightenment and progressiveness of the people that are building up the nation. A touch of refinement is given to Canada at St. Louis by her contribution to the Fine Arts Building. The presence of those paintings indicate that in the hurry and bustle of development and expansion the finer arts of life are not being neglected.

There is still another side of Canada at St. Louis, namely, the military side. The Canadian militia was represented at the World's Fair for a week by the Essex Fusiliers, under the command of Colonel Bartlett. The red coats made no slight impression in St. Louis, and while there became very popular among all with whom they came in contact.

The National Mfg. Co., of Pembroke, Ont., is establishing a creamery.

* * *

The fruit store of L. P. Kruse, Wingham, Ont., was damaged by fire to the extent of $500 on Oct. 15.

* * *

The J. Sutton Clark Co., Moncton, N. B., has bought a property at North Head, Grand Manan, and will start a fish canning business.

THE ONTARIO SUGAR CO. LIMITED BERLIN, ONT.

EXTRA
STANDARD
GRANULATED

Canadian Goods for Canadians

Manufactured
by
Canadian Workmen
from
Canadian
Grown Beets
in a
Canadian Refinery

Encourage
a
Home Industry
by
Selling
only
Canadian
Beet Sugar

Packed in Barrels
and 100-lb. Bags.

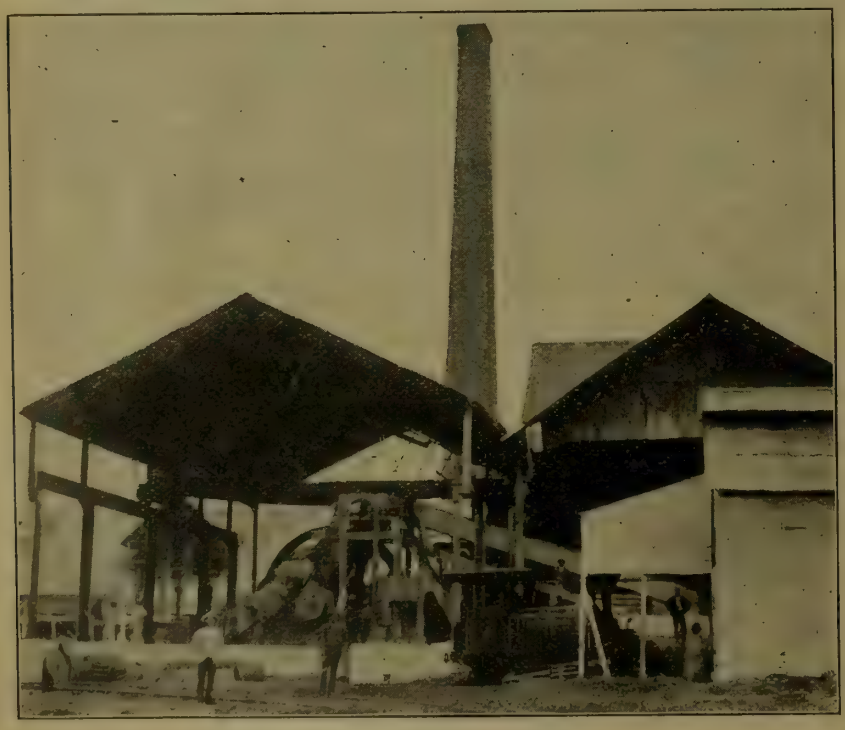
INSIST ON HAVING IT

The Ontario Sugar Co., Limited, Berlin, Ont.

THE SUGAR CANE OF THE WEST INDIES

Written Specially for THE CANADIAN GROCER by J. Russell Murray, British Commissioner to the West Indies.

THE wheat fields of the prairie lands of the great Northwest are always associated with the name of Canada; and, in like manner, the sugar cane is ever associated with the West India Islands. Thirty or forty years ago the West Indian sugar planter was a synonym of wealth and affluence. But, alas, these days are gone. The sugar beet cultivation of Europe was nursed and cared for, and, finally, with the assistance of science and the parental care of the respective governments, who stimulated its extension by ever-increasing bounties, the industry assumed enormous proportions. The bounty system enabled European beet sugar to be sold much below the cost of production, and, hence, the sugar cane planter of the West Indies began to see days of trouble, ever increasing, over a period of a quarter of a century. These days of loss and depression seem to have gone by, however, and a new era is now dawning upon these long sorely tried islands. The bounties have been abolished, the price of sugar to the continental consumer has been greatly reduced, and the consumption having largely increased, cane sugar can now compete on fair terms with its contemporary.



Near View of Sugar Mill, Trinidad.

To give some idea of a sugar cane plantation, the reader must dis-associate his mind with all northern classes of farming. In the first instance, the land is heavily drained with open drains 12 to 18 inches wide, making the fields into a series of beds or banks 20 feet in width. In the best plantations the land is ploughed or forked by hand labor, and thus prepared for planting. In many cases holes 24 inches square and about 9 inches in depth, are made about 4 feet apart, into which the plants are put. But the plants, whence come they? These are what are known as "Cane Plants,"—merely the tops of the canes at the points where the leaves branch out, and are obtained in quantities when reaping is in progress. In due time these "Cane Plants," 12 inches long, are carted to adjoining fields to be planted by the hoe or small crowbar.

The planting is done during the months of March, April and May; the cane is ready for reaping the end of the following crop season, that is, when the canes are from 12 to 14 months old. As soon as they have been reaped the ground is ploughed or forked, the roots of the cane springing up again and being called "first ratoons." These are reaped again the following season and, where the land is good and fertile, the roots or "stools," are re-cultivated for a third year, after which the land is entirely re-ploughed and freshly planted.

Cutting Sugar-Cane, Trinidad.

The growth of the sugar cane is not unlike Indian corn in the early stages. In about six to eight months it shows the fully developed cane, which throws out its "arrow," transforming the whole appearance of the field from green to silvery grey.

The beginning of crop gathering is always looked forward to with the greatest pleasure by the laborers. It means to them ample and continuous work with fair remuneration. To the staff of the plantation it involves immense labor and long hours, as many of the larger factories stop daily but for a short time about midnight. Few people in northern countries realize the immense strain on the staff, from overseer to manager, during the ten or twelve weeks that the grinding continues.

The cutting of the canes is done by hand, the cutlass being the instrument used. In all the larger estates the cut canes are conveyed to the factory by private railways intersecting the plantation. Arriving at the mill, they are unloaded alongside the travelling carrier, which slowly feeds the great revolving crushing rollers, the first operation at the mill house. The cane juice then running down through strainers is pumped up to the various clarifiers and subsiders, and when purified, again flows on to the open coppers or vacuum pan, where the boiling is carried out until the crystal is formed and the pan emptied into coolers, from whence it is carried to the centrifugals. Here, in this rapidly revolving machine, making 1,600 to 2,000 revolutions a minute, the sugar is freed from the syrup and made

ready for bagging. It is in this machine also that the crystals are washed, to make white crystalized sugar. Sugars dried in the centrifugal are always thoroughly dry as compared with the hhd. drained sugars, such as Muscovadoes.

These first sugars from the vacuum pan are called "Centrifugals," or "Crystals," the syrup from which, being reboiled later on, makes what is called syrup or molasses sugars, many of which are admirable grocery sugars. Again molasses is obtained in the drying of these, and after a lapse of time, is once more boiled to make a third sugar, the molasses from this being used for rum making or stock feeding. Muscovado sugar is boiled in the open pan, and when it reaches the crystalizing state it is ladled out into the coolers, and afterwards filled into hogsheads to drain. It is the molasses from these sugars that is so highly prized for grocery purposes.

The yield of sugar is a very important item to the planter, and elaborate tests are made by the chemist of the estate to watch this factor so as to enable the manager to direct effectively the cultivation under his care. An acre of canes of first-year growth will yield 30 to 35 tons, which in turn should yield about 2 to 2¼ tons of sugar. Usually one gallon of juice will yield about one pound of sugar and an acre about 5,500 gallons of cane juice. Each succeeding year, however, that is, the second and third, there is a diminution of quantity.

By the end of May all reaping should be over, as the rains begin to set in it becomes difficult then to cart cut canes from the fields, besides, the labor is required for cultivating, in order to give the new crop a good start. By April, May and June in the West Indies at least, the sugar fast finds its way north by every outgoing steamer or sailing ship; the latter, however, is a rarity now; the old order has changed, and the West India merchantman, the pride of the sailor, has become almost a matter of history. The regular liner and the "tramp" steamer are now utilized to convey to the north the product of one of the finest products of the tropics.

HOW THEY GROW.

Wrapping papers do not suggest a very inviting or entertaining subject of conversation to most people, yet there are some men who would rather talk wrapping papers than eat. These men make their living out of wrapping paper: they either make or sell it.

Douglas & Ratcliffe, of Toronto, belong to the less numerous class mentioned above. They used to be with the old Taylor Bros. firm, and did nothing but eat, sleep and talk paper.

It was only natural that they should go into business for themselves, which happened five and a half years ago. They have prospered in this period. From a modest beginning they have developed into one of the leading concerns in the Canadian trade. Their warehouse on the corner of Colborne and Market streets, Toronto, is a hive of industry, and everything is in ship shape order. The firm prides itself on its excellent service to the buying trade, one of their hobbies being quick deliveries. In the city this is a question of the first importance. Two-horse drays have been dropped and a double number of single-horse drays substituted. The 'phone service has been increased and express carriers brought into requisition, all with the one object of serving a customer with a maximum of speed. Such progressiveness can have only one reward—namely, increased business.

Douglas & Ratcliff make frequent journeys to New York and Chicago to absorb ideas, get inspiration and bring back with them the newest and best things they come across. In this way they have introduced several lines to the Canadian trade that have met with great success.

Goodall Bros., grocers, Ottawa, have removed to 305 Wellington street.

The **Best** is always
The Cheapest.

When buying sugar ask for and insist upon getting EXTRA GRANULATED and other grades of refined of the well-known brand

Redpath

Manufactured by
The Canada Sugar Refining Co., Limited
MONTREAL.

The Oldest Crockery House in Canada

UNDER UP-TO-DATE MANAGEMENT

IT is your trade in good goods that pays you. It is your success in cultivating the higher class business that establishes your reputation. It is well to be in a position to supply whatever you are asked for If you are a leader customers will come to you for, rather than with suggestions. Your customers should not supply all the ideas—let them come to you for these. Then you have a trade worth having.

The JOHN L. CASSIDY CO. LIMITED

MONTREAL, QUE.,

carry a complete stock of the latest and best styles, shapes and decorations in all lines of

Fine China, Cut Glass, Silverware, Cutlery,

Vases, Lamps, Jardinieres,
Dinnerware, Teaware, Toiletware,

and ALL THE STAPLES.

CROCKERY DEPARTMENT

New Ideas for the Holiday Season.

THE GROCER has completed its annual Fall tour of Canadian wholesale china, crockery and glassware houses and has pleasure in offering its readers a few seasonable suggestions in the way of novelties being offered for the holiday and Winter trade.

LAMPS.

The newest feature in lamps is a very large hall hanging lamp, in brass with ruby and crystal globe, to retail at $2 and $2.25. Another attractive novelty, which will appeal particularly to the grocer and small general merchant, is an assortment of small glass lamps in packages containing half a dozen different decorations. Heretofore it has been practically out of the question for the smaller merchant to carry any assortment of cheap lines; the new package, in which no two lamps are alike, will undoubtedly fill a long-felt want.

JARDINIERES.

There have been no radical changes in the style of jardiniere most popular this season. Floral and conventional designs are in equal demand, while among the newest goods shown are dark colored and lightly tinted effects. The rich blue with stippled gold decorations is still a favorite; a number of recent importations, however, have heavy floral outlines in matted effects covered with a corresponding miniature floral design.

Dark effects in two or three contrasting colors with embossed conventional designs are also shown. One of the most attractive of recent designs from the English potteries is tinted shading from dark green at the bottom and top to a pale tint in the centre. Extending diagonally all round the jardiniere is a heavy embossed design in mauve tulips and green leaves. A few Oriental designs are seen, these, however, appeal only to the fancy trade, and their popularity is rapidly waning.

GLASSWARE.

What promises to be one of the most attractive lines of glassware this season is a package assortment of etched goods in handsome shapes, such as trays, bon-bon dishes, etc., with artistically painted designs and gilt decorations. These will retail at 10, 25 and 35c respectively, and are sold in assortments to suit the smallest dealer.

CHINA.

The assorted packages of fancy decorated china, in rich colors and floral and Watteau patterns, mentioned in the last special number of The Grocer, have taken a firm hold on the trade, and are proving one of the most attractive lines on the market. Another ready seller is a stock pattern in plain white with fancy decorated gold bands. It need not be mentioned that all the old stock patterns are shown, and that a big proportion of the season's sales are in these lines, which require no other recommendation than the name. In fancy cups and saucers there are a large number of new designs, not only in English, but German china, which will undoubtedly be largely stocked by the retail grocer and general merchant for the holiday trade.

China and Glassware Trade in Canada.

THE following figures represent the importations of china, crockery and glassware into Canada for the last five years. The revised figures for 1904 are not yet available. They are estimated in part, however, as follows: Earthenware, china and graniteware, $1,611,356, of which $961,806 came from Great Britain, $235,857 from the United States and $413,693 from other countries. Returns for glassware to date have not been made separately, but these will bring up the total to considerably over the $2,000,000 mark.

In connection with the Canadian trade in earthenware, crockery and graniteware it may interest readers of The Canadian Grocer to know in what direction the import trade is tending. Great Britain in 1899 and 1903 sent us goods to the value of $575,970 and $785,270. The United States came second with exports to Canada totalling $136,254 and $258,665 respectively; Germany had third place, her exports to this country totalling $98,504 and $225,067 in these two years. The recent tariff revisions have already shown a tendency to curtail the volume of German importations in crockery, china, etc., the bulk of which will now be directed to Great Britain. After Germany in order comes France with $37,999 and $62,025, Japan with $21,114 and $32,788 and Austria-Hungary with $27,617 and $17,808. A considerable import trade in china, etc., is also carried on with Belgium, China, Holland and Italy.

The manufacture of pottery, etc., in Canada within the last few years has become an increasingly important item, and it goes without saying that a very considerable proportion of the requirements of the home market at the present time is being met by domestic manufacturers.

CANADIAN IMPORTATIONS OF CHINA AND CROCKERY, 1899-1903, INCLUSIVE.

	1899	1900	1901	1902	1903
Brown or colored earthen, stone and Rockingham ware	$ 12,270	$ 11,776	$ 19,328	$ 24,377	$ 36,866
Decorated, printed or sponged, and all earthenware except the above and bath-tubs, washstands, of earthenware, stone cement, clay and other material	241,493	240,551	274,764	255,770	485,041
Demijohns, churns or crocks	3,133	6,617	969	9,196	10,792
White granite, or iron-stone ware, and C. C., or cream colored ware	201,286	199,257	226,916	153,548	215,978
China and porcelain ware	261,211	264,989	336,093	342,479	375,911
China clay	47,270	53,215	47,419	54,331	61,931
Glass corboys and demijohns, empty or filled bottles and decanters, flasks and phials	183,439	219,407	266,293	329,164	324,488
Glass jars or glass balls, and cut, pressed or molded crystal or glass tableware, decorated or not	221,831	227,558	226,715	218,653	293,108
Lamp chimneys, glass shades or globes, blown glass table ware	131,954	120,594	142,624	127,891	115,592
Total	$1,303,830	$1,343,964	$1,541,121	$1,615,409	$1,919,747

Scotch Motto Ware.

ONE of the most striking and attractive lines of fancy pottery ever shown in the Canadian market is on view at Barnard & Holland Co.'s, Montreal. Their show window, in which are displayed specimens of this ware, has attracted great attention. We refer to their Scotch Motto ware (which, by the way, is made in England). There is a vast difference between the quality of these goods and some lines of motto ware that have

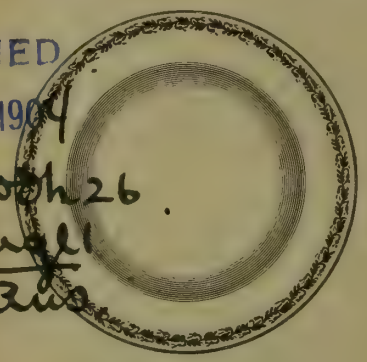
been seen; a piece of it is sufficiently artistic to please the connoisseur of pottery ware, and, at the same time, not too expensive for moderate-sized pockets. The articles in the assortment shown by Barnard & Holland can be retailed at from 30c up to the highest-priced piece paying a good profit at $1.25. The puzzle jug will create great amusement. The mottos are too numerous to mention, but "Help yersel tae the sugar" on a sugar bowl, and "Be canny wi' the cream" on a cream jug, are very suggestive and appropriate.

For High-Class Trade.

NEVER a season passes but brings a large number of fresh productions from the china and pottery manufactory.

Among the most attractive importations from the English potteries for the 1904 Fall and Winter trade are several rich designs in Crown Derby pattern

RETURNED
OCT 25 1904
Cut Book 26
Pencil
Ans



"Brunswick" Pottery.

which will appeal unquestionably to the connoisseur of fine china. A series of fancy plates and vases copied from the "Royal Vienna" styles are distinctively rich and beautiful. Almost any china and crockery dealer or general merchant having a select town trade should carry some of this new "Royal Vienna" goods. The original patterns cost as high as $25; the new lines, which are faithful reproductions of the originals, retail as low as $1 to $3.50.

In smallwares the call is for grotesque bisque ornaments, which are shown in an almost infinite variety of styles. These are dainty and small in size, and particularly suitable for euchre prizes, etc. Small bronze ornaments will be as much, if not more, in demand than last season; the styles are for the most part copied from "art nouveau" patterns, small figures in the shape of ash and match trays and calling card receptacles being especially in evidence. Bronzes are no longer beyond the reach of the ordinary purse, as a walk through a modern china and fancy goods warehouse will show.

A line of fancy glassware that promises to be popular is a reproduction of the celebrated "Tiffany" pattern in attractive shapes with iridescent finish. In cut glass the newest wrinkle is olive and bon-bon trays in flat shapes mounted on stems from four to six inches high. These retail at from $4 to $6.

The Copp lamp in rich colors is still a favorite. It is not so new, however, as the lamp with brushed brass fount and fixtures and dull white globe in antique and colonial style. A big assortment of night lamps with satin etched finish or Copp colors is also shown. In an expensive lamp the conventional Dutch lamp of brass and dull white metal in conventional designs with square shade of open work metal to show through a translucent glass shade of Dutch blue and mauve color is the most beautiful pattern shown for some time.

Technical Schools for Ceramic Industries

THE following data in regard to technical instruction in the manufacture of pottery in Germany is taken from a recent Government report by the British Consul at Stuttgart.

The special technical schools for the ceramic industries in Germany are four in number, namely those situated at Hohr, Bunzlau, Lauban, and at Landshut. All four schools are situated in the midst of the industries they are intended to promote, their aim being to afford a thorough combined theoretical and practical workshop instruction, and to train young persons for future positions as owners, managers, foremen, painters and modellers in the various branches of the ceramic industries.

RETURNED
OCT 25 1904

"Hamilton" pattern.

Pupils are instructed not only in the chemical, technical and physical changes which take place during the process of manufacture, but also in all preparatory manual and artistic work.

Besides the general training in ceramic manufacturing work, the instruction is so arranged that pupils may devote themselves to the special study of any particular branch, such as painting, modelling or chemistry. Both day and evening instruction is given, the former, however, being more important, and comprising the principal work of the school. The full course of instruction lasts two years, but a further course has

RETURNED
OCT 25

"Newport" Design.

been arranged for those pupils who wish to continue their studies.

The teaching staff consists of seven masters, including a sculptor, painter, chemist, two elementary schoolmasters, and two foremen of the pottery trades. This staff of seven persons deals with a total attendance (for 1903) of 74 pupils —22 in the day and 52 in the evening school. Pupils for the day school must be at least fourteen years old, and have completed the course at the elementary schools. A period of previous practical work of at least one year is considered to be desirable, but is not insisted upon. For the evening school the age limit is reduced to twelve for such boys who show aptitude for the pottery trades, and who attend the evening school as a preparation for entrance to the day school.

The fees amount to £1 per annum for pupils from the district, to £1 10s for other Germans, up to £7 10s for foreigners. The evening schools cost only

RETURNED

E. W. Klotz, 24 Wellington Street West, Toronto

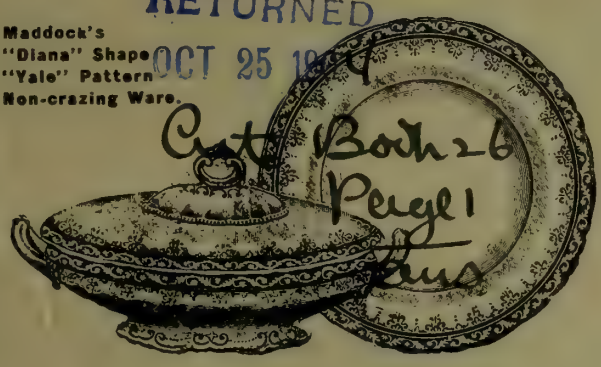
IMPORT HEADQUARTERS

JOHN MADDOCK & SONS, LTD., ENGLAND.

The delicate Embossments of the **DIANA** Shape cannot be shown on paper.

The goods must be seen to appreciate this feature.

In White the cost is about 20% more than White Granite, but it wears and looks 100% better.



The **YALE** pattern is a special design with two Gold Lines.

Printed in our new Emerald Green, and other fetching colors.

Be in it by ordering now for

Spring Delivery.

SOLE AGENTS IN CANADA FOR:

John Maddock & Sons, Limited, - - Burslem, Staffordshire.
White and Printed Dinner and Toilet Ware.
Welded Edge Hotel Ware, White, Printed, Badged and Decorated.

Charles Allerton & Sons, - - Longton, Staffordshire.
China Tea and Breakfast Ware. Jardinieres.
Cheap Teas, Plates, Bowls and Jugs. Earthenware Lustre Goods.

The Maryland Glass Etching Works, - Cumberland, Md.
Pressed and Blown Etched Tumblers.

C. J. Dams & Co, - - - - - London, England.
Cut Tumblers, Common Wines, etc.

A Snap in Christmas Goods

To make room for next year's Samples of Foreign China and Glass, which are now being prepared by the leading makers of Continental Europe, **the Import Samples of 1904 must be cleared out.** They consist of German and Austrian Fancy China Cups and Saucers, Plates, 3-piece Tea Sets, Mugs, Toy Tea Sets, Salads, Bonbons, Cabarets, Chocolate Pots, Biscuit Jars, Trinkets, Bisque Figures, etc. Bohemian Fancy Glass Vases, Table Sets, Carafes, Wine Sets, Butter Dishes, etc. Cut Glass Vases, Salts, Olives, Knife Rests and Sundries. These samples are all in good condition, some 1/12, 1/6, or 1/4-dozen of a kind. If a personal visit be impossible, send for an assortment stating approximate amount and you will be well and promptly served.

LAMP PRISMS and CROCKERY CEMENT for immediate delivery.

4s per annum. Talented, industrious, and indigent pupils are wholly or partially dispensed from the payment of fees, and in special cases assisted with small sums of money. Drawing and modelling materials, chemicals, apparatus and tools are supplied by the school.

For the Holiday Trade.

The trade will have a wide range of choice in chinaware for the Christmas trade this season despite the 10 per cent. surtax, and dealers say that the lines they are showing this year surpass anything heretofore put on the market. Taylor & Mulveney, of Hamilton, are particularly proud of the stock they are showing this season in German, Austrian and French wares with schemes of decoration ranging from plain to elaborate. A specialty offered is in china salad bowls, to sell from 50c to $1 each, also cocoa pots, lemonade tankards, hot water jugs and tea, sugar and cream sets. Some original shapes are shown in these lines, and a number of fine French china sets of three pieces can be bought at $4 per dozen to sell at 50c the set. Austrian glass, lemonade sets and fancy vases are also a noticeable line in these warerooms. In finer lines cut glass ware, Limoges china, dinner sets and Royal Vienna make a most attractive showing. The firm's travelers are now on the road, and a card to the head office at H amilton will insure a call with a large range of samples.

Automatic Sealer.

One of the most acceptable of recent offerings to the trade in staple lines is the "Schram" automatic sealer, which marks a high-water mark in the science of fruit preserving.

The Schram jar cap of aluminum and high-grade rubber is placed on top of the jar and with slight pressure forced to proper position after having been moistened. To unseal, slip the heel of a table knife under the cap and raise the wrist. The peculiar construction of both jar and cap ensures a perfect fit. There is a small perforation in the side of the cap to permit the escape of as much air as possible when the cap is being applied; once the top is pressed in place, however, this hole is tightly closed by the rubber, which is forced into it by a glass flange on top of the jar, and any leakage rendered impossible. Another valuable feature is the fact that there are no glass caps to get chipped, lost or broken; no loose rubber rings, and no screw caps to get loose.

This novelty has only been on the market a short time, but large sales are already reported.

Christmas Goods and Novelties

IT is in the realm of fancy goods including toys, games, etc., that more new things are produced each year than in any other line. The children soon tire of a toy or a game, and a new doll is a delight however many more there may be around. The knick-knacks of the fancy goods department form the chief resort of the holiday buyer. Presents can be purchased here by everyone for everyone and at almost any limit of price, and no matter what it is it is always acceptable.

That is why it pays to have an attractive department for the handling of these goods. A good corner of the store which is distinctly separate from the other departments will be found to pay and too much attention cannot be devoted to the arrangement of it. It is not so important that this line should have the benefit of daylight, as fancy goods are, in the majority of cases, improved by artificial light. A bank of shelves up the wall will hold any amount of goods in little space and display them to advantage. If artificial lighting is used, a background of dark cloth is advisable. For toys there should be an unoccupied table for the display of the workings of mechanical toys, as these make up 90 per cent. of the toy stock. Hunting around for a clear space or using the floor loses many a sale. Dolls can be set up on shelves, laid in glass show cases or enclosed in upright glass wall cases, the latter two keeping the dust off the delicate finery of the model doll.

IN TOYLAND.

The mechanical toy occupies the centre and all sides of the field. Other lines are merely auxiliaries to this, and for this season a wonderful development has taken place in the ideas included in cheap and dear toys that twist and turn, swim, jump, climb, tumble, and do everything else we see in life. Musical toys are strong features and will amuse the smallest youngster. Some of the cuts show a few of the newest offerings. Masks include negroes, Chinamen, animal faces, clowns, and all the other weird effects. Among the useful toys is a typewriter that can be bought for a few cents and produces very creditable work.

And combined with all these novel ideas and interesting manoeuvres of the mechanical toy is a cheapness that makes one wonder how it can be done. No one is too poor to be able to afford a toy for the boy that will keep him in ecstacies for a long time. For five cents he can hve performing animals, jumping figures, etc., and for a quarter of a dollar the most complicated motions are at one's command.

GAMES.

For old and young games are essential for the Yuletide. The season is one of festivity and joy, and while toys are not supposed to amuse grownups, they are not loath to indulge in the holiday games. Last year such games as Pit and Flinch captured the public, and were sold in such quantities as to make the supply inadequate for the demand. These games are still shown and are freely selling.

Group of 5c. toys and game of Trix shown by Nerlich & Co.

But the two new games that beat them both in interest are Sherlock Holmes and Trix. The former is an adaptation of the terms that would be connected with a detective's career, such as burglar, robber, thief, run, clue, etc., and the object is to collect as many of the first three named as possible. From three to eight can play, and an ever-present attention is required to succeed. It is a jolly, interesting game that demands rapidity of thought. As such it is a typical Christmas game, and one of which one will not quickly tire in spite of the tension existing from beginning to end.

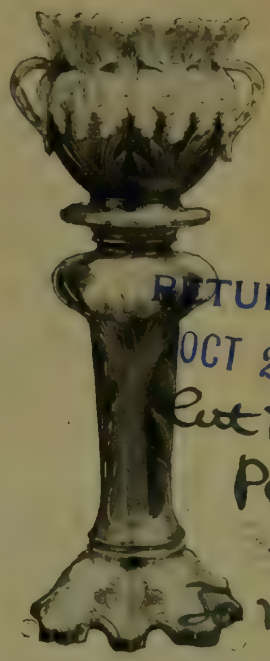
Trix is a more complicated application of the best points of a number of other games. Some ten distinct games can

Don't Confine Yourself

TO **$5.00 DINNER SETS**—THERE IS NO MONEY IN **them.** BUY SOME BETTER ONES, THAT PAY YOU A PROFIT—WE HAVE LINES IN **open stock** TO **retail** UP TO $50.00

A SET OF **"BASSETT CHINA,"** A LINE THAT WE CARRY IN **open stock** TO SELL BY THE SET, DOZEN OR PIECE, OUGHT ALSO BE ON SHOW IN YOUR STORE. EQUAL TO FRENCH CHINA, AT ABOUT HALF THE PRICE.

SUNDRIES (NOVELTIES) FOR CHRISTMAS, YOU WILL WANT; TRY US FOR THEM. DON'T FAIL TO TRY A LITTLE LOT OF **Scotch Motto Ware.**



We can supply nice goods like this, too.

RETURNED OCT 21 1904 Cut Boards Page 76 and to Mr Taylor

B. H. M.

BARNARD & HOLLAND CO.

ENGLISH POTTERY REPRESENTATIVES **MONTREAL** IMPORTERS OF FOREIGN CHINA, etc.

RETURNED OCT 21 1904 Cut Boards Page 76 and to Price Courant

Superior Stoneware

We make and sell the best lines of

Stoneware

Stoneware Specialties

AND **Rock and Cane Ware**

marketed in the Dominion.

Our stock is the largest and most complete.
Prices are right. Ask for catalogue.

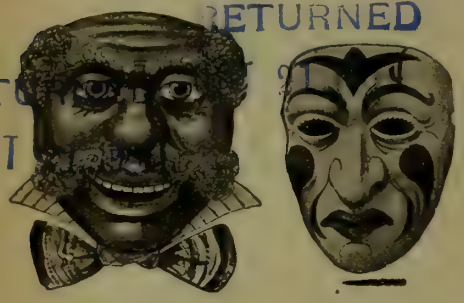
THE TORONTO POTTERY CO., LIMITED, Toronto,

WAREHOUSES: 75-81 COTTINGHAM STREET. CANADA.

be played with the cards, each differing from the other so completely as to make the pack a never-ending source of pleasure. Each game is quiet but intensely interesting, and cannot be played without thought and care. One big point in favor of the sales of these games is the fact that they are advertised in a great many of the popular magazines.

Fancy Goods in the Grocery.

THIS is the season of the year when the grocer and general merchant lays his plans for the Christmas or holiday trade. Even the most primitive merchant living in the far off settlements on the outskirts of civilization requires a few extra lines, from which his scattered customers can choose a Christmas gift or two for their friends or children. To him is given a monopoly of the fancy goods trade, and, within certain limits, it is a line which may be made extremely profitable. The clear gain on toys, games, etc., shows a good margin, and, what is more, such goods do not depreciate in value like many other lines.



Hallowe'en masks shown by Nerlich & Co.

A walking alligator that can be sold for 25c.

Mask.

The best feature about them is, however, that they are sure and certain trade bringers. The Christmas display of toys and games is a veritable Mecca for the youthful generation. Christmas is the season when the fond parent is inclined to indulge her wistful child even to the limit of extravagance. Once the youngster's mind is centred on a certain toy it is as good as sold under ordinary circumstances. But it is not only Santa Claus befriends the grocer and general merchant at this time. The mother who comes to look at a toy will, in nine times out of ten, think of some other staple article she requires, and buy it on the spot, even if it doesn't happen to be her regular tradesman. On the other hand, a regular customer while doing her regular shopping may easily be inveigled into buying a knick-knack or two. Thus the regular mercantile and grocery trades become rejuvenated—a practical necessity nowadays. In order to keep old customers and attract new ones a merchant must be resourceful enough to introduce fresh ideas from time to time. The most effective advertisement for a grocery or general store now that competition has become keen is to have a line of goods which cannot be duplicated elsewhere. An up-to-date assortment of toys, etc., is a line which will not only be profitable in itself, but help materially in increasing the volume of regular trade.

XMAS GOODS

Fancy China Glassware Dinner Sets
Tea Sets Toilet Sets

Our customers who have compared our line of samples with others advise us that our goods both in designs, shapes, and prices, are the best on the road. Our travellers are now out with a full range of samples and we ask you to give them your consideration. As a matter of business it will pay you to do so. Letter orders given prompt and careful attention at all times.

TAYLOR & MULVENEY

HAMILTON, CAN.

GOWANS, KENT & CO.

BRANCH AT WINNIPEG, Man. MAIN ST.

TORONTO WHOLESALE

SAMPLE ROOMS AT MONTREAL, Que. 54 ST. FRANCOIS XAVIER ST.

CROCKERY and GLASSWARE, CHINA and LAMP GOODS.

MANUFACTURERS OF RICH CUT GLASS.

DECORATORS OF LAMPS, EARTHENWARE AND OPAL.

"WE SELL GOOD GOODS CHEAP"

RETURNED OCT 21 1904

OUR 21 TRAVELLERS

COVERING THE ENTIRE DOMINION, are now on the road with full samples for Fall and Christmas Trade. If you have not yet looked over our line, write us to-day.

We make a special feature of our

MAIL ORDER DEPARTMENT

Our Head Office and Warehouse: 16 FRONT ST. EAST, TORONTO.

OUR STOCK IS FULL AND UP-TO-DATE

Comprising all necessary and desirable articles in above lines, and we are always glad to receive your request for information and prices on any line connected with the trade.

We make price lists and illustrations of different lines. Write for particulars of lines interesting you.

DO YOU NEED ANY

Glass Sets,
" Butters
" Sugars,
" Creams,
" Spooners,
" Berry Dishes,
" Salvers,
" Preserve Dishes,
" Comports,
" Pickle Trays,
" Pickle Jars,
" Celery Trays,
" Bread Plates,
" Bird Baths,
" Egg Cups,
" Seed Cups,
" Flasks,
" Fruit Jars,
" Jellies,
" Wines,
" Goblets,
" Tumblers,
" Jugs,

Glass Water Sets,
" Salts and Peppers,
" Bowls,
Fancy Glass Vases,
" " Rose Bowls,
" " Water Sets,
China Fruit Plates,
" Table Plates,
" B. and B. Plates,
" Cups and Saucers,
Jumbo " " "
China A. D. Coffees,
" Mugs,
" Shaving Mugs,
" Egg Cups.
" C. S. and Plate Sets,
" Porridge Sets,
" Cream Jugs,
" Table Pitchers,
" Sugars and Creams,
" 3-piece Tea Sets,

China Table Sets,
" Syrup Jugs,
" Berry Sets,
" Pudding Sets,
" Salads,
" Ovals,
" Celery Trays,
" Fruit Saucers,
" Teapot Stands,
" Cuspidors,
" Cracker Jars,
" Spoon Trays,
" Olive Dishes,
" Pin Trays,
" Match Safes,
" Knick Knacks,
" Candlesticks,
" Vases,
" Figures,
Tea Sets,
Toilet Sets,

Dinner Sets,
Cups and Saucers,
Plates,
Ewers,
Basins,
Chambers,
Bowls,
Flat Dishes,
Bakers,
Scallops,
Covered Dishes,
Decorated Jet Teapots,
Rockingham Ware,
Cane Ware,
Glass Lamps,
Lamp Chimneys,
Lantern Globes,
Burners,
Wicks,
Library Lamps,
Hall "

Reception Lamps,
Vase "
Banquet "
Store "
Bracket "
Brackets,
Shades,
Lamp Globes,
Gas Globes,
Shade Frames,
Shade Holders,
Night Lamps,
Barn "
Harps,
Reflectors,
Smoke Bells,
Prisms,
Onyx Tables,
Flower Pots,
Ornamental China Figures.

DECORATED OPAL SPECIALTIES—RICH CUT GLASS, DAINTY FRENCH CHINA.

IF SO, TRY OUR MAIL ORDER DEPARTMENT.

THIS IS THE FACTORY

of CHRISTIE, BROWN & CO , Limited,

WITH ITS

229,840 feet of floor space and 550 Employes

THAT TURNS OUT

RETURNED
OCT 21 1904
Cut Books
Page 75
Ins
J.C.Co.

500 Varieties of Biscuits

EVERY ONE OF WHICH CONTAINS THE BEST INGREDIENTS AND ENJOYS THE BEST OF REPUTATION.

Our Export Trade,

LIKE OUR HOME TRADE, IS GROWING.

CHRISTIE, BROWN & CO.,

TORONTO, CANADA. LIMITED

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

A Bread and Pastry Department.

SOME grocers have not awakened to the fact that an ever increasing number of homes are depending upon them to supply bread, biscuits, pastry, preserved fruits and other products of the kitchen. The day when these things were strictly "homemade" has passed away with a changed civilization and with changed conditions of living. Young wives not too well instructed in the mysteries of baking and cooking, find it very convenient to have their bread and pastry supplied by their grocer, and the difficulty in obtaining domestic help has made others dependent upon outside sources of supply. Of course this new order of things relates especially to the large manufacturing towns and the cities. At the same time even the country people are finding it convenient to get their bread from the baker, and are also free buyers of sweet and fancy biscuits.

A trade in bread, biscuits, pastry and preserved fruits is not difficult to establish, and is profitable. The increasing dependency of housekeepers on "ready-made" articles makes the installation of such a department safe. It goes without saying, however, that everything sold should be the very best possible procurable. Articles of food come in for more criticism than do most other things, and on this account should be thoroughly satisfactory. A good name is acquired through handling a good quality of merchandise and a good profit likewise.

— —

Foreign Confectionery and Biscuit Trade of Canada.

THE following figures concerning the amount of biscuits, sugar-candy, confectionery, sweetened gums and candied peels, glucose, or grape sugar and saccharine, including maple sugar and maple syrup, have been taken from the Blue Book of the Department of Trade and Commerce, Ottawa.

In 1899 the total importation of such goods into Canada was $171,208. In 1900 the figures were $243,170, in 1901 $320,956, in 1902 $275,626, in 1903 $244,445, and in 1904 $266,030. Roughly speaking, these figures indicate that importations of confectionery into Canada during the last five years have remained practically at the same level. On the other hand the consumption of candy and fancy confectionery in Canada has increased enormously during the same period, leaving the conclusion inevitable that the home consumptive market is being more and more supplied by domestic manufacturers. In 1903 the importations of confectionery were distributed as follows: Great Britain, $108,135; United States, $122,875; China, $1,242; France, $7,774; Germany, $1,555; Holland, $192; Italy, $1,128; Switzerland, $117; Turkey, $236; other countries, $1,191. In 1904 the relative proportion is not materially changed, Great Britain sending $125,124, United States $124,076, and other countries (not yet specified) $16,830.

The past year has witnessed a healthy increase in the domestic consumption of high-class confectionery made in Canada. The industries which make these goods are comparatively young in years. They have, however, succeeded in introducing their goods to the Canadian tourist and travelling trade, which is surprised to find that the newly discovered article does not suffer in comparison with any foreign goods on the market. One of the most recent developments in confectionery circles is the manufacture of Canadian milk chocolate. As a whole, 1904 has been a satisfactory year for Canadian confectioners. Trade conditions in Ontario and Quebec have not been as satisfactory as could be desired, largely because manufacturing confectioners have become used to doing things on a large scale and have been inclined to expect an increase in this department of trade proportionate to that of the last two or three years, whereas the population of the above-mentioned provinces has not shown any extraordinary increases. The West, however, has more than sufficed to leaven the lump, and Canadian goods are getting a larger share of this rapidly growing trade.

In biscuits and fancy breadstuffs the importations of the last five years have hardly kept pace with the rapidly increasing population of Canada, those of 1899 being estimated at $648,023 and those of 1904 at $987,621, an increase of $339,598. The principal contributors in order are the United States, Great Britain, Belgium, Japan, China, India, France and Italy. The export trade can hardly be said to be well under way yet, but wherever foreign markets have been exploited Canadian manufacturers have succeeded beyond their most sanguine expectations. There is no end to the variety of biscuits manufactured in Canada at the present time; in fact, it may be truthfully said that Canadian manufacturers can duplicate as to quality any kind of biscuit to be had in any market. The question of price will be solved within the next very few years, when an increase in the population of Canada reduces the price of labor, and scientific methods are introduced more generally in the biscuit manufactories of the country. As Canada is to be the home of breadstuffs par excellence for

IMPORTS OF BISCUITS AND BREADSTUFFS TO CANADA 1899-1904 INCLUSIVE.

	1899	1900	1901	1902	1903	1904
Arrowroot	$ 1,006	$ 788	$ 1,504	$ 1 206	$ 827	.....
Biscuits, sweetened, all kinds.	14,714	19,581	16,132	14,219	18,787	.....
Biscuits of all kinds, not sweetened	23,291	16,198	13 708	13,498	14,951	.....
Bread unleavened for religious purposes	2 581	3 983	3,783	4,328	6 651	.....
Macaroni and vermicelli	33 863	35 580	35,574	44,671	64,186	.....
Rice cleaned	232,642	226,896	317,020	298,295	371,887	.....
Rice uncleaned, unhulled or paddy	183 115	187 947	178,547	146,728	276,874	.....
Rice and Sago flour and Sago	19,731	38,994	8,482	15,827	19,786	.....
Tapioca	36,940	56,221	53,650	67,083	62,774	.....
All other breadstuffs not otherwise specified	100,140	125 716	189,971	300,314	375,725	.....
Total breadstuffs	$648,023	$711,904	$815,461	$906,169	$1,212,448	$987,621

EXPORTS OF BISCUITS, ETC, FROM CANADA 1899-1904 INCLUSIVE.

	1899	1900	1901	1902	1903	1904
Biscuits of all kinds sweetened and unsweetened	$23,652	$22,742	$29,166	$30,177	$35,571	.....
Rice cleaned	10,789	536	5,692	2,595	870	.....
Rice and Sago flour and Sago.	35,942	22,230	25,541	20,546	18,917	figures not available.
Total	$70,383	$45,508	$33,399	$55 318	$55,358	.....

SOMETIMES

one meets with a manufacturer who talks more than the truth about his goods.

As for ourselves, we have no temptation in that direction. We **know**—it is our business to know—that there are no other Soda Biscuits made anywhere in the world that equal

PERFECTION CREAM SODAS

We are backing up this knowledge with our money. We are advertising our Sodas everywhere in Canada. The response has been prompt—the report just what we expected.

The Grocery trade should certainly carry

Perfection Sodas

In 3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Ontario.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING, ONT.

the next hundred years, there seems to be no logical reason why Canadian manufacturers should not be successful bidders for a fair share of the world's markets. At present there are a goodly number of biscuit factories in Canada which challenge comparison with any similar institutions in the old world both as to equipment and quality of output.

——

For the Holiday Trade.

RETURNED OCT 27 1904

HOW the housewife of fifty years ago would gape with astonishment were she to see the transformation that has been wrought in the realm of Christmas decorations, banquet souvenirs, etc. In no line perhaps has the change been more marked than in bonbons, or crackers. In the old days these were very ordinary looking articles, today there is no end to the variety and elaborateness of fancy crackers, ranging as they do from cheap colored gelatine and embossed picture decorations to the most gorgeous reproductions of flowers and fruits in silk, gauze and tissue paper. One of the newest samples shown is in red gelatine trimmed with bunches of holly and green leaves. Another attractive style is in Scotch tartan. Many of the flower designs are exceedingly beautiful; one in particular, a spray of sweet peas in mauve tints. With the more elaborate crackers the souvenirs are sometimes quite pretentious. Instead of paper caps are substituted musical instruments and grotesque Japanese toys. For the benefit of the uninitiated it may be said that the crackers used in decorating our holiday

Christmas Crackers in Basket.

dinner tables are imported from England, Germany and France, the finest goods being of French manufacture, while the cheaper lines come from Germany.

One of the features of this season's fancy goods trade is the decorated box or receptacle for holding fancy confectionery. One idea has been successfully wrought out in a red sleigh loaded with holly branches. Miniature leather suitcases, trunks, dressing tables, safes, telephones, jewel-cases, banjos and guitars, continue in favor, while a number of fancy wicker boxes, silk and plush lined, with ribbon bow or floral decoration, are among the best sellers of the season. A number of handpainted and embossed paper boxes are also shown.

Among distinct novelties are pie covers and divers other receptacles in decorated colored crepe paper for use at

Christmas Crackers in Box.

banquets. Japanese garlands in variegated papers will be in demand for adorning Christmas trees, ball rooms, etc. Christmas stockings in all sizes made of brilliant colored net, and filled with a potpourri of Japanese, German and Russian toys, candy packages, etc., are just the thing for the holiday trade. Even cups and saucers and grotesque ornaments are utilized as receptacles for confectionery. One of the best sellers of the season has been a style of Japanese lacquered box for containing an assortment of fancy candy.

High-priced.

It would astonish a good many people could they but see the sample room of A. J. Stewart, Toronto, makers of "Stewart's Fine Chocolates." There one finds displayed some fancy packages so elaborate and manifestly costly that one has difficulty in believing that a market exists for them in Canada. There are hand-painted plush glove boxes, plush covered and richly decorated work boxes, silk covered, metal trimmed handkerchief boxes, and so on. All these enclose Stewart's fine chocolates, and are bought by young lovers, affectionate husbands and others who wish to express their regard in some unmistakable and pleasing fashion. These boxes retail at $3, $3.50, $4 and $5. It might be thought that such high-priced confectionery packages would not sell. The reply is that Stewart's cabled this week to Paris, France, increasing their first order fourfold for a fresh supply of these elaborate boxes. Other choice packages are in embossed goods and genuine burnt leather, in richly decorated paper.

PEEK, FREAN & CO'S

Celebrated London

BISCUITS & CAKES

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition		Buffalo, N. Y..	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles and Chenning, Ill.**

old reputation

Attention!

old reputation

The BEST

of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

Very Important to Grocers for their Christmas Trade:

COWAN'S COCOA, CHOCOLATE, CREAM BARS, CHOCOLATE GINGER.

COWAN'S MILK CHOCOLATE, CHOCOLATE WAFERS, ETC.

THESE GOODS ARE FINE, AND SELL READILY.

The COWAN CO., Limited, TORONTO.

MAPLE SYRUP

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard.

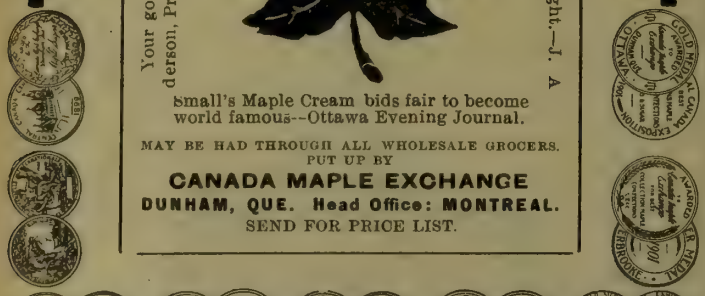
Life long experience is ours. Results are: Quality, tasty packages, FREE FROM PRESERVATIVE ACIDS, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous--Ottawa Evening Journal.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY
CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.



QUALITY AND ATTRACTIVENESS

IN

STEWART'S FINE CHOCOLATES AND BON BONS

BULK OR PACKAGES

LET THE PUBLIC KNOW THAT YOU HANDLE THEM, AND YOU WILL VOTE THEM THE BEST PAYING LINE AND QUICK SELLERS.

A. J. STEWART, Limited

MANUFACTURERS OF HIGH CLASS CONFECTIONERY

COR DUNCAN AND ADELAIDE STREETS, TORONTO

"Irresistibly Delicious!"

PETER'S THE ORIGINAL MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

A Trade Paper's SPECIAL Number is always interesting.

MOTT'S

REGULAR lines of COCOAS and CHOCOLATES cover the requirements of the consuming public so completely that no SPECIALS are necessary.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

THE STANDARD OF QUALITY.

KKOVAH JELLIES, real fruit flavor, all flavors.
" BLANC MANGE POWDERS, all flavors.
" CUSTARD POWDERS.
KKOVAH HEALTH SALTS. A Delightful and Healthful Drink for Summer.

WRITE US FOR PRICES OF

Lemon, Orange and Citron Peels

JAS. R. GREIG, Agent, MONTREAL.

MEXICO: A MARKET FOR CANADIAN PRODUCTS

FOR some time past The Canadian Grocer has been watching with deep interest the rapid development of the Mexican Republic in the hope that the business interests of Canada and Mexico might soon seize the opportunity of establishing closer international trade relations to the benefit of all parties concerned.

Since the beginning of 1904 the turn in the tide has been rapid: the formation among Canadian business men residing in the Republic of a Canadian commercial club has already been chronicled in The Grocer. The latest move is the sending of a delegation to Canada to look into the trade situation here, appoint purchasing agents for Mexican firms and make final arrangements with the Canadian Government for the establishment of a direct steamship line between St. John, Halifax, and Vera Cruz.

The Grocer was accorded the privilege of an interview with Mr. James H. McLeod, president of the Canadian Commercial Club in Mexico, who is in Canada sizing up the trade situation. Mr. McLeod is as enthusiastic over Mexico as he is over Canada, and says the direct steamship line is practically an assured fact within the next few months. In all probability a ship a month each way will be all that is warranted at present; as soon however, as there is sufficient traffic extra boats will be put on the route.

What Mexico Will Take From Canada.

There are immense possibilities in trade between the two countries. Mexico will take from Canada coal, pig iron, lumber, furniture (especially bent chairs), agricultural implements, wagons (which could be shipped in large quantities), all kinds of machinery, fruit products, ham and bacon, canned goods, salt fish, and general merchandise; all of these articles will find a ready sale there as soon as trade is worked up. In Canadian canned goods the best prospects are for corn and tomatoes, both of which are to be seen occasionally in Mexico, although the market cannot be said to have been systematically exploited. The duty on canned vegetables entering the Republic is 15 cents a kiel, by no means an insurmountable obstacle. The duty on canned fruits, unfortunately, is prohibitive, being 75 cents a kiel. Canadian cereals (cheap flour) will be largely used in Mexico. The principal argument in their favor is the fact that they are superior in quality to the products imported from the United States, particularly oatmeal.

In coal, coke and lumber United States competition need not be feared in the least, while in other commodities the all-water route will give Canadian shippers a big advantage over shippers by rail.

Goods that could be shipped with profit on a smaller scale are dynamite (until the Mexican dynamite concession is organized), nails, shoes (special makes for wealthier classes), cottons, clothing (cheap), chemicals (such as cyanide of potassium) and coarse paper of all kinds.

Although official statistics regarding Mexican imports for the year 1903 are not available at the moment, we find that most of the above-named articles were imported largely from the United States, as follows: Iron and steel and manufactures of (including machinery), $7,000,000; machinery and parts, $7,000,000; coal, $2,600,000; lumber and timber, $2,600,000; breadstuffs, $1,170,000; carriages and parts, $1,100,000; vegetable oils, $1,100,000, and manufactures of lumber, $1,000,000. Canadian exports to Mexico in the last fiscal year amounted to only $137,034 in all articles, and included: cordage, rope and twine, $5,821; cotton and manufactures of, $16,887; gunpowder and other explosives, $400; machinery, $3,440; sewing machines, $9,761; all metals and minerals, $33,221; ships, $11,400; spirits and wines, $16,814; wood and manufactures of, $29,075. These figures although not significant in themselves are gratifying in the extreme when it is remembered that they are purely the result of accident, as Canada has never seriously directed her attention to Mexico as an export market.

What Canada Will Take From Mexico.

Mexico in turn will send us raw sugar, coffee, mahogany, dye-woods, fruit and hides and hemp. There should also be a good trade from Canada in cheese, butter and fish. At the present time the district of Tehuantepec imports large quantities of these latter named articles from the United States and Norway, and there seems to be no reason why Canada should not capture a lion's share of the trade

In order to give one an idea of the magnitude of the cane sugar industry in Mexico it may be stated that the Arbuckle refinery of New York employs two resident buyers in Mexico continuously. The culture of sugar cane has grown to such proportions within the last few years that growers are now finding it necessary to get an outlet for surplus production. Refined sugar is selling in Mexico to-day at the abnormally low figure of 3c per pound. Mexico also produces a large number of hides and goat skins. A profitable market for these might be established in Canada, where, in 1903, importations totalled $5,662,528, the bulk coming from the United States, Argentina and France.

Trade Conditions in Mexico.

Formerly English trade occupied a premier position in Mexico. In later years, however, the Germans have secured a strong foothold because they make a greater study of the commercial interests of the country. While Britishers hold aloof from the Mexicans, the Germans intermarry with them, and take a special interest in Mexican affairs, in this way becoming conversant with the needs of the people. While the British are always in the lead in the matter of style and fashion, they do not hold their own in commercial matters. The Germans invariably pay the closest attention to the whims as well as the requirements of the Mexican people. Any outlandish thing that the Mexican may think he requires the German will manufacture for him, while the Englishman is disputing with the Mexican as to whether the article asked for is the thing he should have. And notwithstanding the German's ability to make the article the Mexican or Spanish-American desires, the British article generally comes out ahead and brings a higher price.

The hardware and machinery trade of Mexico is largely in the hands of the Germans and Americans, large importations of agricultural implements, machinery (including sugar machinery) and electrical supplies coming from the neighboring republic every year.

The Spanish element controls a big share of the grocery trade, although foreigners are fairly well represented, and Mr. McLeod himself enjoys the distinction, and has for some years, of having the largest wholesale and retail grocery and wine business in Mexico.

Sifting the Tea Leaves

A sifter consists of sieves one above another in the form of sloping trays with wire meshes. These oscillate rapidly and the tea is sifted through. The top tray has a mesh large enough to admit the coarsest leaf. The fourth tray retains the *creme de la creme* of Ceylon Tea. However,

RETURNED
OCT 21 1904
Oct Issues
Page 78
2 cuts.

BlueRibbon *Ceylon* Tea

is the way you know it—a fine small tea—to a great extent consisting of young and delicate tips—a delicious, nerve-soothing, tasty tea—rich and creamy—a luxury at a moderate price.

Forty Cents should be **Fifty**

Black, Mixed Ceylon Green

Ask for the Red Label 204

"The Never-Streak Blue"

$150 FOR 5 CENTS!

$500 GIVEN AWAY

$150 for the FIRST nearest CORRECT GUESS
75 for the SECOND " " "
25 for the THIRD " " "
10 each for the next 5, and additional prizes for the next 400 nearest correct guesses.

952,496 VOTES were cast in the Dominion Election 1900! How many do you think will be polled on the 3rd November next?

Housekeepers, Housekeepers' husbands, brothers, sons, daughters, sisters, cousins, and aunts should all be interested in the $500 "BLUEOL" GUESSING CONTEST on vote Dominion Election, November 3rd next. Buy a 5c. package of "BLUEOL" the "NEVER-STREAK BLUING" and write your GUESS on the back of the Outside Wrapper, sign your name and address and send in to

J. M. DOUGLAS & CO.

21 St. Nicholas Street, MONTREAL.

Ask your Grocer about it!

Guess Early and Often! Contest Closes November 2nd, 1904.

LUCK may bring you a prize in a lottery, but it will never get you the best trade in the town. This is largely begotten by a **confidence** in your good judgment. You can start things by recommending **CHASE & SANBORN'S** Coffees to your **particular** customers.

CHASE & SANBORN

The Importers, Montreal

CHANGING FROM A CREDIT TO A CASH SYSTEM.

A Symposium of Opinions.

Experience of a Cash Firm.

By the Ritchie Co., Limited, Belleville.

SIX years ago, when we decided to adopt the cash system, we first of all made up our minds to carry it out according to the rules laid down, and that it would not be a case of a big flourish and then a gradual return to the old credit system. We determined to stand or fall by it. Through the daily papers and by circulars we wrote up the advantages of the cash system to our customers, as well as to ourselves, and announced that on a certain day we would adopt it in our business.

To a certain number of our largest and perfectly safe customers we granted the privilege of running monthly accounts, these to be paid within one week after being rendered. Goods sent out on approbation, or as a matter of convenience, were to be paid for or returned within one week. These terms were clearly stated on all our bills.

We have adhered to the system for the past six years along these lines, and consider that it has been a great success. Our business has greatly increased in that time. We have practically lost nothing through bad debts. The present tendency with our monthly customers is to pay cash in preference to having the goods charged, our increase in business being in cash sales almost invariably.

We cheerfully recommend the cash system to any merchant who will pledge himself to politely but firmly carry it out.

Cash or Credit?

By Cr dit.

IN discussing the best method of changing a credit business to a cash business in a town of 4,000 population, I would say that it depends largely on existing conditions, about which I might make a few suggestions.

If the person desiring the change has at present the leading business in his town, he should be very careful about making such a change. If he is doing the better class of trade, and a good medium and ordinary trade as well, a change from credit to cash will make such a difference in a very short time that he may lose the best part of his business and put some of his struggling competitors in a position to make him very uncomfortable. In my opinion, you cannot do a strictly cash business and do the better class of trade, because the better class trade are entitled to credit, and can be very easily insulted by a refusal. In my experience, I find that there is nothing that pleases a woman's vanity more than to allow some other woman to hear her ordering goods, and asking the person waiting on her to charge them. Now, if you don't charge them, and if they are entitled to credit, some of your competitors will be only too glad to do it, and it will be a matter of consequence that your old customers will meet in your competitor's store and will be heard to remark, "Oh, you are here, too, are you ? Isn't it such a nuisance paying cash for everything at ——'s ? I can't be bothered with it. I find the goods in this store just as nice, anyhow, and cheaper, if anything, too." Remarks like these are what you will be certain to hear, and your old customers' meeting causes quite an impression one on another. You will find that your credit trade has forsaken you after a while, and your customers apparently are getting just as well suited as they did with you. And you will lose not only your credit trade, but many of your best cash customers, who find that your competitor has lovely goods, since many of their friends are getting their supplies there.

Now, if the credit man will take the trouble to investigate, I think he will find that the undesirable part of his credit business is only a very small percentage of his business. He is certainly going to lose that anyway. He wants to lose it. If he has been living in the town for some time he ought to know very nearly who is entitled to credit. To those who are not he can make up his mind to refuse credit when they ask for it, and settle that part of it once for all. It will be a very much simpler method than disarranging his whole business.

As for doing a successful strictly cash business in a town of 4,000 population, I don't think it possible ; that is, a business of any size. You haven't got enough people to work on. In my experience I have seen many strictly cash businesses started, and have yet to see the successful one. They all start off with a rush, but in a very short time it is all over, and they are all looking for their good, reliable trade, that has left them and gone elsewhere.

Strong Argument for Cash.

By H. E. Harvey, Vancouver.

THIS is a city of about 35,000, and perhaps by doing a cash business in a country town it would make a difference, but I should judge that if business can be done for cash only in a city the same would apply in a smaller town.

For an illustration of the difference between doing business on cash and on credit, I might mention that it has come to my personal knowledge that some people have got goods to the amount of $5 or $10 (which is not considered a very large amount) and that either by being in straitened circumstances, or by their own doings, the bill has run for some one, two, three or four years, and that during all that time they have not visited the store in question, either to purchase goods or pay anything on the account. It can be readily seen that you have lost hundreds of dollars during those years by just advancing goods to that amount. Of course you can resort to means of forcing them to pay (providing they are in a position to pay) the bill, but even then the trouble and bother of getting that five or ten dollars, and the loss of the customer (which has happened) make it a wise precaution to let nothing go out unless the money comes in. There are any number of stores in a city of 35,000 in the same class of business, any one of which can supply all the person or persons want, if they desire not to visit the store where they owe a small account. Furthermore, the question of whether they have, or have not, had a certain piece or amount of goods, is avoided in the cash system, as the bill is made out in the customer's presence, and if any mistake of any kind occurs it can be easily straightened out then and there among customer, clerk and employer.

It might be said that there is more ready money in a city than there would be in a small town, but if there are more people with ready money there are

also more people looking for credit, and as the old saying goes, it's as broad as it's long.

Conditions Alter Cases.

By A. B. C.

IN converting a credit business into a cash one, there are so many varied circumstances affecting business conduct in different localities to be considered, that it is difficult to advise. What would be quite practical in one instance might be entirely the reverse in another. If a town has factories that pay out weekly wages, it should be comparatively easy to give a reasonable notice to customers, and drop the credit at the same time making a clear cut in prices to demonstrate to them the advantages of paying cash.

If I desired to convert my business to cash only, I would offer special inducements to my customers (which I do, anyway) to pay cash, such as coupons and tickets for premiums, or trading stamps, given only for cash across the counter, and hold on to my credit business until I had felt the pulse of my trade. Then, if satisfied of the advantage to be gained, I would call in all coupons, etc., and start the net cash system, with strong advertising and cutting of prices. Personally, I have no desire to cut out my credit business. Many of my good customers simply could not pay cash as they go. Credit is all right if not abused.

After all, it is brains that build a business, credit or cash, or combined. It is brains that built The Canadian Grocer and Dry Goods Review, and made them such an essential to the merchants of this fair Dominion, and "without brains ye can do nothing."

A Trilogy of Circulars.

By O. N. E.

THE changing from a credit system to one of cash requires careful and persistent advertising; care should be taken in having all your customers and as many more know and understand what your purpose is; why, and from when you open up as it were, your new business. Of course, there are among the clientele of every establishment, in towns especially, certain customers who always prefer to settle accounts monthly; these, if desirable customers, should be made exceptions and approached by letter with the proposition of rendering monthly accounts, as formerly. In a town of four thousand there should not be more than a dozen such accounts, which would require such a method to retain their patronage.

Have a printed circular in which you set forth your reasons (for such a change requires explanation), and the benefits to the customers in adopting the cash system, and at the same time announce that certain well-known articles and goods are to be had at certain prices, only a slight reduction being necessary. This should be just long enough to give an impression of strength to your argument. State why it should benefit the customers, reason how the saving of a loss through unpaid accounts, interest on money, extra cost of books, bookkeeping, etc., would be effected, enabling you to sell on a closer margin; and on the other hand, explain how many advantages you have in effecting the buying for spot cash in increasing your prestige and good connections through the use of ready money.

Advertise freely. Follow up your first circular in thirty days with another of bold and fearless reasoning, and back all your arguments with a list of special values, which should have the effect of not only renewing the interest of regular customers, but of attracting many others, impressed with the force of argument in the two circulars.

A very good plan would be to mail a third circular, written in more cogent terms, on the success of your venture, and the signified approval of so many friends of the store. This also should be accompanied with an itemized list of specials, and sent to every household in the community by post.

Necessary Steps Detailed.

By Grenville

THERE are several methods to be employed in changing from credit to cash. One would be to sacrifice all old stock; clear out the same at a great reduction in price; purchase a new stock; secure new premises, and commence business under new auspices.

Start business under a new name; advertise that on such a date you would open up a fresh, new stock at No. ——— street, that you have purchased a very large stock of well selected goods at much below wholesale price, for cash, and that, having bought this stock at such reasonable prices, you would be able to give great bargains for cash to your patrons, thereby saving them large amounts on their investments.

Send an invitation to the public generally to visit your store and see the advantage of dealing at your establishment. Have placards placed in prominent parts of the store, with the following signs, "Goods Sold for Cash Only," "No Credit Given," "Terms Cash," etc.

My opinion is that the proper way to do a cash business is to move to a new town, rent a store in central locality, open out with bright new stock, and sell goods on a cash basis. The difficulty with a merchant remaining in his own town is that his association with the people is so personal, and his credit following is so great that it is almost impossible to break away from the credit system. He is sure to offend his old friends, and have them use their influence to injure his cash business. If I were to start a cash business, I would do it in a new town, with new people, and once you have your cash business established the people will not ask for credit, as they know you require cash, and your business will show good profit at the end of each year.

Do Exactly as You Say.

By T. A. Forman, Woodstock.

IN reply to the question, "What in your opinion, is the best method of converting a credit business to a cash one in a town of about 4,000 population?" I would say: (1) For one month previous to the date of change, advertise, through your usual mediums, that the change will be made on that date, on and after which no goods will be sold except for cash; (2) Then make your change just as promptly; (3) Stand by your decision.

The above rules, faithfully carried out, are all that are necessary "to make the change," and they are all based upon one principle—keeping faith with the public—or, in other words, faithfully performing what you advertise. This is where the majority fail—they do not do as they say and advertise. Unless a man is prepared to carry out his promises he had better far not make them; but once made, stand by them.

After the change is made, the merchant should do all in his power to convince the public that it pays to pay cash and to pay it in his store. A certain margin of profit is necessary; let him decide on what it is, and add it to his cost, and lower, rather than increase it, if increased business will warrant it. The element of speculation involved in credit being eliminated, changed methods are allowable and imperative. It is one thing to change to a cash business. It is another to keep the cash business going.

Shorter Suggestions.

"Retailer" writes: "I would suggest the following: That a discount of ten per cent. for cash be given, as the best method of showing people the advantage to pay cash. To turn at once from credit to cash in a town of 4,000 population would be a difficult thing, and a big 'wrench' to a business when competition is so keen."

J. D. Dennis, Yarmouth, N. S.: "To place a credit business upon a cash

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

"Let the GOLD DUST twins do your work."

Good-bye Soap!

***Welcome* GOLD DUST!**

Better for clothes, dishes, pots and pans, floors and doors—and yet more economical. GOLD DUST drives dirt before it—makes everything clean and bright—lessens the housewife's cares. With GOLD DUST'S aid wash-day ceases to be "Blue Monday." It makes it possible to have snow white clothes without rubbing them to pieces on the washboard.

THE N. K. FAIRBANK CO., - - Montreal.

basis, first there must be sufficient capital to enable you to buy for spot cash, thus getting the advantage of all discounts and interest for prepayment; second, the change must be well advertised, pointing out the fact that prices under the new system will be ten per cent. less than under the old, because the cash customer does not have to contribute toward the bad debt account; third, having made the rule that you will not sell on credit, stick to it through thick and thin; it will be hard at first, but you are sure to come out on top in the end."

"Head Salesman": "It would be a good plan to change the name of the business, to make it appear that it was controlled by a silent partner. In this way, it would not be so hard to refuse old credit customers. At the same time, you could advertise that you were selling ten per cent. cheaper than when you were doing a credit business. The right way to make your credit customers believe this would be to show them staple goods that they know the price of, reduced ten per cent."

"204" says: "My opinion is that a person wishing to change from a credit to a cash business must first make up his mind to do less business, and business of a cheaper character; that is, in a town of 4,000. Of course, in a larger place, with a floating population, it would be different. To change, he would want to advertise the change some time before making it, giving his reason for so doing, which would be to save expense, and consequently sell cheaper."

James Vair, Barrie: "I would suggest sending to all customers who have accounts their statement and a circular thus: 'After due consideration, we have decided to change our mode of doing business from credit to cash, and trust that you will continue to deal with us under the new system. We offer all our goods at very close prices, and will endeavor to meet the approval of our valued customers by a more up-to-date method of doing business. This change is inaugurated to-day. Thanking you in anticipation for a continuance of your valued patronage.'"

William Macklin, Stratford: "In my opinion, the best way to turn a credit to a cash business would be to commence with the best customers. Many men try the other end, and in consequence don't know where to draw the line. The result is a failure."

TRADE AND COMMERCE IN THE MAGAZINES.

Newfoundland Cod Fishing.

(Booklovers.)

THE fishing is done with dories and trawls. The dories are flat-bottomed, sloping-sided boats, which fit into one another in the ship's waist, economizing space thereby. Each dory takes two men, and the whole crew, except the captain and the cook, go off in them every suitable day, and set trawls in the water outwards from the ship, like spokes from the hubs of a wheel. Trawls are long lines, each with three thousand hooks attached at intervals of a yard, every hook baited with some smaller fish, either herring, capelin, or squid, that the cod affects. The trawls are anchored at each end, baited in the day, left lying over night, and are stripped of their accumulation of fish next morning, being baited again when "overhauled." The fish are taken to the vessel in the dories, eviscerated, washed, and salted. This routine continues until the bait is exhausted, and then the vessel returns home, lands the fish, takes more bait and salt, and goes out again. At St. Pierre her catch is taken in hand by the graviers and women, who submerge it in crates until the salt has been washed off. Then they scrub each fish with a hard, coarse brush, and pile them in heaps to drain. This done, they are next spread on the beaches to dry in the sunlight and air. The beaches consist of several acres of flat ground, covered with basalt stones worn round by the motions of the sea for ages. These stony fields surround St. Pierre, and thousands of cod are displayed there on a fine day. Every evening, or if the fog or rain threatens, the fish are gathered up again and are covered with tarpaulin. The process is repeated until the fish are quite dry and hard. Dry fish are piled in round stacks; and the rest in oblong ones. When a sufficient quantity to load a vessel is obtained, it is packed into her hold and shipped to market. The extent of the cod fishing of Miquelon and St. Pierre may be indicated by the record of the catch of those islands in 1902, which was 72,500,000 lbs. While much of the annual product is exported to other countries, France naturally gets the larger part. In fact, St. Pierre furnishes three-fourths of all the codfish used in France.

Modern Business Vampires.

(By Geo W. Alger, in The Atlantic.)

WHEN shall we begin to consider the real importance of dealing vigorously through the criminal courts with the modern business vampire? By what process of reasoning can we make a moral distinction between the larceny of the despised green-goods or gold-brick swindler and the equally real larceny accomplished, for example, by the rich and quasi-respectable promoters of the American Ship Building Co., that bubble of fraud concerning which the public press has had so much to say recently. The trustee who hazards the funds of his trust estate in Wall street gambling, and loses, speedily learns to his sorrow that his offense is embezzlement, and his punishment severe. How do we distinguish between the conduct which places him behind the bars of a prison and that, for example, of the president and directors of the Trust Co. so closely associated with the ship building swindle, upon which the financial report of the New York State Bank Examiner has recently been made public? The report shows that these directors made illegal and practically unsecured loans of enormous amounts and permitted their president to use his official position and the money of the stockholders and depositors to gamble in floating a so-called trust of the most flagrantly fraudulent character. Illegal loans to this president were made to ten times the amount which was authorized by the banking law, and the Trust Co. preserved its solvency only by cutting its capital in half. "Its losses wiped out its entire surplus and necessitated the sacrifice by stockholders of over one-half their holdings. Over a million dollars was charged to profit and loss."

Progress of Canadian Trade.

(Review of Reviews.)

WITHIN the past five years, Canada's total trade has increased by 65 per cent.; that of the United States, 33 per cent.; that of Britain, 19 per cent. Canada's foreign trade is $83 per capita; that of the United States, only $35. Her revenue is $12.49 per capita, and her expenditure $7.04. The public debt of Canada is but $66 per capita, while that of her sister commonwealth—Australia—is $230 Canada's over-sea trade last year was $451,000,000,—more than double that of Japan; almost equal to Russia's. Her merchant shipping tonnage exceeds Japan's; her railway mileage is half that of Russia.

Every section of Canada has shared in this wonderful betterment. The fisheries of the maritime provinces have steadily grown in volume and value through the stimulus of an annual distribution, in bounties, among the fishermen of $160,000,—the interest on $4,500,000 obtained under the Halifax award of 1897 for allowing the United States fishermen free entry to Canadian waters for a term of years. The forest wealth of the Laurentian valleys has been yielding most generous returns owing to the rapid depletion of the American woodlands increasing the price of this commodity.

IT IS

Spreading

FROM TOWN TO TOWN

One merchant buys **Crystal Sugar,** he finds it is just the same as any other sugar he ever had and tells his friend in the next town ; the result is all our 1903-1904 stock is sold a month ago.

OUR NEW STOCK IS NOW READY

and is even better than any of our previous stocks.
If it has not spread to your town send us word and we will be pleased to forward you samples and quotations.

We have both Fine and Coarse grains in
Absolutely Pure Sugar

GROWN IN CANADA
BY CANADIANS
FOR CANADIANS

Manufactured by
Wallaceburg Sugar Co., Limited,
Wallaceburg, Ontario.

THE MAN BEHIND THE STORE.

By Edwin Rose.

MR. TIMOTHY EATON.

WE hear a good deal these days about self-made men, and a good deal more about "Captains of Industry," but few in Canada are better known than Timothy Eaton, and fewer still can boast of as many real enemies. The story of his early life reads like a full-fledged romance, beginning with his apprenticeship to a small general store in Ireland; his determination to run away, coming to Canada when a mere youth, starting in here at the bottom rung of the ladder, and doing almost any work that presented itself. He had no money to begin with, very little education, and apparently no more business ability than the average young man in his teens. He inherited a tremendous amount of force, indomitable will-power, and a constitution that could stand any amount of hard knocks. He landed in Toronto as thousands and tens of thousands have landed since—looking for something to do, nor was he by any means competent, either as regards dry goods or anything else.

Mr. Eaton's first attempt at storekeeping was in St. Mary's, and was crude enough in its way to be almost absurd. He had no credit, very little money, and no friends. What he bought he had to pay for, and what work there was to do he had mostly to do himself. His experience was rough and discouraging compared with conditions nowadays, and meant practically pulling himself up by his own boot-straps. He used to drive from St. Mary's to London for goods, a distance of over twenty miles. It meant such absolute economy as regards expense as would soon have discouraged a less determined man, and such working and waiting as seem always necessary to form the groundwork of any permanent success.

Nobody sold for cash in those days, but he had to. He had neither money nor credit enough to do anything else. The difficulty of cash selling in a small town induced him to move back to Toronto, where money was likely to be had. His earlier experience had taught him the people were inclined to be thrifty, and his impression of the city was that it was bound to grow. The first store was located on Front street—a curious location for a retail business. Mr. Eaton got the backing of a big wholesale concern, to the extent of practically getting goods on consignment. It gave him a chance to make something of a showing. In reality, it gave him the start for his present enormous business, and one would naturally expect a feeling of loyalty to the firm that made his early success possible. In matters of sentiment, however, Mr. Eaton is essentially lacking. The one all-absorbing, all-powerful ambition of the man was to be master, and once he got into a position to do it, the wholesale interests came in for some pretty hard raps. Perhaps, after all, we are all alike in wanting to be independent, but that does not excuse the almost ingratitude of the man, and the readiness with which he forgot past courtesies.

His move to the corner of Yonge and

Mr. Timothy Eaton.

Queen streets brought him into some prominence. It had been a long, hard fight, with many a discouragement, and the tenacity with which he held things together showed the calibre of the man. Toronto was developing into quite a city, and it gave him a chance to show what he could do. Nobody closed early those days, but he did. Nobody marked the price on everything and stuck to it, and competition was not sharp enough to keep the almanac in mind. Things were in very much of a rut, and the very indifference with which the old stores greeted the newcomer was in reality their undoing.

Mr Eaton was on the right track, and the conditions he had to contend with kept him wide awake. His energy doubled and trebled with the first glimmering of success. Salespeople and helpers caught the inspiration of bigger things, and the move to 190 Yonge street was soon made necessary by the growth of trade. Selling strictly for cash gave him a distinct advantage, and to this one feature, more than anything else, must be attributed the steady stride ahead. While the older stores were wrestling with regular goods at regular prices, and carrying stocks, regardless of the seasons, Mr. Eaton was ready with a constant succession of bargains, bought cheap to sell for cash.

All went well until it came to adding new departments and developing along different lines to anything Toronto had been accustomed. It had to come—we all know that now, but the cry of "live and let live" precipitated a hard fight all over town, and aroused the bitterest hatred of single line dealers. Almost any other man could have managed things differently, but Mr. Eaton would rather fight than eat. His idea was to keep up the excitement and get people to wondering what it was all about. Pages of newspaper space could not have been more effective in attracting attention, and the building was soon too small for the crowds that came. This very indifference to public opinion has been characteristic of the man from the very first, so long as he was able to sell cheaper—no matter at what expense of neighborly obligation.

The more recent years have been one continuous stretch of good fortune, and in many ways Mr. Eaton is deserving of credit, but his motto has always been the motto of Donnybrook Fair: "Whenever you see a head, hit it." Nothing is ever allowed to interfere with his ever-enlarging ambition—men and businesses continually being sidetracked to make room for development. To what extent this can still be carried remains to be seen. Mr. Eaton is by no means a young man, and so far as one can judge, no one has yet appeared with anything like his genius for organization. One after another have been given the reins of management, only to find themselves eventually dropped, for no other reason than lack of genuine ability. The persistent growth of the business carried some of them to heights they never dreamed of, and it isn't to be wondered at that heads got turned and egotism became rampant, with comparatively little to fall back upon when the end came. For

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

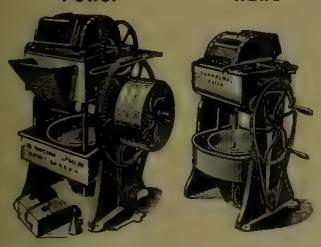
One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

Patent Fruit Washing Machines

Power Hand



——LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO.
COLE STREET, LONDON, S.E., ENG.

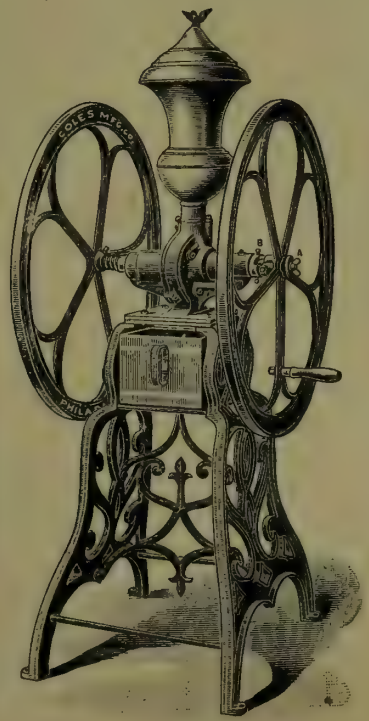
ILLUSTRATED CATALOGUE MAILED FREE.

Southwell's Jams

are prized in England. It takes genuine merit to get a trade on anything in Old England.

For high-class Canadian trade sell Southwell's.

Frank Magor & Co.
Canadian Agents,
403 St. Paul St., MONTREAL



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

no matter how much we may criticise Mr. Eaton's tactics, he is a shrewd manipulator of men, with ability to swing them any and every way he pleases. Some few, who consider themselves the power behind the throne, are there for no other purpose than to veil and cloak the hand that holds the whip, and one has only to study the developments of the last year or two to see how easily and quickly the best of them are "thrown." To anyone who thoroughly understands the ins and outs of the game, it is more fun than a circus, and if there are to be any bouquets at all, we must admit that Mr. Eaton is a past-master in the art of using men, with absolutely no heart or the first glimpse of sentiment when once he through with them.

The phenomenal success of the business has been nothing short of a miracle, but no one presumes for one moment that it is invulnerable. Merchants in city and country have wakened up to a realization of their own possibilities. Even in the realm of mail orders, others are beginning to share the honors, and the task of constantly discounting the past is nothing like as easy as it was. No sensible person could expect anything different. The nip and tuck of trade is intended to keep things thoroughly wide awake, and the great law of average sooner or later affects businesses as well as individuals. There is no question but that things sadly needed waking up at the beginning, but it does not follow that all the energy and all the enterprise is cooped up with any one concern. The ability to "do things different" is sufficiently general nowadays to keep one guessing, and competition is growing keener every year.

Thanks to someone, Toronto stores are now among the best on the continent. Thanks to himself, Mr. Eaton is now a rich man, although by no means free from responsibility. The business needs him more now than it ever did, and to all appearances this is likely to continue. The enthusiasm of growth has developed into a mania for expansion, with apparently no stoppingplace. Trouble with the Printers' Union led to the installation of his own printing and electrotyping plant. Trouble with some of the newspapers led to the suggestion that he would either stop advertising altogether, or else would control his own mediums. The readiness with which he has always precipitated a fight is indicative of the overpowering ambition to be master. No one else would dare be as bold to a degree of recklessness, and so long as Mr. Eaton keeps on deck, surprises are apt to follow each other in quick succession.

PRESERVATIVES IN FOOD.

THE following interesting information on the use of preservatives in food in relation to public health is taken from an address delivered recently by Mr. J. Hendrick, B. Sc., Aberdeen, before the Incorporated Sanitary Associations of Scotland :

All animal foods and many vegetable ones must either be eaten fresh or treated in some special way to preserve the food from decay. Man, therefore, and especially the flesh-eating races, early found the necessity of devising means of preserving putrescible foods, and from early times such foods have been preserved by drying and smoking, and by the use of salt, sugar, spirits, vinegar, oils, etc. These older methods are what have been called natural methods of preservation, because the preservatives used are all natural constituents of food. Salt, which is itself a necessary reagent, playing an important part in animal digestion, is still used in pickling and preserving foods. So also fruits are still preserved in sugar or syrup, pickles in vinegar, and it is not only in the Botanical Museum that spirits are used to preserve fruits and other vegetable products.

That food could be preserved by freezing or cooling with ice has also long been known, especially among northern peoples. Certain ancient peoples, such as the Egyptians, who preserved their dead, had even a considerable knowledge of the effect of chemical preservatives, but they left it to moderns to apply such methods of embalming to the food of the people. It is only in comparatively recent times, only since the epoch-making work of the great chemist, Pasteur, that the real nature of fermentation, decay and all such processes has been clearly understood.

But within this short period the movement has been very rapid, and great developments have taken place. Most of the organisms which cause decay in food cannot flourish in strong brine, in strong alcohol, or in vinegar. Hence the use of the substances in ancient methods of preservation. All organisms require moisture; therefore, if food is dried it will keep. Such highly putrescible substances as fish and flesh have, therefore, been preserved from early times by drying and salting. The growth of all organisms is checked by cold.

The following substances are the artificial or chemical preservatives which have been chiefly used for foods : (1) Boric or boracic acid and its compounds; (2) salicylic acid; (3) formalin or formaldehydes; (4) sulphurous acid and sulphites; (5) fluorides, and (6) benzoic acid and benzoates. Of these substances fluorides and benzoic acid and benzoates are used only to a very small extent. The other four are all largely used. Though these substances are all of comparatively recent introduction, statistics show that they are now used to an enormous extent. During a recent inquiry made by a departmental committee into the use of preservatives and coloring matters in foods, 4,251 samples of thirty-five different kinds of foods and drinks, representing both home produce and imported goods, and derived from all parts of the country, were tested for preservatives in the Government laboratory, and 39 per cent., or 1,659 samples, were found to contain one or more of the four classes of preservatives mentioned above.

Of the preservatives in common use for foodstuffs formalin is the most powerful, and the one whose case presents the least difficulty. Formalin is as a preservative comparable in power to carbolic acid, corrosive sublimate and other powerful antiseptics which poison higher as well as lower organisms. Formalin is undoubtedly a powerful poison if taken in any quantity by man and the higher animals. As a preservative it has been used chiefly in milk and dairy products.

Borax and boric acid, either by themselves or in admixture with one another and with other substances, are by far the most largely used of all food preservatives. They are sold to a large extent under fancy names and at fancy prices, accompanied by glowing testimonials from Lady X., Dr. Y., and the Rev. Z. Many persons use them without having any suspicion of what it is they are using. They are odorless and almost tasteless substances, and they are certainly not poisonous in the sense that mercury or lead compounds are poisonous. Most persons can take considerable doses of borax or boric acid daily for a considerable period without suffering any noticeable inconvenience.

With regard to boric acid the conclusions of experts are not very definite. They have apparently been unable to agree that it is actually harmful in small quantities and have taken a sort of middle course in recommending that it be entirely prohibited in milk and be permitted in butter and cream in quantities not to exceed certain stated limits.

After the borax preservatives, salicylic acid is the next most largely used preservative. It is chiefly used in jams, fruit syrups, beers, wines, cordials, and temperance drinks. As in the case of boric acid, very discordant views are held by experts as to its effects upon health. Like boric acid, it is a mild antiseptic, and it certainly has no severe action on the human organism in moderate doses.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

GILLETT'S

HIGH GRADE

CREAM TARTAR

ABSOLUTELY PURE.

SOLD IN PACKAGES AND CANS.

Same Price as the cheap adulterated kinds.

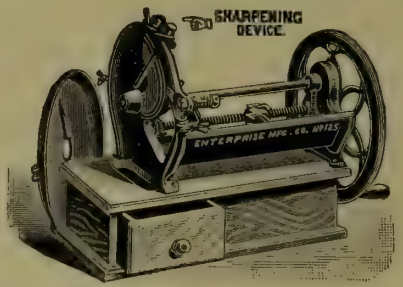
E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

"ENTERPRISE"

Rotary Smoked Beef Shaver

With Patented Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power

No. 512, - - - $13.50

We also make

Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free

Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

PROGRESSIVE RETAILING

MAIL ORDERS IN COUNTRY STORES.

THE evolution of the departmental idea has worked a great change in country storekeeping. In fact it has changed the whole method and manner of country retailing, and the end of the changes is not yet, for other forces are at work even now which, when their work is completed, will go far towards altering the conditions of life in the rural districts. That some of them will bear hard on the small village stores is more than probable, but they will greatly benefit the towns where a fair-sized store is located. The electric railways that are building, and are projected, are one of the most important of these changes, as they will make trips to the larger towns easy, and will be utilized in the near future to lower the cost of the distribution of goods from them.

Bring Country and City Closer.

The improvements that have been made, and that are sure to come, are bringing the farmer and his family into closer touch with city life by supplying a large amount of advertising matter, and as well giving him the city daily papers, etc., and the weekly and monthly magazines. Though much of this advertising matter comes from the metropolitan stores, which so keenly compete with the local retailer, and though it undoubtedly robs him of a great deal of the trade he claims as his own, it is in a certain way of benefit to him, as the closer the farmer and the resident of small towns can be brought in touch with the outside world, and the more interested he becomes in its customs and habits, the more thought he bestows on the appearance and surroundings of himself and his family. This increased pride calls for better clothes and more of them, and for better and richer furnishings for his home. Even though he does send away for some of these increased wants, the country merchant who lays himself out to gather in some of this trade finds that he has a permanent demand for not only a better and more profitable class of goods, but for more of them.

Educating the Trade.

Though it looks as if all these changes would favor the city mail order business, and it is certain that at present this business is hurting the country trade, particularly in the smaller stores, yet it is becoming more and more apparent that the country merchant is determined to have his proper share, and now that he is waking up he is going after the mail order man in a thorough and systematic manner, and he is doing it in the right way, too. He is educating his trade; he is perfecting his store system, and stopping the leaks, by improved and more scientific methods of running his business. He is copying his big competitors and learning their methods, and in many other ways he is working to gain the trade that rightfully belongs to him. Then, too, he is buying more carefully, and assorting his stock better.

Adopting Departmental Ideas.

Whenever conditions make it possible, the retailer outside of the large cities is adopting the departmental idea to a greater or less extent, and so far have many of them progressed in this direction that the next move must be to fight the mail order department with its own weapons, by getting out a catalogue and establishing a mail order department of their own. This, indeed, is only part of a development that is bound to come, and is in the natural order of things the logical move of the big local store. There is no reason under the sun why a mail order department should not be conducted by the big local store, with perfect and complete success. The fact that these stores must draw the greater part of their trade from the farming community in the surrounding district, will lead them to use the means that the metropolitan stores have so successfully made use of.

The fact that they have already copied so many of their trading methods will make it all the easier to install this one; indeed, the country merchant made this departure possible when he put his business on a cash basis, and this is a method of trading that he was forced to adopt in defence, just as he will the mail order, since he found he could not compete with his large rivals on any other terms. Wherever the departmental idea has been introduced, the credit system has had to give way, and this has become so general that the cash or credit contention is not so interesting at the present time. It is an issue that is pretty well settled, as the majority of stores of any pretentions are run on a strictly cash basis, or in some centres where there are large corporate interests, who pay monthly, or what is reckoned as its equivalent — thirty days' accommodation accounts.

Value of Catalogues.

From an advertising point of view, a good catalogue forms a splendid means of placing, not for a second or two, but for six months, the name of the firm that sends it out, before the purchasing public. The list of departments, and the goods carried in them, can be placed before prospective customers in an unrivalled manner by the cuts, descriptions and price lists in a catalogue, and the best of it is, is that a catalogue is always kept for reference, and to order by for the time it covers. Then, too, merchants often claim that their goods are quite as cheap as those of the city stores, but are not able to drive their arguments home because there is no means of instituting a comparison. They will find this done by a catalogue. This is a comparison that the country retailer must and should be able to meet, as retailing expenses should not be so high in the smaller centres, and this ought to offset the fact that the metropolitan stores can buy at more advantageous prices, because their outlet is so great that they can buy in great quantities. If the local merchant's catalogue price and the city merchant's price is the same for an article, local prejudices will operate in nine cases out of ten in favor of the local store, and it is to it that the order will go.

— —

The Salesman and His Ideas.

A salesman in one sense may be regarded as a "clearing house" of commercial ideas. He is brought into daily contact with men of business ; he absorbs an idea here, and giving it off there, receives in return another thought.

A merchant, who through an obstinate adherence to the belief that he knows it all, refuses to grant a salesman every possible courtesy, who does not give him an opportunity to give out ideas, is neglecting the greatest possible source from which to draw thought, on which he may base right opinions for advancement.

PRESENT DAY JOBBING

By James H. Ritter

AS commonly practiced, the process of distribution is threefold, comprising the activities of the manufacturer, jobber, and retailer. The manufacturer makes the goods from raw material and sells them in large quantities to the jobber, who in turn distributes in smaller lots, and oftentimes on easier terms, to the retailer. There are exceptions to this, but as rule the manufacturer does not reach the retailer, much less the consumer, directly, and cannot do so to advantage. The jobber is an intermediary who assembles various lines of goods, carries a large and assorted stock, and by means of traveling salesmen and other agencies, sells these goods to the retailer in small assorted lots, while the retailer supplies the consumer.

The jobber stands in a very important position to the manufacturer, in that he purchases goods in large quantities. For many things, the demand is seasonable and must be supplied in quantities at one time. Economical manufacture demands a regular, even output, and most manufacturers lack both the capital and the facilities for storing their output against a heavy and brief demand coming at long intervals. The jobbers unite in taking this output off the manufacturer's hands, storing and paying for it, so that the manufacturer is provided with current funds instead of being forced to borrow large sums against the ultimate sale of an accumulating stock. In but very few lines is it practical for the manufacturer to reach the retailer or the consumer direct. The jobber keeps a varied stock, which is constantly growing more and more diversified and complex, and justifies his existence by selling these goods in assorted lots on a small margin of profit to the retailer, on terms which are favorable to the small dealer, and oftentimes carries him through dull seasons, and aids in the development of his business.

The jobber distributes these great stocks of goods by means of extensive stores and warehouses, a large corps of traveling salesmen, and an office force well equipped with buyers, bookkeepers and correspondents.

The Jobber—A Modern Product.

The jobber, as he is known to-day, is a modern product, having existed only since the introduction of the factory system. When goods were almost entirely made by hand, the artisan was usually his own retailer, and not only did the manufacturing but sold his wares directly to the consumer. A large proportion of all the articles made two hundred years ago were made to order only. Of course there were exceptions, as in the case of imported goods. The old caravan routes crossing Asia and Europe are a proof of this fact, but the total sales made in this way were trifling compared with the dimensions of trade to-day. The local artisan knew his customer, but with the advent of the manufacturer, production became so great that manufacturers soon lost sight of the consumer. They now made the goods in quantities and sought some one to distribute them. This distributer was found in the jobber.

There can be little doubt that an ambition to do a larger business is oftentimes the prime motive in the development of a retailer into a jobber, and the retailer engaged in this struggle is too apt to rely upon his retail business for his profit, and to consider his jobbing business as simply so much gain. This is a mistaken view. It often causes much harder work with little or no result, and the small dealer making this venture is very apt to become financially embarrassed in an attempt to carry his smaller customers, while the necessity for buying in large lots, in order to rank as a jobber, and to obtain lower prices from the manufacturer, constantly induces him to over-buy.

Importance of Travelers.

The main reliance of the jobber in placing his goods upon the shelves of the retailer is upon traveling salesmen, who take samples of the wares with them and go all over the land, into the smallest hamlet, describing the goods, their origin, their peculiar qualities for sale and for use, and aiding the shopkeeper in estimating the quantity which he will be able to use during the season. The retail trade of this country owes a vast debt to the traveling salesmen, for the knowledge given regarding the goods which they handle, the explanation of business customs and training received in business methods and ideas. The traveling salesman is the local representative of the jobber, and if the jobber prides himself, as many do, upon business-like habits, and practical and correct methods, salesmen cannot fail to impart some of these ideas to the dealer. The retailer is constantly growing more intelligent, partly because of his pertinent inquiries from traveling salesmen about the credit and the amount of fire insurance he carries. Such questions bring home to the retailer the necessity of adopting correct business habits.

It may be asked: "Is not the jobber a costly distributing agency?" and it must be conceded that this service is not obtained without expense, but the jobber works on a close margin and the net returns to him are meagre compared with those of the manufacturer and retailer, who both enjoy far greater percentages of profits, while the annual increase in wealth and growth of manufacturers far exceeds that of jobbers. Owing to the severity of competition jobbers are compelled to cut their expenses down to the lowest possible figure, and it is hard to see how goods could reach the retailer in any other way. Under the jobbing system the manufacturer is relieved of the responsibility and immense and often prohibitive cost of introducing and distributing his goods in small amounts. In this age of specialization the jobber is a specialist in marketing goods and makes it his lifelong study to do this economically and to the best advantage.

Functions of the Jobber.

Is the relation of jobber to manufacturer and retailer to continue? In order to consider his position more intelligently let us look more closely into the jobber's functions.

1. As a rule, a manufacturer makes a single line of goods and, by reason of his concentration, is able to manufacture cheaply and to the best advantage, but the cost of selling these single lines to the retailer would be so great as to make such a course prohibitive. Some interesting analyses have been made showing the number of various manufactures included in a single bill purchased from a jobber. One frequently sees such charges amounting perhaps to 200 lbs. in weight and $25 in value and yet representing fifteen or twenty manufacturers, clearly showing the enormous cost which would be incurred if the fifteen or twenty manufacturers attempted

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any othor for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

WE SUGGEST

PATERSON'S WORCESTER SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME

AGENTS, MONTREAL.

WE HELP YOU

SELL

"Imperial Brand" MAPLE SYRUP

by advertising it. This gives it a big advantage.

ROSE & LAFLAMME, Agents, MONTREAL

to sell their goods directly to the retailer, while the freight and express charges on small quantities would alone make such direct dealing impossible.

2. While one or two manufacturers have attempted to make a general line comprising most of the articles needed in one jobbing line, there is no manufacturer to-day who can make a sufficiently varied output to supply all a jobber's needs, and, as we know, the tendency of modern manufacturing is more and more towards the manufacture of a single line of goods—in some cases of a single quality.

3. Frequently, manufacturers do not have sufficient capital to enable them to dispose of their goods in small lots to the retailer. They must have funds, and, by selling in large lats to the jobber, who usually takes the goods in advance of the season and discounts his purchases, they are able to do business on a smaller amount of capital.

4. The business qualities which go to make up the manufacturer and the jobber are oftentimes very different. There are frequent cases where manufacturers are capable makers of goods but not successful in marketing them.

5. The jobber insures the manufacturer a more certain market. We have known large manufacturers, who have had on their books only fifteen or twenty customers, all of whom were large jobbers, while these same jobbers probably had in many cases three or four thousand retail accounts on their individual ledgers. The manufacturer, therefore, practically knows where he can dispose of his output, and is enabled to do business with greater certainty. In view of all these conditions, it may well be claimed that the jobber is a most useful and economical factor in distribution. It is not fair to part from this subject without mentioning a development of the last few years, which necessitates viewing jobbing from another standpoint. This is the growth of the so-called catalogue houses. These may be divided into two classes :

a. Catalogue jobbers who, like the jobbers, sell to the retailer only.

b. Catalogue retailers who ignore the retailer, and sell directly to the consumer.

Both use the same general methods in trying to buy directly from manufacturers and in sending out large net price catalogues in which they endeavor to outbid all others in making low and attractive prices. This business has had a remarkable expansion, particularly in the West, but side by side, has gone the development and increase of the jobbing business. This raises the question of the efficiency of the catalogue as compared with the traveling salesman. There is no doubt that the usual preference of the retailer would be to buy goods from the traveling salesman. Catalogue or no catalogue, moreover, the salesman on the spot will get the order if he meets the price. The jobber has a great advantage through his salesmen over a firm selling by catalogue. He is kept more constantly apprised of local conditions, and so in much closer association with his customers.

Modern Methods Adopted.

Jobbers have always shown themselves ready to adopt new methods and customs. Only lately automobiles have been called in their service. Traveling salesmen may now be found going through the country in automobiles, independent of railroads, time-tables and annoying waits at railway stations. It is safe to say the jobbers will not allow themselves to be set aside, and, including in their class many of the keenest minds in business, they will not be slow to adopt promptly such methods as may be needed to maintain their position. Traveling salesmen were unknown some forty years ago. If the retailer prefers to buy by mail from catalogues, jobbers will no doubt be as ready to dispense with traveling salesmen as they were to take them on forty years ago.

While the catalogue retailer is not specifically included in our discussion his effect on trade relations warrants a few words. The catalogue retailer is an even later evolution than the catalogue jobber. Several large houses now aim to ignore the local retailer entirely, and sell directly to the consumer. The methods of these houses may fairly be regarded as questionable. The local retailer is naturally more or less prominently identified with local interests, and the merchants of any country town are the pushing and progressive men of the place. They pay local taxes, thereby helping to support the town and county in which they live. They carry their customers, particularly in farming and smaller urban communities, for long periods. In times of crop failure, or even in good years between crops, the local retailer is oftentimes the main dependence of the farmer, who, without the credit given him by the retailer, would be unable to get the necessaries of life. The retailer falls back upon the jobber for similar support in credit, but the benefits conferred by the local retailer in this way are hardly sufficiently appreciated. Too often, the temptation of an apparently low price will cause a consumer living in the country or some small town to send his cash to a catalogue retailer in some large city, while the same day he may go to his local retailer and ask three to six months' credit on something that he is buying from him. One such house, for example, issues a catalogue saying in large type to the consumer : "This gives you the price your dealer pays for the goods he buys and will prevent him from overcharging you on any goods you buy from him." This is simply a dog-in-the-manger business, entirely ignoring the principle of "live and let live." The moral propriety of such a policy is certainly doubtful.

Disadvantages of Mail Orders.

Apart, however, from the ethics of the case, there are many disadvantages of dealing altogether by mail, as the average consumer wishes to see and handle goods before he buys them. This feeling is so strong that it seems to insure the permanency of the local dealer, and yet if he is to remain, the consumer must realize that he owes a duty to his retailer, and that it is not fair or right to send his money to a catalogue house at a distance, while he compels his local retailer to wait for his money until he sells his cherries in the Spring or his corn in the Fall. If the local dealer is to remain, how can his wants be supplied except by the jobber ?

Jobbing ethics, on the whole, are most creditable. All first-class jobbers to-day act on the principle that they are in business to stay. Many can boast a history of from fifty to one hundred years, and no jobber can expect a continued existence unless he practices honorable methods, thereby winning and retaining the respect and confidence of the trade. The inducements the jobber has to offer to-day are those of location, size and variety of stock, prompt shipment, courteous attention, fair treatment and low prices, and much attention is paid by all progressive houses to the improvement of these advantages.

As for the traveling salesman himself, it may be said there has been a decided development in his character and habits. The old-style traveler, who was always associated with late hours and whose disposition was to treat his customers to liquor, is largely passing away. A certain mayor of Philadelphia in an attempt to abolish music gardens gained notoriety by his remark, "Beer and music won't mix." The general consensus of opinion in the jobbing trade is that liquor and business will not mix, and the successful salesman of to-day must not only be a man of reliable judgment, bright and enterprising, but he must also have clean habits and a good character.

Jobbers' Associations.

Recent years have shown in some lines of business the tendency of jobbers to come together in jobbing associations, and this is in line with the general trend of industrial affairs. These jobbing associations, as a rule, do not partake of the nature of a trust, and

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. Colson & Son, Montreal.
D. Masson & Co., Montreal.
Arthur P. Tippet & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples. **FIRST**

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

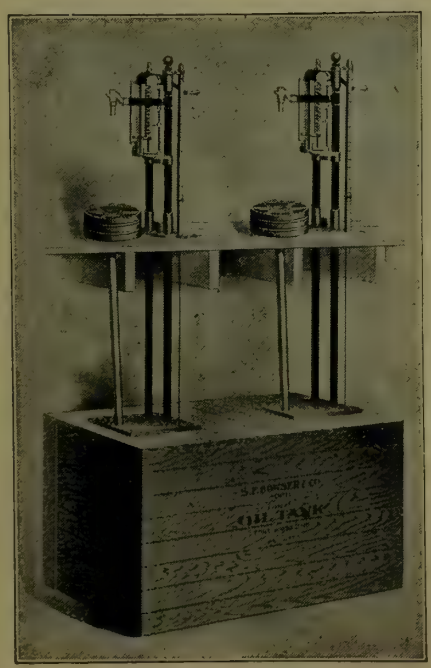
WRITE FOR QUOTATIONS.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,** WATERLOO, ONT.

DON'T DECIDE



DOUBLE CELLAR OUTFIT.

NOT TO BUY NOW UNTIL YOU HAVE FULLY INVESTIGATED

The Bowser

Self-Measuring

Oil Outfit

is greatly improved and the best we have ever made. It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write today for full information. It's free. Ask for Catalog "B." :: :: :: ::

S. F. Bowser & Co., Fort Wayne, Ind.

are a menace neither to the retailer nor to the consumer. An evil factor in competition has been personal feeling, and jobbers, frequently in the same city, have oftentimes sacrificed profits simply because, not coming in contact with fellow-jobbers, they have taken for granted that their competitors were not worthy of acquaintance, and simply fit subjects for commercial war. Jobbing associations have done much to remove this personal feeling. The mere fact that the members meet occasionally, and perhaps once or twice a year sit down together to dinner, goes far toward breaking up this feeling of personal animosity which is far too costly to be carried into modern business. It is rarely that such associations attempt to regulate prices, but by free interchange of information, they prevent the spread of unfounded reports, and working together are able to take up such matters as freight charges, postal and express rates, and trade abuses; while some associations have deliberately pursued a policy of educating their own weaker members into proper business habits.

These associations also stand in important relation to the manufacturers, and have frequently been able to induce them to adopt better methods in the disposal of their goods. The associations have taken the view that jobbers are the natural outlet for the manufacturer, who should regard the jobber as his selling agent, and not his enemy, and that their interests are joint and often identical. Manufacturers have in many cases readily responded to this liberal idea, and an element of harmony has thus been brought into their relations. In all such matters, jobbing associations have been highly useful, while in these days of mammoth corporations and trusts, they have often been able to command a hearing where the individual jobber would have been ignored.

Such, then, is a brief account of the jobber as he appears to-day. He is the outgrowth of modern business conditions, and well equipped to distribute cheaply and to the best advantage the vast volume of goods daily outpoured by manufacturers who find it impracticable to market their goods directly. There seems to be no other channel through which the retailers can be so economically and advantageously supplied with a sufficient assortment of goods in all their variety of sizes and styles. No other agency offers to carry the retailer financially through dull seasons and times of stress, and without the jobber, manufacturers would often find it impossible to obtain proper representation to the retailers. The jobber has won his position by hard, intelligent work and economical service, and is apparently an indispensable agent in the distribution of goods.

GOSSIP FROM TRADE PAPERS.

THAT the grocery trade press is performing an important mission in the interest of trade generally is emphasized by the accompanying timely utterances on the subject.

CALL A HALT.

For years the continued unselfish work of the grocery trade press has been illustrated through its strong advocacy of the formation and strengthening of grocery trade organizations. Through its reading columns and by personal solicitation, it has urged manufacturers to contribute financially to this association work, knowing full well that every dollar thus contributed has affected its advertising income; for invariably these sums were charged to advertising account and not te profit and loss, where they belonged.

The results of the past few years have shown conclusively that after the formation of an organization has been consummated it should be maintained through the dues and contributions of its own members, and this drawing upon the advertising funds of the jobber and manufacturer stopped. Retailers should fully know and appreciate that every dollar obtained by them through this aggressive mendicancy is taken from the legitimate source of income of trade publications, thus wronging their best friend and advocate.

An association, no matter iu what line of trade, that cannot be supported by its own members after its organization, is barren of self-respect and should be disbanded, as it is a sham and not the helpful force instituted for the benefit of its members. "Can honest, intelligent, capable action be expected from any trade association supported by outside donations, with any more reason than you could look for it from among dependent inmates of a bounty-fed county poorhouse?"

If our association is to become a power for good for the grocery trade its support must come from the men who are going to be benefited. A man values most what he pays for; anything he may have given is valued at next to nothing. We agree with a well-known grocer when he said: "I am afraid that no association can be of much good when it has to rely upon manufacturers for support."

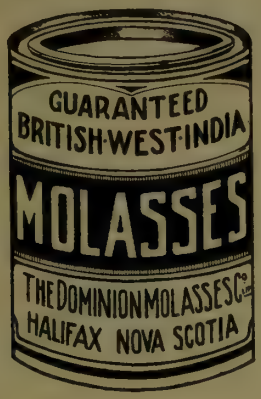
It is high time the retail grocer awakened to the sense of his obligations and supported the association movement as it should be supported, for it is when he shows himself willing to try and work out his own salvation, instead of being content to remain silent and look on, that any association will become a power for good, and only then.—Retail Grocers Advocate.

THE TRADE PAPER A NECESSITY.

Few level-headed business men to-day believe they could carry on their enterprise to the best advantage without the aid of the trade press. In whatever line of business effort he may be engaged the man is apt to be regarded as woefully behind the times if he ignores this potent agent for facilitating trade and industry. In the first place there is no exaggeration in the claim that the modern trade journal provides the most effective as well as the cheapest means of bringing the manufacturer or merchant into correspondence with those to whom he would sell his goods. The experience of almost every successful manufacturer backs up this assertion. As a vehicle for the introduction of new goods the columns of the trade paper are unsurpassed. Consular representatives have borne frequent and emphatic testimony to the efficiency of the trade journal as a missionary in stimulating the demand for domestic products in foreign countries. "The trade papers on file in foreign consulates, chambers of commerce and other commercial institutions in Europe are unquestionably furthering the interests of our export trade," says the American commercial agent at Eibenstock, Germany, "and while the advertisements contained in these may not always produce business at the outset, they lead to inquiries which, if promptly and carefully answered, very frequently lead to trade openings abroad." The up-to-date business man uses his trade journal in the most resultful way. He gets points from it which he could secure in no other way, and he utilizes the information thus gained to the advantage of his own particular business. The more he is concerned with his trade paper, and the further he enters into the reading, as well as into the advertising section, the freer the outlook he obtains over conditions in his special line, as well as the general business conditions of the country. Where the trade journal does not confine its functions to the commercial side of the trade to the interests of which it is devoted, but provides technical instruction and practical information bearing upon such trade, its value to its readers is still further enhanced, and when its columns are thrown open for the exchange of ideas and experiences between men interested in the same things, it becomes a medium for uniting the members of a particular trade in fully as close relations as does the trade association.—The Metal Worker.

MOLASSES

2 lb. 3 lb.



5 lb. 10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Why HEINZ 57

PAY BIG PROFITS

Suppose two articles cost you 16 cents and you sell each for 20.

Do you figure you make the same profit on each ? Not necessarily.

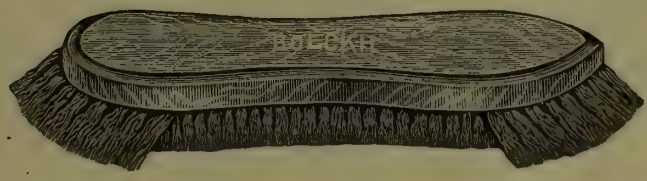
You may make 25 per cent. on each but one will pay maybe 300 per cent. a year, on account of frequent turn over ; the other, perhaps, only 75 per cent.

IT'S THE TURNOVER THAT COUNTS

Brands of intrinsic merit well advertised sell with the least expense and trouble to the dealer and they pay good profits because they keep your sixpence nimble. The sooner you get your order in for the 57 Varieties the sooner the turnover begins.

H. J. HEINZ CO., = Pittsburgh, U.S.A.

Good Brushes



Many housekeepers are "finicky" about their brushes—please that class of women on **quality,** and you are safe with the class that don't care. We are particular that every brush we make shall conform to one ideal standard in its class. You may know in advance what to expect when you sell **BOECKH'S BRUSHES** and **BROOMS**—satisfied customers.

We also depend upon obtaining YOUR Good-will.

United Factories, Limited,

Head Office: TORONTO.

BRANCHES:
MONTREAL
LONDON

COFFEE

There is no use expecting **real good coffee,** if the circumstances are not favorable. Not every man who advertises big gifts—gives them. He can't. Nor can everyone do the coffee trade to perfection. Good goods **well bought** are half sold and this is the main reason for **Pure Gold** success. Then we blend our coffees with a full knowledge of the requirements of your locality and the coffees never change. Why? Just because the cup quality must reach a clearly defined standard **and stay there.**

Our 28c. blend is a charming coffee. Why not order a can **just now?**

Pure Gold Mfg. Co., Toronto.

COFFEE

Window and Interior Displays

Timely Hints and Suggestions

Treatment of the Window Dresser.

A GROCERY store seldom finds it expedient to engage a professional window dresser, as is commonly done in the larger dry goods and departmental stores, but every merchant should select a clerk, whose duty it is to attend to and dress the windows. Even if there are many clerks who could fill the position, their talents should be placed at the disposal of one, who is at liberty to use or refuse them as he sees fit.

Choose the clerk whose artistic taste and ingenuity can be depended upon; place the window entirely in his charge, and give him the responsibility that will put him upon his mettle. Where one clerk is held responsible, he will see that the glass is bright, the display neat and clean, and will keep ever before his mind the next arrangement. It takes much time to plan a widow, and there should be one man who has little else to think about.

Once the window dresser is selected. and the few rules which you may have decided to follow, explained, give him entire charge. If he is worth keeping he will not be above suggestions from any source; but do not, except in extreme cases, attempt to coerce him. No window dresser can get the effect he is after, when forced to adopt the detailed plans of another. He will feel interest enough in his work to do his best, and his experience will soon place his ideas above the plane of many of those emanating from an inexperienced man.

A few of the points to be insisted upon at the first are: (1) windows should not be used as bill boards, (2) display and glass should be kept clean, (3) goods should be injured as little as possible, (4) prices should be honest, (5) nothing should be displayed that is not in stock and (6) changes should be made at certain intervals.

Do not restrict the window dresser too much in the matter of expense of designs. A $5 window may sell $100 in goods. Do not get in a rage if some little injury is done the goods; it costs money to advertise. It might be found advisable to set apart a certain sum each year or quarter for display purposes, only allow your dresser to use it in his own time and way.

And don't forget to praise him if his work is good, and to give him credit for an admired display.

Let him confine himself to the window when in the act of arranging a display, and do not call him away to wait on a customer, or for any other reason. A disturbed window dresser does not give his best attention to a customer, and his plans are apt to miscarry. Treat him as an important part of the business, and his ideas will expand, his displays improve and the business prosper and increase.

Holiday Displays.

FOR the Thanksgiving and Christmas season special displays have come to be a necessity. For the latter the various goods peculiar to the season admit of a great variety of arrangements and effects that are sure to attract attention. In addition, picture windows may be devised which while effective are simply constructed and what will be expected by the season's shoppers.

Live animals of any kind can never be passed by. For Thanksgiving a few turkeys can be kept in the window, one merchant who adopted this plan, offering them as prizes for a competition he was carrying on. A dressed turkey or a table well set with Thanksgiving dinner delicacies will also pay at this season. By the same means breakfast foods can be displayed. In one window a man and woman were seated at a table eating a good breakfast.

Mechanical toys will ever be an act action and while not as a rule advertising the goods, they can be made to do so, with a little thought. For instance a milking scene in which the cow's head moves backward and for-

A Prize Window Shown by Wm. Marshall, Sault Ste Marie, Ontario.

ward, a boat moving around in a tub of water at the edges of which are small boxes of tea to represent the import side of it; many others can be thought out by any skillful window dresser.

Packages of tea, raisins, starch, etc., and canned goods can be built up to represent local buildings. These displays can be made once a month and should be fairly true models of the buildings to be represented. Around these lay out grounds true to life, by the use of sod and gravel. An iron fence can be made by driving wire nails through two long pieces of wood, the points of the nails appearing a half inch or more through the upper piece. By making this up in short lengths any shape can be given the fence and it can be used often. Figures

A Wine Window Shown by John Robertson & Son, Montreal.

of men can be placed around to lend life to the design.

A window dresser built a fire place in the corner of the window, out of tea packages. The opening was a box set up on end and the brick work and tile surrounding a fireplace was made of the packages piled one on another and coming just to the edge of the box. At the proper height a board projecting a few inches was the mantel, and above this some fancy arrangement of the packages completed the structure, which can be strengthened by cards or laths. In front of the fireplace was a mat, and a table was set out with a tea pot and cups. An easy chair and a rocker were placed carelessly near the table. Fire irons and light ornaments on the mantel carried out the idea. Cigar and cigarette boxes and packages also permit of varied styles of stocking.

In one window a grocery interior was represented. A counter was built up of canned goods on the top of which a board was placed. On this was a cut cheese, weigh scales, wrapping paper, a small showcase and other things usually found on a counter. The wall and background were filled up with temporary shelves on which were canned and bottled goods neatly arranged. Several other little things helped to make the window a good copy of an interior.

An inexpensive fountain can be made by placing on the floor above a barrel of water, from which runs a small rubber pipe to the floor of the window and up through a common tub. When the water is turned on upstairs quite a pressure is noticed in the water sent up from the pipe. The tub catches it all as it falls. If the water is colored, prettier night effects are obtained. Around the tub can be built up a bank covered with sod and flowers, and down one side can be run a tiny rivulet from the tub, into a barrel or tub below the window.

Colors of lines carried can be made use of in various ways. A butterfly with its beautiful spots and lines of color can be made of coffee, tea and different shades of sugar. The surrounding floor can be covered with white sugar to bring out the colors more distinctly. Other designs, such as flowers can be worked out in the same way, and even pictures of people are possible.

A landscape can be built up to represent rocks, water, hills, etc. The rocks can be made of rock salt, the water be in a large tin or be made of glass over pebbles, the hills built up of salt with spots of dark color for shrubbery. A bridge and house can be made of packages and live fish or frogs can be placed in the water.

A special brand of tea will receive an excellent and striking advertisement from a window decorated entirely in Chinese toys, umbrellas, lanterns, fans, and curiosities. In the arrangement must be the tea advertised.

The Illustrations.

The window arranged for John Robertson & Son, Montreal, was entirely devoted to Red Heart Tonic Wine in the display of which The Grocer has shown several attractive pictures. The most striking feature of this window is the ornamental hangings from the ceiling. These are of paper in conical and heart shapes. On the different hearts are the letters to make the words "Red Heart Tonic Wine." A few bottles also are suspended by strings. The display proper consists of careless appearing arrangements of bottles of the wine, the central feature in each detail being a picture or advertising card. The fencing girl has been made good use of on account of the red heart she wears on her waits. Ribbons are run from the suspended bottles to these hearts and other prominent points. The general scheme can be followed in the display of any line.

In the window of Wm. Marshall's store at Sault Ste. Marie is an arrangement which partakes much of the nature of an English display—high and solid. This window captured the first prize offered in that town by the July 1 celebration committee. The large glass is 10 by 12 feet. The back is open and extends to the store floor, the platform being built up to suit the display in each case. A well devised scheme was the selection of goods in red, white and blue colors, combined with flags and a picture of the King and Queen. In the front on the floor was gathered cheesecloth on which were thrown flowers and leaves. Back of this the goods went up in different divisions and included, teas of various kinds, sardines, salmon, canned vegetables, beef and soup, baking powder and bottles of pickles, catsup, etc. The arrangement is well worthy of study as it is one of the best examples of English window dressing that have come to hand.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

ROBINSON'S

PATENT BARLEY

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S

PATENT BARLEY

Raised on It.

On the Sunny Side of Forty

and haven't made all the money we would like.

The result is that we are hustling for business – your business.

Wrapping Papers, Twines, Oyster Pails, Parchment Papers, Toilet Papers, Paper Bags.

Lightning Shippers.

Lightweight yet strong papers.

These are our bait for your trade.

Douglas & Ratcliff, Limited,

Toronto.

Don't Loan Glass Jars!

It costs too much.

Use instead our XX Century Paper Pail.

Won't leak; won't spill.

For Molasses, Vinegar, Oysters, Ice Cream.

Don't loan Glass Jars.

Douglas & Ratcliff, Limited,

Toronto.

A YEAR AGO very little was known of . . .

EAGLE BAKING POWDER

AND

SAN-TOY STARCH

except in MONTREAL and vicinity, but

TO-DAY they are known from the ATLANTIC to the PACIFIC.

MR. GROCER, have you stocked them? The time is coming when it will be necessary to do so. Why not DO IT NOW?

ACTIVE AGENTS WANTED WHERE NOT REPRESENTED.

J. H. MAIDEN CANADIAN AGENT, MONTREAL

* This department is conducted and prepared by Mr. J. C. Kirkwood, advertising specialist, Toronto, and one enjoying a high reputation as an expert and authority on all advertising matters. He will be pleased to answer questions regarding advertising, to give the assistance and advice which an expert is so well qualified to give, and to criticise advertisements which may be submitted to him. It is intended that the department shall be helpful, practical and well up-to-date. Correspondents should address their letters to "Good Advertising Department," THE CANADIAN GROCER, Toronto.

LESSONS IN ADVERTISING.

IN the series of lessons on advertising herewith begun the aim will be to make each paper practical. The course will not pretend to cover the subject of advertising in any elaborate or exhaustive fashion. There are aspects of advertising which, while they may be interesting, have little or no value to the merchant who is concerned with the advertising problem only as it relates to his own business. The series of instruction papers will deal (1) with the physical features, so to speak, of the advertisements—the things which appeal to the eye—type, white space, rules and borders, illustrations; (2) with the text or reading matter, its style, sentences, words, phrases, divisions, display; (3) with the argument, or persuasive character of the advertisement; and (4) with certain imperative features which should characterize all advertising in order to make it effective.

I.—The Appeal to the Eye.

An advertisement to be read must first be seen. One has but to pick up the average newspaper to find that a majority of the advertisements provoke no interest. The eye falls upon them but there is nothing in them to arrest the attention, and they are passed over unread. This is true of advertisements using big space and of advertisements using very small space. On the other hand there are some advertisements that hold the eye, command the attention, interest the reader, and convey clearly and effectively the advertiser's message. If the reader were to define what it was that in the first place held the eye and led on to an interested perusal of the whole advertisement, it would be found that there was something pleasing about the appearance of the advertisement and also something in the way things were said. It may have been a harmonious effect of the whole, or the headline, or the illustration, but whatever it was, the advertisement "stood out" beyond the others, and as a consequence received the attention desired by the advertiser. It is to assist the advertiser to secure for his advertisement this outstanding effect that this first study paper will concern itself with.

First of all there must be a quiet orderliness in the advertisement—in its display. A very common tendency is to over-emphasis or to peculiar arrangement. An easily read advertisement is infinitely better than one that exercises the eye over much, and that makes undue demands upon the reader's attention. A study of the advertisements of the big stores or in the Ladies' Home Journal, Delineator, or any of the leading magazines will illustrate the point here made. It is gratifying to see the marked improvement in this regard in the advertisements of many Canadian merchants; yet there are some who yield to a desire to underscore almost every word they write. Possibly some of the credit for the better appearance of advertisements is due to those who set up the copy. Printers are earnest students of the artistic side of their craft, and an immense amount of excellent work is being done by the printers' trade journals in the line of instruction in the art-side of printing.

Many sizes of type, many varieties in the style of type, and tricky or difficult arrangements of type are an abomination. It is almost impossible to lay down hard and fast rules in this matter of what styles and sizes of type to use, but it is not hard for the man who wishes to turn out a good advertisement to choose type, both in the size and style of face, that will ensure a good effect.

It may seem a little soon to introduce this question of type, yet in dealing with the division of our subject which treats of those things that appeal to the eye type faces or styles, and type sizes are of the first consideration to the man who wants to secure the very best results.

It may be said at this point that there are several hundred varieties in type faces, but the advertiser needs to know of only a very few of these, and the average printing office is supplied with only a very few varieties and sizes of type. The styles and varieties of type illustrated are common enough, yet it is quite possible that many a newspaper office throughout the country lacks some one or other, perhaps several of them.

That plain type is desirable and effective for advertising is shown by the fact that it is used largely by advertisers whose expenditures are among the thousands of dollars. Among the styles of type which can be used effectively are old-style Roman, light-faced Gothics and Latin Antique. Not only are these types well adapted to advertising pages, but also to the very highest grade of artistic work. It is interesting to note that almost all frequent advertisers in the dailies are identified with some special face of type.

A—Type

Some of the common and popular type faces are known as De Vinne, Jensen, Post, Roycroft, Old Style, Gothic,

Ionic, Antique, Italic, Pica, Nonpareil, Agate. Some are most useful for "display," others are "body" type. Herewith are provided specimens of the type faces named :

The Wanamaker Christmas Show for children this year is called "The

Example of 12-Point DeVinne Series.

Man in the Moon." It is a story told in pictures, and as a consequence the store is

Example of 12-Point Jensen Series.

Constantly crowded with a throng of delighted little ones—brought

Example of 12-Point Post Series.

there, of course, by their mothers and sisters who come to buy. On the fourth

Example of 12-Point Roycroft Series.

floor is the first picture—the little girl who lived in the Land of Nod and who started out

Example of Old Style Pica Series.

to find who was the man in the moon. She is depicted

Example of 12 Point Gothic Series.

Sound asleep in her little white bed, and the pictures that follow

Example of 12-Point Ionic Series.

are what she saw in her dream. There is the Village Church with

Example of 12-Point Latin Antique Series.

its loaded Christmas tree; then the Country of the Fairies that she went

Example of 12-Point Harvard Italic Series.

through; next the Red Grotto, the Green Grotto, the Merry Gnomes and the Goblins'

Example of 12-Point Series.

Den. After that Paradise Glen, with lovely colored birds floating through the air, then the Crystal Cave and the Arctic Regions with the Aurora

Example of Nonpareil.

Borealis, and, finally, the Man in the Moon. The Wanamaker Christmas Show for children this year is called "The Man in the Moon." It is a story told in pictures

Example of Agate Series.

The foregoing are useful as examples. It is not necessary to study them in an effort to memorize the styles with their names. Their quick recognition will come with their use. It will suffice in the meantime to note the different styles and to consider their different effects, and to contrast them. It will be found expedient to clip this exhibit of type faces and to paste same on a card or in a book for reference later on.

There is another aspect of this question that must be dealt with, namely, the designation of type sizes. The old method of type measurement was by a distinctive name. Thus type sizes were known for example as :

An advertising man is a born optimist.

Pica.

It his business to see the possibilities of things.

Long Primer.

An advertising man is a born optimist. It is his business to see the possi-

Nonpareil.

An advertising man is a born optimist. It is his business to see the possibilities of

Agate.

The modern system of designating the size of type faces is called the Point System. Thus type is said to be 8 point, 10 point, 12 point, 18 point, 36 point, 48 point, 72 point, and so on.

There are in theory 72 points in an inch of space. Thus a 36 point type would measure one-half inch in depth, a 24 point face one-third of an inch, a 12 point face one-sixth of an inch, or, to state it differently, there are six lines of 12 point type to the inch, four lines of 18 point type, two lines of 36 point type.

An appreciation of the point system of type measurement is desirable in that it enables the constructor of advertisements to indicate to the printer in a definite, intelligible way just what size of type to use. For example, a certain display line would look well, so the writer determines on a 36 point. So he indicates on his copy that he wishes a type measuring one-half inch high. Or it may be that a 24 point or an 18 point or a 36 point size is wanted, meaning thereby a face measuring one-third, one-quarter or one-half an inch in depth.

To illustrate there are here given examples of differing type faces and sizes with the names and sizes in points indicated below :

Advertise

Example of 48-Point Devinne Series.

ments Should be busi

Example of 24-Point Devinne Series.

nesslike. There are no frills

Example of 18-Point Devinne Series.

About business. Is

Example of 36-Point Jensen Series.

is a matter of fact, direct. It is

Example of 18-Point Jensen Series.

Not only foun

Example of 36-Point Post Series.

dation, but the Super-

Example of 18-Point Post Series.

structure, as Well, of

Example of 24-Point Roycroft Series.

modern Civiliza-

Example of 24-Point Extended Gothic Series.

tion. Men who sell

Example of 24-Point Avon Series.

Are in earnest. Those who sell are in earn-

Example of 12-Point Series.

est. Those who earn their money by labor know that it

Example of 10-Point Series.

is hard to get, and they part with it as a necessity to their

Example of 8-Point Series.

being. To be sure, they do not spend it reluctantly or gingerly, but they part with it

Example of 5½-Point Series.

(To be continued)

Ill. Dec/12/06
to Dunn
Cut Book No. 58
Page No. 58
adw

Our **WHITE SWAN, ORIENT AND PHŒNIX** Brands stand pre-eminently for goodness.

Quality, Quality, Quality is the keynote of every department, and the slogan of our entire establishment. Buildings, plant and machinery are complete and equipped in every detail.—Modern and up-to-date in every respect.—All planned with the one idea of **QUALITY.**

Here are a few of our lines—dependable goods—goods that the most fastidious can handle with assurance :

WHITE SWAN

Flaked Wheat,
Flaked Rice,
Barley Crisps,
Flaked Peas,
Gluten Flour,
Graham Flour,
Whole Wheat Flour,
Buckwheat Flour.

ORIENT and PHŒNIX

Coffees,
Spices,
Cream Tartar,
Jelly Powders.

MO-JA Coffee,
the old reliable.

Cafe l'Aromatique,
Cafe des Epicures,
Cafe de Luxe,
French Coffees in Amber Glass Jars.

WHITE SWAN

Baking Powder,
Flavoring Extracts,
Prepared Cocoanut,
Jelly Powders,
Cake Icings.

Grocers' Specialties.

We have just published a new catalogue of all our lines and will gladly forward a copy on request.

The ROBERT GREIG COMPANY,
Limited
WHITE SWAN MILLS,
TORONTO.

We assure you of prompt shipment, careful and courteous attention to all orders and enquiries.

We are the largest Truck Makers in Canada.

We make **50** different sizes and styles to suit all purposes.

A full line of Rubber-Tired Wheels on hand.

It is the BOY behind the Truck that saves the DOLLARS.

WRITE FOR CATALOGUE AND PRICES.

John Watson Mnfg. Co., Limited

Ayr, Ontario, Canada.

The "Perfection" Canister

Jams
Jellies
Syrup
Starch

Teas
Coffee
Spices
B. Powder

SQUARE, ROUND OR OBLONG.

ARE YOU INTERESTED in keeping down expenses, thereby increasing profits?

ARE YOU BUYING GOODS before you find out if they can be purchased cheaper elsewhere?

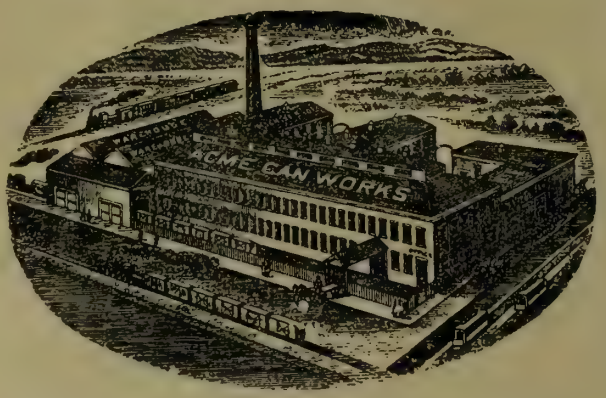
YOU BUY RIGHT when you save from 20% to 70% in the purchase of your container.

WE manufacture in any size from $\frac{1}{4}$-lb. Spice to 5-lb. Tea.

The Dominion Canister Company, Limited

Dundas, Ontario, Canada.

When in need of cans, serve your best interests and consult us.



Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of **Key-Opening Meat Cans, Poultry Cans.**

They are our specialties.

Manufacturers for Canada of

Jewett's Self-Heating Can

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } **Cans**

Lard, Syrup, Butter } **Pails**

ACME CAN WORKS

Ontario Street East, - - MONTREAL, P.Q.

A Single Case

—it is all right. We won't deny that we would have been more pleased to have him order five cases—but we solicited single case orders. The grocer didn't wish to order more. We want every grocer in Canada to know the worth of

The Old Homestead Brand
of
Canned Fruits and Vegetables

This being our first season, we have not looked for big orders from the retail grocery trade—though in this regard we have been pleasantly surprised. We are thinking more of next year's business. It takes a year to get fairly started, and we are content this year with trial orders. OLD HOMESTEAD BRAND is not afraid of trials.

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

THE CHAMPAGNE INDUSTRY IN FRANCE

By A. Hall in Booklovers Magazine.

THE famous city of Rheims is associated in our minds so closely with its wonderful old cathedral—which stands for all time as the apotheosis of Gothic architecture—and with the romantic career of Joan of Arc, to say nothing of the famous Jackdaw, that few people remember that this wonderful old city is the centre of the champagne trade, and the home of most celebrated champagne firms in the world. The city directory of Rheims gives the names of ninety establishments for the making of champagne. Over twenty firms are employed in furnishing the corks alone, while almost as many more are engaged in the machinery used in the industry.

The municipalities of Rheims and Epernay are in the department of the Marne, about two hours by rail southwest of Paris. The entire department covers over forty thousand acres of land, the municipality of Rheims being about sixteen thousand, seven hundred and fifty acres in extent. This department lies in the old Province of Champagne. The soil is of a chalky formation that retains the sun's heat and prevents heavy dews, thus giving the grape a fine chance to mature. The rolling hill country provides a good natural drainage, and there is about the same yield year after year without any necessity for enriching or renewing the soil. The vines are grown on small poles two and a half to three feet in height, and are cut back every second or third year, so that the vineyards present a curiously juvenile appearance, very unlike ours. There has been comparatively little damage done by the much-dreaded phylloxera. In June, for miles around, one gets the fragrant odor of the young grape-blossoms; and in October, in the vintage season, the beautiful masses of small purple and white grapes, heaped in profusion everywhere, are a picturesque sight as well as a delicious feast.

Wine Caves.

The wine is stored in immense caves both in Rheims and at Epernay, sixteen miles distant, in the heart of the vineyard district. Some of the caves extend for miles under the city, and parts of Rheims are literally honeycombed with them. Often they are three stories deep under the street level, so as to vary the temperature. One descends to them by a splendid flight of one hundred and sixteen steps, cut out of the chalk soil. This staircase is over sixty feet in depth, and is lighted by electricity. The caves are more than ten miles long and are constantly being added to. There are about two hundred large rooms in them, some of the corridors to which are over a quarter of a mile in length. These are named after cities and distinguished statesmen, and one strolls along avenues bearing such names as Carnot, Thiers, and Washington, or London, Paris, Edinburgh, and New York.

It is not unusual to have as much as five hundred and twenty-eight thousand gallons of champagne, or thirteen to fourteen million bottles, stored in these cellars at one time. Instead of the dust-covered bottles and cobwebs and spiders we are apt to associate with wine-cellars, everywhere it is spotlessly clean and fresh as a New England housekeeper would wish her kitchen to be. Even the fine arts are not neglected in these wonderful, cool depths. In several rooms fine bas-reliefs are sculptured in the chalk. "La Fete de Bacchus," "Un souper au dix-huitieme siecle," and "Silenus," for example, are by well-known sculptors. The workmen are all well paid; each receives besides a bottle of red wine in the morning and another in the afternoon, to keep the blood warm while working beneath the earth, where they are busy most of the day.

Manufacture of Champagne.

Before the modern cork was discovered, champagne may be said not to have existed. Without it no sparkling wine could really be brought to perfection, requiring as it does the peculiar process of fermentation after being bottled.

The larger firms use only the juice from the first pressing of the grape for champagne, leaving the second and third pressings for inferior wine, or, as it is called, vin de suite. The juice is taken in barrels to the cellars and poured into larger vats, one of the vats holding as much as eight hundred gallons. The wine remains in these vats from October to January, when the mixing takes place. This is somewhat of a state secret in each establishment, as each wine-master has his own method for producing from wine of different vintages the flavors for which his particular brands are famous. This mixture is called the cuvee, and it stands again until April or June, when the great operation of filling the bottles takes place.

This mise en bouteilles, or tirage, is a great sight. The rapidity with which it is accomplished by the many workmen is marvelous. There are thousands of bottles which first of all must be tested, and then well cleaned. This latter process is done by machines. Then long pipes are extended to the bottles from the mighty vats that hold the cuvee, and as the bottles are filled, corked, and wired they are lowered in baskets, by a system of endless chains, to the caves below, where they are stacked in precise order in a very compact and solid mass, yet so that each separate one may be taken out without disturbing the others. These bottles are now left from one to two years, when they are put in small racks, necks downward, and for two or three months each bottle is given daily a gentle little shake by an experienced workman. In this way the sediment is brought gradually to the cork, and the wine becomes perfectly clear. One man can shake about thirty thousand bottles in a day. It seems a hopeless task, yet it is all accomplished with great system and ease. In some of the caves the men are allowed to use both hands in shaking bottles; but it is usual for the workman to use one hand only, and the result is supposed to be better.

Then comes the degorgement, or removal of the sediment. By some firms an ingenious system of freezing the neck of the bottle is used to accomplish this, and the sediment is taken out in a solid frozen mass. By many others, when the bottles are opened, a most skillful manner of pressing the thumb over the open mouth, letting the sediment out and losing very little of the

E.W.GILLETT COMPANY LIMITED ROYAL YEAST GILLETT'S PERFUMED LYE. MAGIC BAKING POWDER
ROYAL YEAST CAKES
MAGIC BAKING POWDER
NEW FACTORY
Purchased By
E.W.GILLETT COMPANY LIMITED
TWO DAYS AFTER FIRE.

To the Trade:

We now occupy factory building as shown above, which is located corner of KING, DUNCAN and PEARL STS. For ten days have been busy moving from the temporary buildings we have occupied since the fire of April 19th.

With improved facilities will soon be in a position to fill all orders promptly. In the meantime, until all back orders are filled, hope the Trade will overlook any delay that may occur.

SINCE THE FIRE have made every effort to fill orders as promptly as circumstances would permit, and although working under great disadvantages in temporary premises, and having to provide ourselves with an entirely new supply of Electros, Labels, Cans, in fact, material of all kinds, including the innumerable articles necessary in a manufacturing business like ours, yet **HAVE ACTUALLY SHIPPED** in May, June, July, August and September, 1904, **MORE GOODS** than we did during the same period in 1903. In fact, each month has shown an increase over corresponding month of last year.

To do this our entire plant was worked to its utmost capacity, but was unequal to supply the enormous and rapidly increasing demand for **"GILLETT'S GOODS."** This difficulty, however, will now soon be overcome.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

wine, is the usual method. This requires very great care, as no deposit must be left and as little wine as possible lost. The men who perform this work receive three or four dollars per day.

Sweetening and Packing.

Last of all come the sweetening, recorking, labeling, and packing. The wine, having lost most of its sugar in this process of fermentation, now receives a small quantity of liqueur, which is pure sugar mixed either with brandy or with the wine itself. Each firm, at this stage of the process, keeps its methods a secret. The quantity of sugar or sweetening is varied for different countries. English taste requires the least sugar—or in some cases preferring it wholly without sugar, or champagne brut nature. The United States comes next in quantity of sweetness preferred, and France third. The more northern countries, such as Russia and Sweden, prefer a much sweeter wine, although the taste each year for less sweetening is growing more universal.

The work of measuring out the sweet liqueur is done by small boys. The corking and wiring are mostly done by women, who receive about 50 cents a day and their portion of red wine. The corks are put in by machines made in Rheims and Epernay. The machine has two motions, the first compresses the cork; the second pushes it into the bottle. These corks cost as much as four cents a piece, and are of fine quality. A small wire basket is turned by machines and pressed over the cork, and then comes the label and gold-foil.

Now the bottles are placed in straw, or paillons; which are made in Rheims, and the packing-cases stand ready to receive them. It is a curious sight to see the men fill these cases to overflowing with such a fragile mass, and then press down the cover as a woman would press down an overloaded trunk of gowns One is quite sure they will all break to pieces until assured that it never happens, owing to the elasticity of the straw packing.

Output of Champagne.

In spite of the high duty on champagne—the United States paying seventy cents per bottle, Germany forty, and Russia even eighty or ninety—the demand grows all the time. As early as 1863 over nine million bottles were exported, France consuming nearly three million bottles more. In 1885 the amount consumed by France and other countries was about eighteen million bottles, and in 1899 the exportation had increased to over nineteen millions of bottles, France taking besides over eight millions, making a total of twenty-seven million bottles of wine for that year. Besides this great output there were in 1899, in the cellars of Rheims, over a hundred and six million bottles in reserve. France receives a yearly revenue of nearly twenty-five millions of dollars from the sale of champagne.

Notwithstanding the fact that the methods of making champagne have been at one time or another publicly demonstrated—notably at the Paris Exposition, where workmen were sent for that purpose, using models from the Museum of Rheims—the world at large has had but a vague conception of the vastness of the champagne enterprise, and even less of its history, and of the many minds and many years that have been required to bring it to its present perfection. And so this story is told of the making of that sparkling fluid which issues forth at last from those dark caves of old Champagne.

THE GROCERY BUSINESS IN SOUTH AFRICA.

NOW that South African trade has become adjusted in a great measure after the long and bloody war, a general impetus has been given to the grocery business throughout the Colony, which has never been so flourishing as at the present time.

Indeed, in many "up-country" districts and localities removed from the big distributing centres of Cape Town, Johannesburg, Pretoria, Kimberley, Bloemfontein, etc., shopkeepers often experience considerable difficulty in maintaining sufficient stock to meet the requirements of their customers.

Taking it all around, the grocery business in South Africa is almost exclusively in the hands of Englishmen and Americans. There are a few Dutch and German houses—established principally in the Transvaal — but even their combined trade is a small one. The Boer farmers, as well as the native community generally, are far more ready to deal with a British or American firm than with one conducted by members of any other race. They know by experience that they can trust their goods and rely on receiving their money's worth.

Cape Town, as the capital of British South Africa, is naturally the centre of the grocery business for the whole of the country. Every freight ship arriving in the port brings a consignment of goods from all parts of the world. After being examined and classified by the Custom House Department, these are then forwarded by train or ox wagon, as the case may be, to different stores perhaps thousands of miles away. Some, for example, go to Rhodesia and Matabeleland, some to Natal and the Transvaal, and some to the Orange River Colony. When, however, there is no particular hurry, the Cape Town agents of firms on the coast line usually dispatch goods by cargo vessels.

The greater part of a grocer's stock in South Africa is imported, as there are very few manufactories worthy of notice in the whole country. Jam, however (of which commodity a vast quantity is consumed), happens to be obtainable locally. It is made at a place rejoicing in the weird name of Stellenbosch. This is a village a few miles from Cape Town on the road to Wynberg. The fruit used for the purpose comes principally from Constantia district, a tract of fertile land to the west of Table Mountain, and consists for the most part of plums and apricots. Grapes, apples and melons, however, are used to a great extent as well, and they are often mixed together, for the Africander likes to think that he is getting full value for his money. Another point in connection with Cape jams is that they are always canned or put up in hermetically sealed tins varying from 4 ounces to several pounds in capacity. This is done with a view to preserving their contents from the fierce heat, which otherwise would ruin them in next to no time.

Owing to climatic conditions South Africa is largely a land of tinned provisions. Indeed, almost everything edible, from biscuits to bacon, or sugar to sausages, comes out of a tin. By the way, however, the manner in which these are gotten up is an important factor in making them readily salable, especially among the country farmers. The average Boer purchases groceries as young women purchase cigars —those with the prettiest pictures on the boxes appeal to him most. To an even greater extent this is also the case with the native population on the Veldt. By many Kaffirs, indeed, a jam tin embellished with a highly colored wrapper is regarded as a "charm" and treasured accordingly. The lids, too, are often displayed about their dusky persons as ornaments. On this account far-seeing and wide-awake makers always have their goods cased attractively. Old-fashioned and conservative firms who neglect to trouble about this and think that "anything will do for a colonial" find their business diminishing. Yet they have only themselves to thank for it.

GOODWILLIE'S FRUITS

By reason of their delicious freshness and flavor, are always asked for by the housekeeper.

Be sure you have a good supply on hand.

IN GLASS

ROSE & LAFLAMME, MONTREAL.

STRAWBERRY JAM

NEW STYLE BATGER'S SQUARE JAR

WHOLE FRUIT

Agents: ROSE & LAFLAMME, MONTREAL.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE, 60 Lombard St., E.C.
NEW YORK AGENCY, 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 110 and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN— The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES— **New York** The American Exchange National Bank, The Fourth National Bank; **Boston** The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo,** The Marine National Bank; **Chicago,** The Northern Trust Company; **Detroit,** The People's Savings Bank, The Commercial National Bank; **Minneapolis,** The North-Western National Bank; **New Orleans,** The Commercial National Bank.

FRANCE— Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY— Deutsche Bank.

HOLLAND— Disconto Maatschappij, Rotterdam.

BELGIUM— Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND— La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS— Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA— Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND— Union Bank of Australia, Limited Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS— First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA— British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO— Banco de Londres y Mexico.

WEST INDIES— Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold. Commercial Letters of Credit Issued.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,
Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.
ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

FINANCE AND INSURANCE

CREDIT INSURANCE.

INSURANCE against loss by fire and insurance against the risk of death are familiar phenomena in modern business. There is, however, a new phase of the insurance question, just beginning to occupy the attention of the public. This is no less than the protection of merchants against the loss which occurs through the granting of credit. The basic principle of this credit insurance is that the accounts entered upon the books of a business firm or corporation are as essentially "property" as the buildings or stock of that business, and for the same reason ought to be insurable. As the buildings or stock may be damaged or destroyed, so may these debts depreciate or altogether disappear, through the misfortune, incompetence, fraud or death of the debtor. Insurance of credits, although not yet transacted on so extensive a scale as other forms of insurance, has nevertheless long passed the experimental stage, and abundantly proven its safe and profitable character when judiciously conducted.

It must not be understood that credit insurance, as practised, covers the whole loss of a firm or corporation. It does not cover all bad debts, but simply the loss by bad debts, which is in excess of the ascertained normal loss. In the case of a merchant, whose total sales amount to $500,000 a year, assume his average of loss by bad debts to have been one-half of one per cent., for six years past, that is $2,500 per annum. This constitutes his normal or "own" loss and is not covered by his credit insurance. If his total loss for the year insured does not exceed $2,500 he has no claim under his policy. But if his losses amount to $4,000, he, himself bears the first $2,500 and the company bears the balance or $1,500.

The similarity in principle between credit indemnity and fire insurance is manifest. Both are the provision made by prudent men against the unexpected. Credit insurance, properly understood, is no incitement to undue extension of sales, but a safeguard against abnormal loss through causes which cannot possibly be foreseen. It in effect gives an absolutely responsible endorser and strengthens the position of the insurer with his banker, who is assured that disaster cannot befall him through loss by bad debts.

A company, known as the Canadian Credit Indemnity Co., Limited, has just been formed, to undertake the insurance of credits in Canada. Its board of directors includes such men as John W. Langmuir, John F. Ellis, Peleg Howland and W. K. McNaught, of Toronto. The authorized capital of the company is one million dollars in 10,000 shares of $100 each.

FIRM INSURANCE.

A FEATURE of life insurance that is being rapidly developed in Canada is the department of firm insurance in which one or all the members of a firm carry insurance on their lives for the benefit of the firm. Firm insurance is done in two ways. The older method is the writing of what are known as "joint life" policies. The firm in this case carries one life policy, and in the case of the death of one of the partners the insurance money is paid into the firm, and thus there is compensation to the surviving partners for the loss of their colleague. The disadvantage that this form of firm insurance labors under is the fact that in case of dissolution of partnership there is no way of satisfactorily arranging the policy. The only thing that can be done is to surrender the policy, and this means a considerable loss of cash to the policyholders.

As a result of this disadvantage the joint life system is being replaced by another system, under which each partner carries an individual policy, the firm in each policy being named as the beneficiary. Then, if there is a dissolution of partnership, the different policies can be adjusted in any way the holders desire, and anyone else's name may be substituted as beneficiary for that of the firm.

The joint life system is still in use in cases where there is practically no danger of dissolution of partnership, as, for instance, when the members of one family are the partners.

Often this variety of insurance takes the form of a single policy on the life of but one man connected with a business. This is generally the active manager. In the case of a company, with a number of silent partners or shareholders, it would obviously be a heavy loss to them to lose a successful manager. They accordingly insure his life. A case was recorded recently of the advertising man of a company being the one on whom a large policy was placed. The success of the business was considered to be due to him and the company decided to put $50,000 on his life.

NOTES.

The Metropolitan Bank's head office is now located in the Canada Life Building, Toronto.

Mr. James Boomer, Toronto manager of the Manchester Assurance Co., died on September 13.

ESTABLISHED 1874

JOS. B. REED & SONS

Insurance, Toronto

ADVANCED METHODS

Our Insurer's Advice Sheet system.
" " Safe Deposit Vault.
" " Bond (guaranteeing our work).
Free of cost to our customers.

ABSOLUTE SECURITY

We represent the strongest and best companies in existence.

Write for our pamphlet illustrating the superior advantages of our office and methods.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto, Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street. Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. . Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

This Space $15 a Year.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

1889.

The Belleville Business College, Limited,

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.
See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO. { J. Frith Jeffers, M.A., President.

YOU NEED

METROPOLITAN Business College – OTTAWA, ONT. –

Shorthand
Telegraphy
Typewriting
Bookkeeping

R. A. FARQUHARSON, B.A., Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

One inch space in this dept. $45 per year.

RETURNED DEC 2 1904 Out Book 27 Page 39

A Quarter of a Century without change of management is the record of Canada Business College, Chatham, Ont. Canada's Greatest School of Business Shorthand Penmanship. For beautiful catalogue write,

RETURNED DEC 2 1904

DO YOU REQUIRE A STENOGRAPHER OR BOOKKEEPER? We supplied nearly 400 office hands to business houses in Canada and the United States during the year ending June 1, 1904.

Do you know of any other business school in Canada that enjoys the confidence of the business public to such an extent as this?

In 1897 we commenced to publish lists of students placed each year.

That year the list showed 115 students placed in 11 months.

The number placed each year has been rapidly increasing, until our latest shows 375 placed in the 12 months ending June 1, 1904.

Would you like to see copy of list? If so, write for it.

Do you know of any other business school publishing such lists annually?

Do you know of any other business school in Canada getting such results?

Have you a son or daughter that you would like to send to a high-class business school? If so, write for catalogue G., addressing

D. McLachlan & Co. Chatham, Ontario

Our catalogue G. is acknowledged to be the handsomest issue of the kind put out by any business school on the Continent. If interested WRITE FOR IT.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

pecial Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

TORONTO'S QUICK AND SURE PRINTERS

We do all kinds of good printing cheap. Let us handle your next order and you will be satisfied Latest styles in Type and Borders. Everything up to date.

1,000 LINEN LETTERHEADS THIS MONTH, $2.50.

G. A. Weese & Son, 44 Yonge St., Toronto.

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

TO THE OFFICE EMPLOYE.

From the Business World.

"IF you work for another, your own best interests are served by trying to put yourself in the place of the man who employs you—not too literally, of course. To achieve any great success for yourself you must do something for him. Get into a position that permits you to have his viewpoint. See things with his eyes. Think of them as he does. Let the day's affairs come before your eyes as they come before his. Reach out ahead for new things, and handle those at your side now, from a policy which you see is the policy of the house; with the same purpose and end as that which animates its head.

"It won't matter a bit how smart you are, how gifted, how able, how strong—unless your gifts and strength and abilities are exerted in harmony with the efforts which your concern, as a whole, exert.

"You are 'in the same boat' as the firm for whom you work. If you would help them (and thus only can you help yourself!) you must pull on your oar so as to fall into stroke with the others sitting near you. Otherwise what? Well, otherwise your strength will either be wasted or it will serve to stop the boat's headway. Remember you are not sculling, but rowing; and yours is but one of many oars. The old song says: 'A long pull, a strong pull, and a pull all together.' The long, strong pull were better omitted unless the rowers pull all together.

"Occasionally there is a little business started where one man is the whole thing. He can stand in the stern of his diminutive craft and scull his boat where he will. Progress means his strength, his judgment, his knowledge of the way. But as business grows and increases, this method must be exchanged for one yielding greater power of propulsion.

"Now he calls in others. Now his progress depends on unity of action on the part of all those who are working together for his good. If you are in his boat keep your eye on the same light he does; adopt the same rhythm of stroke, pull at the same time, in the same way, and for all you're worth. Work hard and faithfully for him. Forget yourself and struggle toward his harbor by harmonious means. If you get him there, you must, yourself, get there."

THE DRAFT SYSTEM.

H.R.W.

A SHORT time ago an article appeared on this page by "A. B. C." on the inconvenience to the retailer of settling accounts by draft. Mr. "A. B. C." states that if the retailer failed to meet an acceptance through miscarriage of the mails, the draft would be protested, thus proving expensive and also injurious to his credit. It might be said in answer to this that the majority of houses doing business with drafts have the "no protest" slip attached to draft, and a draft is rarely protested unless specially instructed or to hold an endorser. Mr. "A. B. C." also states that the retailer cannot always call in his money just as he wants it. This is also true of the wholesale merchant, in fact, he is very often requested to grant extensions on lines for which he has paid spot cash, and although working on a larger capital finds it difficult to finance a large business at certain seasons of the year. Banks in Canada are opening up branches all through the country to such an extent that there are few towns which cannot be reached by draft.

If the retailer will look reasonably on this draft system, he will without doubt agree that the wholesaler could not conduct his business successfully unless some such method were adopted. We will say for example, that the wholesale house has some eight or ten thousand accounts on the books, of these about six thousand being out of town accounts. If no practical, systematic method of collection were adopted, it would be impossible to look after such a large number of accounts. No wholesale merchant prefers to make drafts and pay exchange, provided remittance is received for the account either by postoffice order or express order, but the difficulty is that the retailer does not remit within the time in which cash discount may be allowed, but sometimes thirty days after, and still deducts cash discount, and the wholesaler is obliged to give special attention to the individual account, necessitating thereby a very large and expensive office staff.

A HELP IN DICTATION.

From "The Book-keeper."

A THOUSAND and one ways to save time are overlooked by many a busy man simply because the time saved seems to be so inconsiderable that it is scarcely worth notice.

The modern business man usually spends a considerable portion of his time in dictating letters, often dictating from 75 to 100 in a single day's work. This dictation is a very important part of his work as a rule, and even with the best and most expert stenographers it takes much time which he would be glad to spend otherwise. Of course it goes without saying that it is not only wise but economical to provide for expert stenographic assistance, for it will easily be seen that it is poor economy to use five dollars' worth of your own time in dictating a batch of letters when you could, by paying a trifle more to the stenographer, have one who would use only two dollars' worth of your time instead of five.

In dictating one hundred letters you must of necessity dictate one hundred addresses as well. Now, to write one hundred separate addresses will take your stenographer a full hour or more, and this hour is wasted for you as well as for her, as you must wait while she writes the address. This two hours' time is well worth saving of course, and here is presented a method of effecting its saving.

A letter is usually dictated from an original letter or from a memorandum bearing the name and address of the party written to, and it follows that, if it were possible to hand the memorandum to the stenographer merely saying write him thus-and-so, all the labor of writing the name and address would be saved, but in most cases this is not possible. It is possible, however, to put an identifying mark on the letter or memorandum and let the

stenographer use this identifying mark in her notes, instead of writing the name and address in each instance.

The most convenient identification is a number, and it is a simple method to commence each day's dictation with number one, placing the number on the letter or memorandum and calling it to the stenographer instead of the name of the party addressed.

The use of a numbering machine which will print numbers in consecutive order makes the use of this plan still easier for it relieves the dictator from the necessity of remembering what was the last number used.

This plan has been used by the writer for a long time and in taking care of from 150 to 175 letters a day, he finds that it works very satisfactorily and causes no mistakes.

THE STATEMENT CHEQUE.

H.R.W.

A FORM of cheque being adopted very largely now by business houses is that with the statement form either at the left of the cheque proper or on the reverse side. The advantages are obvious. The regular endorsement is sufficient receipt; full particulars of the settlement appear on the statement form, and where no statement is received from the parties from whom goods were purchased, as is so often the case, it is a very convenient form of remittance. The advantage of having the statement form at the left, on the face of the cheque, is that the amount is before the person drafting the cheque and is less likely to be transposed than if it were carried from the statement on the reverse side. The only extra work involved in preparing this form is the insertion of the amount from statement received from the creditor, the vouchers when received from the bank being uniform. These forms should be numbered consecutively before being sent out, entered direct in the bank book or in the bank column in cash book, doing away entirely with cheque stubs, which require to be entered again, and when returned by the bank at the end of the month sorted and filed numerically, after being attached to any corresponding vouchers, such as statements, vouchers for unpersonal accounts, freight bills, etc., which have already been given the same voucher number as the cheque.

It is hardly necessary to say that no other form should be sent out with these cheques, such as a notice that cheque for a specified amount for an account to a certain date is enclosed, as this form gives full particulars of the account being settled.

Criticisms and replies to articles which appear on this page may be sent to the MacLean Publishing Co., "The Office End."

HOTEL DIRECTORY.

NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER.
THE PROVINCIAL
LEADING COMMERCIAL HOTEL. GANANOQUE, ONT.
Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND
O. F. BAKER, PROP. GALT, ONT
First-class accommodation for Commercial Men.

SAFES
Guaranteed fire and burglar proof
"The Winnipeg Safe"
That's "OURS"
Country Merchants, we want to job with you and will make a very low price on a sample safe. Correspondence solicited.
EASY TERMS
Winnipeg Safe Works
Office, Cor Princess and McDermott
Winnipeg, Man.

THE BELL TELEPHONE CO.
of Canada, Limited
has extended its
Long Distance Service
From
BRANTFORD
to
MOHAWK, OAKLAND and SCOTLAND
Rates may be obtained from any of the Long Distance Toll Stations of the company.

Mistakes Cost Money
When you send out an account with a mistake in it you lose. If the error is in your customer's favor you lose money. If the error is in your favor you lose your customer . . . . . .
MISTAKES ARE IMPOSSIBLE WHEN YOU USE THE
BRIGGS LEDGER SYSTEM
Briggs Ledger System Co.
Limited
75 York St., - Toronto, Can.

DON'T BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

Somerville's Fine Chewing Gums

MEXICAN FRUIT PEPSIN

RED HAND PAPOOSE

IT PAYS YOU TO HANDLE THEM.

FOR SALE BY THE WHOLESALE TRADE.

C. R. SOMERVILLE, = London, Ontario

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cigars for Christmas.

IN getting ready for the holiday season the grocer should not forget his tobacco department. A box of cigars, a handsome pipe or a tobacco jar are very appropriate gifts for the Christmas season and the prominent display of these articles accompanied with suggestions either printed or verbal will swell the receipts from this department to no small extent.

The box of cigars the wife presents to her husband for Christmas has long been a joke, but wives still continue to bestow these marks of affection and the wide-awake retailer will profit thereby.

Many cigar men get out small boxes, handsomely decorated on purpose for gifts, and in stocking up for Christmas these should not be forgotten. The importance of display has many times been emphasized in these columns, but will yet bear repetition. A small show case in which to place the cigars and pipes will pay for itself in added sales in a very short time. It has the double advantage of attracting the chance customer and of keeping the cigars in good condition.

An important thing to remember when considering the cigar question is the fact that practically no extra help is needed. It takes but a moment to sell a quarter's worth of cigars or even a box. The ordinary help can attend to this department and the extra revenue is net.

If some of our readers have not yet put in a stock of cigars they would do well to give it a trial beginning now so as to take advantage of the holiday trade.

Tobacco Trade of Canada.

NO department of Canadian trade has shown greater expansion within the last six years than that falling under the head of tobacco and its manufactures. Imports of cigars, cigarettes, manufactured tobacco, raw leaf, etc., have increased from $2,028,331 in 1899 to $3,006,659 in 1904. At the same time it is to the credit of Canadian manufacturers that there has been a gratifying increase in the volume of the Canadian export trade. In 1868 the total value of the tobacco exports of Canada did not exceed $32,340. In 1899 these small figures had grown to $177,167, while in 1904 Canada's tobacco exports amounted to $644,605, an increase of $467,438 in six years. These figures serve to indicate that the tobacco industry of Canada is sharing the fruits of the growing time.

The manufacture of domestic leaf is only a development of the last few years, already, however, it has grown to gratifying proportions. The recent action of the Dominion Government in abolishing the "exclusive contract system" among dealers in tobacco will undoubtedly serve to give an impetus to the manufacture of Canadian tobacco such as it has never previously experienced.

It may interest readers of The Grocer to know how Canadian importations of tobacco are distributed among the different foreign countries. The division is for the year 1903, as the revised returns for 1904 are not yet available. In 1903 importations from the United States amounted to $2,357,534; Great Britain, $76,797; West Indies and Cuba, $50,830; Germany, $10,222; Holland, $4,815; Mexico, $258 and other countries $2,690.

Exports for the same period were distributed as follows: The United States, $253,774; Newfoundland, $14,334; Great Britain, $12,245; Germany, $9,119; Belgium, $8,848; Holland, $7,812; France, $3,485; British West Indies, $1,119; British Africa, $755; Norway and Sweden, $700; Australasia, $223; other countries, $826.

The tobacco growing industry of Canada can hardly be said to have been as successful this year as last. The output of leaf will, roughly speaking, be about 3,500,000 lbs., of which nearly half is damaged on account of being cut before it was fully matured.

In tobacco accessories there has been a steady increase in the volume of actual trade. In 1889 Canada imported to the value of $122,175 goods which may be classified as tobacco pipes, pipe mounts, cigar and cigarette holders and cases, smokers' sets and cases, and tobacco pouches. In 1899 these imports had grown to $191,890, while in 1903 they amounted to $368,603, an increase of $176,713 in five years. The relative

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

It's a Dead Sure Thing

and we are honestly surprised that more of you grocers don't take our offer up. You can't lose by beginning a cigar department, if you deal with us. We make cigars that all smokers know about and like---**Pebble** in a 5-center and **Pharaoh** in a 10-center---and we agree to take back at invoice price at the end of three months any stock you wish to return. What can be fairer or surer?

Now send on an order for 1000 assorted as you like.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

Of course not every smoker in Canada smokes **T & B.** We grant that. But we think with reason that every smoker in Canada would smoke **T & B** if he had the chance. The grocer can give him the chance.

Give him the 10 cent size.

Geo. E. Tuckett & Son Co, Limited,
Hamilton, Canada.

Mr. Retailer—

Are you selling cigars?

If so, why not handle brands which are quick sellers, turning stock often and yielding good profits?

We Recommend—

OUR

"Hogen Mogen"—high and mighty **5c. Cigar**

"Royal Sport" at 10cts.

THEY ARE TRADE WINNERS.

It will pay you to give us a trial order. Write for samples and prices.

SHERBROOKE CIGAR Co.

WE CREATE THE DEMAND. **SHERBROOKE, P.Q.**

Grocers

Ready Sellers and Good Profit-Makers

ARE OUR SMOKING TOBACCOS

SPECIAL BRANDS:

VIRGINIA	CANADIAN
"Gold Leaf"	"Pioneer"
"Royal Mail"	"British Squadron"

If you don't handle our lines it will pay you to write for samples and prices.

J. LEMESURIER & SONS, - QUEBEC

Scared of a Cat!

Isn't it a fact that some people are easily frightened? Some people are even frightened to make money! That is just because they have never tried to sell

McAlpin's Tobaccos

—the most profitable of any made in Canada—they are unwilling to try. This doesn't apply to **YOU**, does it?

McAlpin Consumers Tobacco Co., Limited, Toronto

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

distribution of the imports of 1903 was as follows: Great Britain, $162,852; France, $107,843; Germany, $38,054; United States,$34,667; Austria-Hungary, $23,358; Switzerland, $399; Belgium, $145; other countries, $1,285. The imposition of the surtax on German goods entering Canada has curtailed to a very large extent the volume of German-Canadian trade in pipes, tobacco pouches, cases, etc., this trade now going largely to Great Britain and France. Of course St. Claude, France, has always been the home par excellence of the pipe-making industry.

Contraband Tobacco in Great Britain.

IN view of the manifoldness and excellence of the properties possessed by tobacco it is difficult to understand the action of the British authorities in dealing with contraband tobacco seized by Custom-house officers. A few years ago a ton of tobacco and cigars was seized at Portsmouth, the whole of which buried in order to get rid of it. A protest was made, and the reasonableness of distributing instead of wasting such seizures of tobacco among the men of the army and navy could not be gainsaid; and it was satisfactory to learn that the Revenue Department had been moved to issue directions to the proper officers to, in future, supply troop-ships with seized tobacco at the rate of one ounce per diem for each man. But this humane practice was soon discontinued; indeed, the arangements for the disposal of seized tobacco present some curious features, and have varied considerably from time to time. The course pursued with such seizures, including that unreleased by consignees from the bonded warehouses at the London docks had been the very primitive one of burning it in an instrument known and recognized as the Queen's tobacco-pipe. Possibly some outdoor officer of Customs hit upon the device in order to shield himself from blame for thus wasting good stuff. It was a huge instrument of enormous ventrical capacity and would turn hundreds of tons into smoke in a few hours. Then an afterthought of economy crept in, and suggested that the ashes might make good manure. They were accordingly sold to agriculturists for what they would fetch; a ton of ashes it was found served as tillage for four acres of ground. But this monster pipe is now put out; it was arranged that future seizures of contraband tobacco, and also such as remained in bond unclaimed on account of its having sustained damage in transit from the place of exportation, should be thrown upon the market for sale, a course which did not commend itself to the trade, nor to the palate of dainty smokers. In face of the difficulty another arrangement was made for its disposal; the criminal lunatics confined in certain Government asylums were thought of, and gratuitously provided with tobacco from this source. Large quantities were also supplied to certain public botanical gardens where tobacco is required for the destruction of insect life, and which would otherwise have to be purchased at the public expense. If after meeting these demands a sufficient quantity of tobacco was available, then troops ordered on foreign service were furnished with a supply for use on the voyage. Strange to say, even this small chance of obtaining a little comfort for the men who are to fight our battles in foreign lands under hardships which tax the strongest powers of endurance has ceased. Troop-ships at the best of times are none too comfortable, and anything that can be done towards making those on board contented would be an appreciable gain to the service. Both policy and humanity indicate a little generous treatment of the men upon whose prowess the existence of the Empire so largely depends. It is hard to believe that criminal lunatics can have a better claim to the indulgence than our soldiers.—Macmillan's Magazine.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Japs Buy Tobacco Interests.

From Tokio, Japan, it is learned that the terms of the sale of the interests of the American Tobacco Co. to the Japanese Government, under the recently established monopoly have been concluded. The company objected to the price the Government first offered and appealed to the American legation. As a result of the extended representation made by Mr. Griscom, the American Minister, the consideration for the transfer of the company's interest has been increased by about one million yen, equivalent to about $490,000 American money. The total consideration has not been made public.

A VETERAN MONTREAL GROCER

ESTABLISHED over sixty-two years is the enviable record of the well-known Montreal wholesale grocers and wine and liquor merchants, L. Chaput, Fils & Cie. The present head of this time honored house is Mr. Charles Chaput, who was admitted to the firm in the year 1863. His father,

Mr. Charles Chaput of L. Chaput, Fils & Cie., Montreal.

Mr. L. Chaput, had been running the business successfully since the year 1842. In the year 1855 Mr. Ed. St. Denis was admitted as a partner and the firm name was changed to L. Chaput & Cie. It was not until Mr. Charles Chaput entered the partnership that the firm name was changed to its present style. To-day the partners include, in addition to the two principals mentioned, Mr. Charles Chaput and Mr. Ed. St. Denis, Messrs. L. N. St. Armand and L. E. Geoffrion.

Mr. Chaput has for many years held the position of head of the firm. His wide experience, accurate knowledge of the requirements of the trade, and keen financial aptitude, placed him in a unique position in the grocery trade world.

He remembers well the days when Montreal had little or no railway accommodation, when the importing facilities were very poor indeed and the grocers' occupation was principally carried on during the Summer months. He tells in his own pleasing direct manner just how many hours he and his small staff had to work in those pioneer grocery days, and contrasts vividly the handsomely fitted up premises of five storeys and immense dimensions recently destroyed by fire with the small warehouses and inadequate office accommodation of forty years ago.

Mr. Chaput is a type of the alert, high-strung, excessively active French-Canadian, although distinctly English in his language and habits. When he starts to do a thing he drives fast and arrives at many conclusions in an amazingly short time. Physically he appeals to the observer as a bundle of nerves. While he trusts implicitly everyone who works with or for him, his vigorous motive temperament never rests until the ins and outs of all the departments are mastered by himself.

Notwithstanding the multiplicity of calls on his time in the prosecution of an immense business, Mr. Chaput has been able to identify himself in public affairs in the world of commerce, of politics, and of beneficence. He is vice-president of the Canadian Business Men's League, in which organization he has been a valued member since its inception. He believes in thoroughness in all his work and naturally not only the co-partners, but every member of the staff, feel the influence of his spirited enthusiasm. When the disaster of a fire recently overtook the firm in their handsome premises on DeBresoles street inside of twenty-four hours they had new premises engaged on St. Antoine street and were filling orders the next morning at a rate that would surprise almost any business men in any country. A glance at the new offices would see rows of desks with busy clerks working away as if the rude disturbance of the flames at their former commodious home had not interfered with their tranquility or injured their operative powers. Of all these things Mr. Chaput himself is duly proud. He is a generous chief, however, and accords to every member of his staff the greatest compliments for their united co-operation at such a trying crisis in their business career. What a strain he must have endured personally is only known to himself, and when it is remembered that the loss ran close on to $400,000 the courage which rises above such an obstacle is of no small importance in the commercial world. This is only cited as an immediate illustration of the man and of the firm of which he has the honor to be the head.

Royal Egyptian Cigarettes

Rich in Flavor
Copious in Value
Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

SPECIAL VALUE IN

Ceylon Black and Green Teas

Geo. Robertson & Son, - Kingston, Ont.

Best Values in TEAS

Write us for Samples

Teas and Coffees

Ceylon and **Indian** Greens, at **10**c. to **18½**c.—Special value. Try a sample lot.
Special values now in **Japans,** all grades, from 11c. to 35c.
Ping Suey Gunpowder, in boxes, from 9c. up—all grades.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock

JAMES RUTHERFORD & CO.
DIRECT IMPORTERS
27 St. Sacrament Street MONTREAL

Eggs

We are constant buyers in car or smaller lots.

Purchasers will always find us with a **full** stock of strictly first-class Fresh and Pickled Eggs.

Our "Thistle" Brand stock is absolutely reliable.

Butter

We always want your shipments.

We will buy any quantity.

We have the best facilities with our large cold storage to take care of any shipments with which you may favor us.

Should you prefer to consign to us, our large Export and Local trade enables us to obtain best prices.

Cheese

You can always depend on getting what you want. We have it. Always a stock of choice Twins and full size cheese.

Poultry

We can freeze your Poultry at any time the market is bad. Send us good, dry, plump stock, and we guarantee top prices.

Ship to us once and you will become "one of the regulars."

WE ALSO HANDLE

Lard,
Honey,
Beans,
Dried and Evaporated
Apples.

Our Agents in Great Britain are: S. P. Clark & Co., Terminus Chambers, London; Hedley Stevens, 77 Victoria St., Bristol; Nicholls Bros., Cardiff and Manchester.

Canadian References: Mercantile Agencies and Banker.

The J. A. McLean Produce Co. LIMITED

EXPORTERS AND COMMISSION MERCHANTS

73, 75 and 77 Colborne St., TORONTO, Canada

CABLE ADDRESS, "EGGMAC," codes, A B C and Alexander

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

COOL CURING ROOM FOR DAIRY PRODUCE.

WITH the object of providing a practical illustration on a scale sufficiently large to attract general attention and to get a comparatively large number of people directly interested in the results, the Dominion Parliament was asked in 1902 to vote a sum of money to be used in constructing four large central or consolidated cool cheese curing rooms. This plan was carried out, and curing rooms built at Woodstock and Brockville, in Ontario; and Cowansville and St. Hyacinthe, in Quebec; where sites, with siding accommodation, were given by the Grand Trunk and Canadian Pacific Railway companies.

CONSTRUCTION.

The temperature is controlled with refrigerating machinery at Woodstock and Cowansville, while ice is employed at Brockville and St. Hyacinthe. The buildings are all designed on one general plan, but where ice is used there is a separate chamber in which it is stored. The curing room proper consists of a basement 9 feet clear between floor and ceiling, and a little over half below the ground level. The stone walls, which do not rise above the surface of the ground, are laid with cement mortar to make them waterproof. The floors are constructed of the best quality of Portland cement concrete. The walls above the stone work consist of 7 ply of lumber and 8 ply of paper, 4 ply of which are damp-proof quality. The last two courses of lumber on the inside, with damp-proof paper between, are continued down to the floor inside the stone wall. There are 21 inch air spaces besides the space between the studs. The ceilings underneath the joists are made of 4 ply of lumber, 4 ply of paper and 1 air space. Above the joists there is a double flooring, with 2 ply of paper. The spaces between the studding and joists are filled with planing mill shavings.

The ice chamber is placed in one end of the building, but does not go below the ground level, which brings the floor of this chamber about 4½ feet above the level of the floor of the curing room. The insulation of the ice chamber is rather better than that of the curing room, and differs in two respects. The walls are constructed with "staggered" studding—that is to say, there are two rows of studs, one for the inside sheathing and the other for the outside, leaving a space between the sheathing of 1 foot with no connecting pieces. The ceiling is made in the same manner and the spaces between the inside and outside sheathing are all filled with planer shavings. The concrete floor of the ice chamber is covered with 3 inches of dry sand. Above this there is a false floor resting on 2 inch by 4 inch joists. The lower edges of the main joists are about 6 inches above the top of the false floor. The main floor consists of 2 inch T. and G. lumber covered with galvanized iron, which is flashed along the walls to a height of 10 inches. The space between the floors is filled with shavings.

The upper story of the building is not insulated, except a compartment used for boxing and shipping. The rest of this flat is utilized for office, receiving room, storage of boxes, experimental

Government Cold Storage Station at Cowansville, Que.

rooms, etc. The floor of the shipping room is on a level with the floor of a railway car standing on the track alongside.

REFRIGERATION.

The plan for utilizing the cooling power of the ice is simple and effective. Placed just above the floor level of the ice chamber, and therefore about 4½ feet above the floor of the curing room, are three openings, 18 by 9 inches, through which the cold air flows into the curing room. The warm air returns to the ice chamber through three flues, 18 by 9 inches, running the length of the curing room just under the ceiling, and rising to the top of the ice chamber. There are several openings in these flues, which, being fitted with slides, enable those in charge to regulate the temperature so well that it does not vary two degrees in any part of the room. The ice is not covered, so that the air passing over it is readily chilled, purified and dried to some extent. The insulation of the chamber is depended on to prevent waste of ice.

The mechanical refrigeration at Woodstock and Cowansville is effected with 6-ton vertical, double cylinder, single acting ammonia compressors of the Linde British type. During 1902 the brine tank system for cooling was used. There were two of these tanks, 15 feet long, 3 feet deep and 1 foot wide, placed near the ceiling about the centre of the room. A wooden casing surrounded the tanks, with opening at the top and bottom, through which the air circulated. The tanks were filled with saturated brine that was chilled by direct expansion pipes submerged in it. The advantage of the tank system lies in the reserve of cooling power which it provides after the compressor is shut down.

This system was not satisfactory. Owing to the sluggish circulation of the air the relative humidity was so high that the cheese could not be kept from moulding. A season's experience also showed that there was no necessity for a reserve of cooling power, even if the compressor was not in operation more than 10 hours a day. As a matter of fact the temperature does not rise over 2 or 3 degrees during the time when the compressor is not running. In the Spring of this year a change was made by substituting the Linde Air Cooler for the tanks. In this system the expansion coils are placed over a brine tank in a small chamber through which the air is driven with a fan, aod by an arrangement of suitable ducts is made to circulate through the curing room and back to the fan again. A stream of brine flows over the expansion pipes, and as the air is forced through them it is chilled, purified and dried. With this system there was no difficulty in keeping the relative humidity down to 88 per cent. at a temperature of 56 degrees, and there was no trouble with mould.

SIZE OF THE CURING ROOM.

The size of the curing room proper is 60 by 42 feet, and the five tiers of shelves hold exactly 2,700 cheese, and

leave room for storing several hundred more in boxes. The temperature of the curing rooms is kept constantly between 55 and 58 degrees, as long as they contain any cheese. There is not the slightest difficulty in regulating it so that it does not vary more than one degree from day to day. The records of the temperature, both in the cool rooms and in the warm and uncontrolled rooms, are kept by means of thermographs, instruments which give a continuous record on paper, so that the temperature is known at any time of the day or night.

Further details need not be given of construction, as a bulletin with complete plans and specifications, such as will enable any one to make use of the ideas incorporated in these buildings, is now available, and will be sent to anyone who asks for it from the Department of Agriculture at Ottawa. The following is the form of agreement between the Department and the salesmen of the factories covering the reception of cheese at the curing rooms :

Dominion of Canada.
DEPARTMENT OF AGRICULTURE.
Branch of the Commissioner of Agriculture and Dairying.
Cool Cheese Curing Rooms.

Cheese will be received at the..... cool cheese curing room on the following conditions :

The Department of Agriculture will undertake

(a) To collect the cheese free of charge to the factory;

(b) To issue warehouse receipts for the cheese as received ;

(c) To store and take care of the cheese during the period of curing, without any charge except as hereafter specified, for a period not exceeding eight weeks ;

(d) To keep the cheese fully insured ;

(e) To provide boxes of good quality, box the cheese and ship them according to instructions received from the salesman.

The factories will be charged the usual price of good, ordinary cheese boxes delivered at the factory, and the cost of scale boards, nails, etc., used in preparing the cheese for shipment.

The Department of Agriculture will charge each factory a sum equal to the value of the weight of cheese saved on account of less shrinkage in the cool curing room, the amount to be determined by actual tests of shrinkage on the cheese of every week's make and the selling price; the factory will have full benefit of any increase in the price of the cheese per pound owing to the improvement of the quality.

The superintendent will not accept any cheese of inferior quality, poor finish or in unsuitable condition.

The department reserves the right to refuse the cheese from any factory which fails to comply with the requirements or rules of the cool cheese curing room.

The cheese are to continue the property of the factory, and to be at the disposal of the salesman.

J. A. Ruddick,
Chief of Dairy Division.

Ottawa, April 8, 1902.
Approved.

(Sgd.) James W. Robertson,
Commissioner of Agriculture and Dairying.

On behalf of the.....I accept the above conditions for cheese delivered at the Government Cool Cheese Curing Room at.....

Salesman.

The curing rooms were not ready for use in 1902 until July 1, but from that time until September 30 cheese were received every week day until the latter part of September, when they were collected only every second day. During these three months 26,531 cheese were received at the four places from 37 factories. During the season of 1903, 47,205 cheese were handled from 54 factories during the period from May 18 to September 30.

Dairy experts, and especially those attached to the Department of Agriculture, do not urge the general adoption of a central or consolidated curing room idea such as has been outlined. The reasons for the establishment of these curing rooms now in operation were pointed out at the beginning. If they succeeded in convincing those engaged in the trade of the necessity for adopting some plan of cool curing, their object will have been attained. The desired result will probably be reached in different ways according to local circumstances and conditions. Large cheese factories will no doubt be inclined to make the necessary improvements in connection with their own building, and already large numbers have done so. The probabilities, however, are that exporters themselves may in the near future have something to do with the curing of the cheese. Nobody needs to be told that any saving of shrinkage or in inhanced value will go directly into the pockets of the patrons, and very little of it stick to the fingers of the manufacturers. It is hardly fair, therefore, to expect the man who owns a factory to meet all the expenses of these improvements, from which he will receive no benefit, especially in view of the fact that the commission which he receives at present is not sufficient to provide decent buildings and proper equipment, and at the same time leave a reasonable margin of profit. If patrons desire this increased revenue, and there is no doubt they do, they must be willing to make concessions to the factory owner to get it.

The following letters have been received by the Agricultural Department at Ottawa, more especially that section in charge of J. A. Ruddick, the dairy expert. They are copies of the original and speak for themselves regarding the cool curing station :

Montreal, Aug. 31st, 1904.
J. A. Ruddick, Esq.,
Ottawa, Ont.:

Dear Mr. Ruddick,—Your favor of the 29th instant received. I should be very pleased indeed to get the 100 cheese and to send them to some parties on the other side, who will no doubt appreciate them.

I am strongly in favor of this cool curing and waxing, and also to have nothing but cool air chambers on the steamers. It is the proper thing to have. I think all cheese should go to a cool curing room the way the factories are at present, and I believe it would bring into Canada at least ½-cent more on all the cheese, which would amount to $1,000,000 a year, and this is a small estimate too, about as low as a person could put it. To be optimistic, I should say it would amount to about $5,000,000 a year, because the consumption would increase about 25 per cent. With kind regards, I am yours sincerely,

(Sgd.) A. W. Grant.

Glasgow, 17th September, 1904.
J. A. Ruddick, Esq.,
Department of Agriculture,
Ottawa, Canada :

My Dear Ruddick,—We are in receipt of yours of August 30th, and have received the Cowansville cool cured cheese and shown them to the trade. We have had quite a lot of criticism on them, and are pleased to report that it is all satisfactory, and the opinion is expressed that cool curing will do more for the Canadian dairying industry than any movement that has taken place during the last ten years. However, by next week I hope to send you a full report for official purposes.

* * * * * *

Yours truly,
(Signed) Thos. Clement.
(Andrew Clement & Sons, Limited.)

(It will be remembered that about six weeks ago Mr. Clement, Sr., was in Montreal and he gave an interview to The Grocer that in effect said Canadian cheese was not as well made now as it used to be).—Ed. Grocer.

Cassel, Ont., Sept. 9, 1904.
J. A. Ruddick, Esq.,
Ottawa, Ont.:

Dear Sir,—In reply to your inquiry regarding our factory, I can say that the cool curing room gives the best of satisfaction. Our cheese is eagerly

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Mincemeat

We are now booking orders for Mincemeat. Last year we had a very large sale of our New England Mincemeat and many complimentary letters from our customers regarding the quality of it. This year we will, if possible, make it better than ever. We use nothing but best fresh fruits and spices; put it up with great care and cleanliness, and quote it to you at low prices.

Packages are 70-lb., 27-lb., 12-lb. and 5-lb. pails

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO. ONT.

sought for by the dealers, and brings about ½c above the top market price. During the very hottest days in July the temperature stood 56 degrees, and regularly stands between 50 and 52. The inspector pronounced it the model factory of Ontario. Thanking you very much for the trouble you took in our behalf, I remain, yours respectfully,

(Signed) H. Bollert.

Montreal, August 19, 1904.

J. A. Ruddick, Esq.,
Ass't Dairy Commissioner,
Ottawa:

Dear Sir,—We have to advise having received 80 boxes cheese marked "Brockville 1." We have shipped these on to Liverpool in refrigerator last week and have also sent them the circulars we received from you for distribution. We have informed Messrs. Hodgson Bros. that it is the wish of the Government that the whole trade in Liverpool and elsewhere should be given an opportunity of carefully inspecting these cheese before they are sold, and that you wish them to procure the views of all who inspect them as to their opinion on quality.

Our Mr. A. H. examined the cheese very carefully here before they were shipped, and we find those that were cured at a temperature of 58 to 60 vastly superior in flavor to those that were cured at a normal temperature. In our opinion they are worth fully ½ cent per lb. more. Some of the cheese that were cured at a lower temperature were equal to Septembers. We shall be very much surprised if you do not receive some very favorable comments on the cheese that were cured in cool air. Yours truly,

(Sd) Hodgson Bros., Limited,
A. H. H. vice-president.

18 Stanley Street,
Liverpool, Sept. 9th, 1904.

Mr. J. W. Robertson,
Department of Agriculture,
Ottawa, Ont.:

Dear Sir,—Your favor of the 5th received.

We have examined the cheese in Hodgson Bros.' warehouse and consider the cheese made at the cold curing station far superior to those made at the factories. If this system was generally established we think it would improve the consumption of Canadian cheese. Yours truly,

(Sd.) J. & J. Lonsdale & Co.,
Limited

The MacLaren Cheese Co., Toronto, has an exhibit at the Detroit Pure Food Exhibition that is attracting favorable comment.

Provision Trade of Canada.

THE following statistics represent the exports and imports of dairy and meat products into Canada for the years 1889 to 1904 and 1899 to 1904 inclusive respectively. In importations there has been a considerable falling off as might be expected. Importations for 1899 and 1904 were valued at $2,725,615 and $1,746,974, the decrease being principally in lard, butter, cheese and eggs. The volume of importations of provisions will continue to diminish steadily as Canada's millions of acres become settled.

In order to get an approximate idea of the magnitude of the dairying and provision industries of Canada at the present time one has to remember not only the decrease in imports, which goes to show that the home consumptive demand is more and more being supplied by domestic producers, but also that the export trade in provisions has grown by leaps and bounds, being valued at $12,698,007 in 1889, $21,187,230 in 1894 and $46,472,132 in 1904 an increase of $25,284,902 in the last ten years.

Provisions—Imports 1899-1904 inclusive.

	1899.	1900.	1901.	1902.	1903.	1904.
Lard, compound, cottolene, etc	$ 9,646	$ 19,230	$ 9,103	$ 7,415	$ 2,813	....
Lard	74,315	52,091	167,392	156,648	40,341	....
Butter	428,022	606,183	335,632	179,479	141,146	....
Cheese	668,082	647,443	610,127	245,489	132,374	....
Eggs	75,435	128,405	194,522	170,260	122,960	....
Egg yolk	3,862	1,280	2,553	3,492	3,189	....
1904 imports not specified	....	....	....	....	....	[illegible]
Bacon and hogs	558,403	549,996	726,225	656,024	414,444	421,038
Pork barrelled in brine	429,022	305,568	460,277	587,784	515,704	391,834
Beef salted in barrels	85,115	407,550	108,811	123,242	121,249	....
Canned meats, poultry and game	177,972	220,573	249,150	146 253	110,023	....
Extracts of meats and fluid beef not indicated and soups	54,455	52,707	50,471	56,320	78,976	....
Mutton and lamb (fresh)	24,467	36 537	21,147	12,671	4,652	....
Poultry and game	23,548	30,772	54,277	61,073	65,351	....
Dried or smoked meats, etc	68,960	70,781	25 106	47,075	54,590	....
Other meats, fresh	12,258	38,564	45,770	46,512	32,158	....
Other meats, salted	32,053	28,298	25,013	50,975	15,030	....
1904 imports not specified	....	....	....	....	....	495,137
Total provisions	$2,725,615	$2,895,978	$3,085,576	$2,550,712	$1,855,010	$1,746,974

BUTTER.

Exports of butter in 1894 were $1,114,712; in 1904 they amounted to $4,735,653, an increase of $3,620,941. As compared with 1903 and 1902 there has been a slight falling off this year, attributable to an inferior quality of butter having been shipped out of Canada in 1904 which has somewhat prejudiced Canadian butter in foreign markets; and to the keen competition of Danish, Swedish and Russian butter in these markets.

An improvement in the Canadian export butter trade on the whole, however, has been made possible by the action of the Dominion Department of Agriculture in arranging for cold storage facilities at the creameries, on the railroads and in the ocean steamers. Without this chain of cold storage transportation there could have been no such expansion in the export butter trade. A good deal yet remains to be done, however, before Canadian butter can successfully compete in the British markets with the finest grades from other countries. Temperatures that were considered low enough a few years ago to protect butter from deterioration while in storage and in transit, are now considered too high, and further efforts must, therefore be put forth, so that Canadian butter will be kept at a sufficiently low temperature from the time it is made until it reaches the British markets.

The weakest link in the chain of cold storage transportation as it exists in Canada at the present time is undoubtedly to be found in the creameries, where the butter is not cooled down to a sufficient degree before it is shipped. It is unreasonable to expect the refrigerator cars and the refrigerator chambers in the ships to cool butter to 30 degrees lower, when it has been delivered to them in a warm condition. These are not cooling agencies, but as designed to keep at a low temperature products that are placed in them in a cold condition.

Generally speaking, Canadian butter boxes are inferior to those shipped from other countries. The latter are more uniform in size, are better constructed and made of better wood. A box should be used that will hold 57 pounds when first packed, so that it will weigh 56 pounds net, good weight, when exported. The right size is slightly under one cubic foot, inside measurement, and the best height is 12 1-2 inches, outside measurement. Covers can either be nailed or fastened with four hooks, but, in either

ROSE BRAND LARD

The high-class Lard of Canada—is made from "Leaf" only. No other ingredient, no bleaching or other process, simply the pure leaf, rendered in open kettles, for best family trade.
Fresh every day at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

WHYTE'S

HAMS, BACON and LARD

are recognized as being the finest produced in Canada.

We are also large dealers in

BUTTER, EGGS and CHEESE

The Whyte Packing Co.
LIMITED
STRATFORD, CANADA.

G. W. BURROWS,
West Smithfield, London, Eng.
Sole Agent for United Kingdom.

Branch at
592 St. Paul St.,
MONTREAL.

case, they should be close fitting and carefully adjusted.

CHEESE.

Perhaps in no department of the dairy and provision trade have the exports shown a more gratifying increase than in cheese. It is of course no news to readers of The Canadian Grocer that cheese "made in Canada" is without a peer in foreign markets, particularly Canadian Cheddars. As a proof of this it is only necessary to mention that in 1894 the exports of cheese amounted to $16,267,309 while for 1904 the figures are $24,224,470, an increase of $7,957,161.

The only complaint on the part of cheese importers in Great Britain regarding Canadian cheese is because of the large proportion of broken and damaged boxes found in each shipment of Canadian cheese. During 1903 and 1904 there has been some improvement over previous years, but the percentage of breakages is still high, approximating from 10 to 25 per cent. in every steamer-load of cheese landed in Great Britain. The improved showing may be ascribed to the fact that more care is being taken by the steamship companies in loading, stowing and discharging and boxes of better quality are being used. In last season's shipments the lots of cheese from the Dominion Government cool curing stations were especially noticeable when landed in Great Britain for their first-class appearance. A strong effort is being made by the Government, moreover, towards the removal of all such existing drawbacks in the cheese export trade.

The principal cause of breakages in transit of cheese packages for export is the use of boxes that do not fit the cheese—a practice that cannot be too strongly condemned. Poor, thin box material also contributes largely to swell the proportion of broken boxes, and no improvement may be expected in this respect until the factory men pay more attention to the quality of the boxes they buy, and less to an endeavor to get a supply at the lowest possible figure. It is false economy to purchase poor boxes at any price; while good boxes are an insurance against damage during transportation, and enhance the value of the cheese in the eyes of the English buyer.

EGGS.

The export egg trade has been more stationary, that of 1894 and 1904 aggregating $714,056 and $1,062,123 respectively. With increased transportation facilities, a big expansion in this department of the dairy trade may be looked forward to in the near future.

BACON.

That Canadian bacon is also in great demand in the British market is shown by the exports which totalled $2,938,551 and $13,037,519 in 1894 and 1904 respectively. Of this the amount sent to Great Britain was $15,873,739 in 1903 and $12,996,720 in 1904. Besides rapid progress in regard to quantity, there has been a marked improvement in the quality of Canadian bacon exported, so that to-day Canadian bacon, like Canadian cheese has become a staple article in the British markets. Great Britain is undoubtedly Canada's best customer in bacon. Canadian packers have not been slow to realize this, and have aimed above all else to supply a product that will meet the critical demands of the most fastidious British consumer.

In 1903 and 1904 Canada sent $6,554,014 and $4,403,094 in butter to Great Britain, while in cheese the exports to the same market were $24,683,404 and $24,138,291 respectively. Other provisions sent to Great Great Britain were valued at $1,169,313 and $2,748,610 for the same two years.

Provisions—Canadian exports, 1889-1904 inclusive.

	1889.	1894.	1899	1900.	1901.	1902.	1903.	1904.
Butter	$ 392,655	$ 1,114,712	$ 4,025,405	$ 5,429,563	$ 3,355,197	$ 5,667,150	$ 6,958,906	$ 4,735,653
Cheese	9,517,250	16,267,309	17,401,436	20,483,981	21,123,251	19,870,072	24,776,466	24,224,470
Eggs	2,159 510	714,056	1,267,063	1,457.942	1,692,296	1,736,141	1,441,254	1,062,123
Bacon and ham	384,752	2,938,551	10,417,771	12,758,525	11,783,264	12,404,990	15,912,194	13,037,519
Beef	36,519	173.707	31,443	228,983	829,337	421,473	218,314	....
Pork	35,765	85,633	73,257	63,263	59,944	68,896	134,818	....
Meats canned	31,929	730,744	104,718	312.290	423,045	882,191	619,911	....
All other meats	149,627	162,518	265,860	290,966	624,115	412,575	507,639	3,412,367
Totals	$12,698,007	$21,187,230	$33,586,953	$40,031,513	$39,886,449	$41,463,488	$50,569,442	$46,472,132

Canada and the U. S.

In connection with the trade between Canada and the United States a comparison of figures is interesting. In 1903 and 1904 Canada imported cheese, butter, eggs and lard from the United States to the value of $36,539 and $403,871; bacon and hams valued at $410,290 and $419,871 respectively, barrel pork in brine worth $497,279 and $390,084, and other meats valued at $394,664 and $434,791, making a total in dairy produce and provisions of $1,638,682 and $1,648,177 for 1903 and 1904. As against these imports, exports of provisions to the United States for 1903 and 1904 were made up as follows: Butter, $14,179 and $15,675; cheese, $7,842 and $6,003; bacon and hams, $7,004 and $15,883; other provisions, $63,337 and $76,923. In the above calculations the returns to the Department of Trade and Commerce for the year 1904 are unrevised, by the time the regular blue book is issued in November it is expected that the volume of exports will be added to in almost every particular.

Canadian Butter and Bacon in Scottish Markets.

IN his latest report on the state of the Canadian export trade in butter and bacon, J. Brown, inspector at Glasgow for the Canadian Department of Agriculture, says:

BUTTER.

All shipments of butter from Montreal to Glasgow this season have been landed in excellent condition, taking them as a whole. The quality of the butter has also been good, some parcels of extra fancy quality surpassing even last year's production and giving the utmost satisfaction. Nearly all the shipments have been carried at a temperature of from 20 to 25 degrees in the steamers' refrigerators.

I have only come across one instance of mold this season, which I reported to the department; the trouble seemed to be caused through some defect in the paper. It is a mistake to use anything but the best paper obtainable, as paper of inferior quality is almost certain to cause trouble of some kind. It is also important that creamery men should keep their paper in a clean, dry place, otherwise it is liable to get infected with spores which, in many cases, have been found to be the direct cause of mold and spots appearing on the butter.

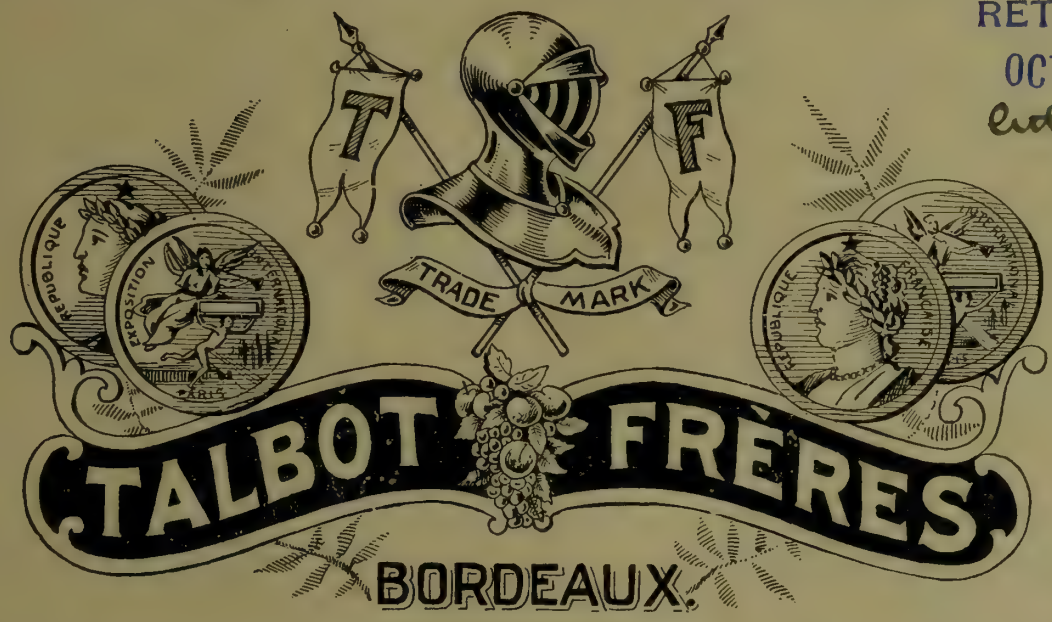
The favorite package for creamery butter is undoubtedly the 56-lb box. These generally have arrived in good condition, although some are a little too light for the weight they have to carry. We have also had several shipments of 70-lb tubs, chiefly for the north. There is a limited demand for these, but it is not advisable to ship tubs of any smaller size. There has of late been an increasing number of Danish kiels ship-

CAIRNS' MARMALADES
CAIRNS' JAMS
CAIRNS' JELLIES

The Epicure's Delights

Unquestionably on Top of All.

RETURNED
OCT 21 1904
Cust Book 25
Page 13
cms



French Peas, Mushrooms, Macedoines,
String Beans, Truffles, Pate de Foie Gras,
Red Cherries in Maraschino, Etc., Etc.

SOLE AGENTS IN CANADA

Hudon, Hebert & Cie.,

Wholesale Grocers and Wine Merchants

Montreal.

The Most Literally Managed Firm in Canada.

ped; some of the butter in these is of very fancy quality, and I have good reason to believe it is sometimes sold by the retailer as Danish butter. With regard to the question of sacks, I most certainly advocate the necessity of putting sacks on every package shipped from Canada, as they protect the packages to a great extent from breakage besides keeping them clean. I have carefully noted the difference between bare and sacked packages arriving here, and have invariably found that those which were covered were landed in better condition in every way than those which were bare. This season, as far as it has gone, the larger proportion of the packages received at this port have been sacked, which shows a marked improvement, in this direction, compared with previous years.

BACON.

The demand for Canadian bacon has been steadily increasing, and imports to Glasgow for the past six months show a large increase in the number of boxes shipped compared with the corresponding period last year.

One of the largest importers here of American and Canadian meats strongly advocates the desirability of bringing over hams and bacon in cold storage during hot weather at a temperature of 35 to 40 degrees, the idea being not to freeze the meats but to keep them thoroughly cool. This firm has brought over several hundred boxes weekly in this way during the past Summer, with marked success. The freight of course is higher, being 10s a ton more than the ordinary rates, but the fresh condition of the goods well repays the extra charge. Would it not be of considerable benefit to Canadian shippers, whose meats are all mild-cured, to send over some of their goods in this manner during the hot season?

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Stocks of smoked meats are getting very small and will soon not be worth considering. Advances have occurred in long clear bacon, roll bacon, large hams and short cut. The demand for the former is particularly strong and has affected prices in short cut by lessening the quantity made up into short cut. In fresh meats hind quarters are down, but fore quarters remain as strong as ever. The coming of poultry is interfering with the fresh meats. Spring lamb is varying, $7.50 being received within the past few days, but $7.25 will be the limit when this is read. We quote these prices:

Long clear bacon, per lb	$0 08¾	$0 09
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09¾	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08¾
" pails "	0 08¾	0 09
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 50	8 50
" front quarters	4 50	5 75
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 25
Veal	6 00	8 50
Hogs, light	7 50	7 75

Butter—Butter has seen no change of conditions. Prices remain firm at the same level as for the past month, with a possible hardening on creameries and a less low limit to dairy prints. Large rolls will commence just as soon as the cold weather arrives. The following prices are quoted:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 16	0 17
" in tubs	0 13	0 16

Cheese—Everyone is in doubt as to the quantities of cheese on hand in the warehouses. It is certain that the amount is very large, much larger than last year and careful buyers are closely watching the situation. Last year foreign houses bought freely and were caught by the lack of demand by the foreign consumer. This year it is possible that it will be the Canadian shipper who will have to stand the loss. At any rate there will be a strain unreleased for some time to come. It is true that 9 5-16 has been received on the board and to this extent shippers seem willing to speculate, but there is a chance that they stand to lose money if held stocks are anything like what is suspected. Board prices took a decided upward trend during the past week and more was sold than has been usual for some weeks. The reports for the week ending October 17 are as follows:

Board.	Boxes.		Price.
Ingersoll	590	(no sales)	0 08¾
Campbellford	1,335	(905 sold)	0 08 13-16 0 08¾
Picton	*780		0 09
Peterboro			0 09
Woodstock	2 750	(no sales)	0 08¾ 0 08¾
Kingston	1,044	(480 sold)	0 09 1-16
Brockville	1,615	(725 sold)	0 09
Tweed	700		0 09 1-16
Madoc	880		0 09
Vankleek Hill	1,661		0 09 3-16
Winchester	836	(100 sold)	0 09¼
Perth	1,950		0 09 0 09⅛
Napanee	1,040	(595 sold)	0 09 1-16
Ottawa	1,165		0 09 3-16 *0 09¼
Listowel	3,850		0 09
Iroquois	575		0 09 3-16
Kemptville	1,230		0 09 5-16
London	936	(no sales)	0 09 1-16
Belleville	2,300	(1,500 sold)	0 09¼
Cornwall	1,271		0 09¼
Lindsay	1,507		0 09 1-16

We quote this week:

	Per lb.	
Cheese, large	0 09	9¾
" twins	0 09¾	0 10

Poultry—Poultry has commenced to come on the market although in such small quantities as to make prices only nominal. Very few geese and turkeys are seen, the lines consisting more of chickens and ducks. The demand is small on account of the high price asked as yet. Prices quoted are:

Chickens, spring	0 11	0 11
Hens	0 07	0 08
Geese	0 07	0 10
Turkeys	0 14	0 17
Ducks	0 11	0 12

These prices are for dressed poultry live weight being about 2 cents a pound less.

Montreal.

Provisions—The provision market has been strong all week, with plenty of arrivals, and the new feature was an easier feeling for live hogs. This was caused by the London cables which were lower on Canadian bacon. Sales were made early in the week at $5.40 to $5.50 for selected lots and at $5.15 to $5.25 for mixed lots per hundred. There is a good demand for dressed hogs and no change in price is noticed. Sales of fresh killed abbatoir dressed stock were made at $7.50 to $7.75 and common dressed stock at $7 to $7.25 per hundred. Trade in cured meats and lard was fair, with no notable change in price. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07½
" " ½-tierces, per lb		0 07¾
" " 60-lb. fancy tubs		0 07¾
Cases, 20 3-lb. tins, per lb		0 08¼
" 12 5-lb. tins "		0 08
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 52½
20-lb. tin pails, each		1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese—An improvement has been noticed in the cheese situation and was considered strong at the rise. Holders seemed firm in their ideas regarding the advance of last week, but certain members of the trade were inclined to the opinion that the rise had gone far enough unless there was to be curtailment in the demand. The demand for the upward movement was not as generous as might have been expected. Certain English buyers had to have the goods and they were compelled to ad-

Macaroni

Genova Brand Bulk Goods

Macaroni,
Cut Macaroni,
Fancy Pastes for Soups
In 5, 10 and 25 lb. Boxes
Pay a handsome profit.
Order direct or through your wholesaler.

NAPOLI MACARONI CO.,
Hayter and Terauley Sts.,
TORONTO, CANADA

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Peacock
MINCE MEAT

becomes a prompt favorite with the whole household. Sell a good seller.
Order from your wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

vance their limits. Generally, however, their offers dropped one-quarter of a cent per lb. below the holders' views here and that condition is holding everywhere. Cable business may fairly be presented at 9 3-8c on Ontario goods, but holders are anxious for an 1-8 of a cent to a 1-4 of a cent more. In some cases their wishes have been met, as 9 1-2c to 9 5-8c has been offered over the cable for Ontario goods. Such a range is not general. There has been considerable enquiry for undergrades, and as a result they are considerably scarcer and higher priced than better stock relatively. Early in the week 4,000 cheese sold at the wharf at 9c to 9 1-8c. We quote: Finest Ontario, colored, 9 1-2c to 9 5-8c; finest Ontario, white, 9 3-8c to 9 1-2c; Townships, 9 1-8c to 9 1-4c; Quebecs, 9c to 9 1-8c; Summer goods, 8 1-2c to 8 3-4c. Arrivals of cheese for the past week ending October 17, show a decrease of over 11 per cent. compared with the same week of 1903, being 82,200, against 92,600 in 1903. For the season to October 17, the decrease is almost 6 per cent., the arrivals being 2,136,600, against 2,274,100 in 1903. Exports for the last week show an increase of 33 per cent. over the same week last year, the gain amounting to 23,681 boxes. For the season to date, however, there is a decrease of over 16 per cent, or of 364,121 boxes.

Butter—Butter is dull with a tendency to decline. All indications point to lower prices, unless either the local or export demand improves. Early in the week large quantities sold at 19c on the wharf. We quote, spot Townships, unsalted creamery, 19 3-4 to 20c; the same goods, salted, 19 1-4 to 19 1-2c in boxes, and in tubs, 19 to 19 1-8c; undergrades, 18 7-8c; dairy butter, 15 to 16c. Arrivals of butter for the week ending October 17th were 13,102 packages, against 11,402, being an increase of 13,000 packages. For the year to date there were 563,232 packages arrived, against 449,269, being a gain of 113,963. Exports for the past week were 18,151 packages, against 11,779 the same week of 1903, a gain of 6,372 packages, and for the season to date, 434,973, against 298,777, a gain of 136,196.

TO HANDLE CANADIAN WHEAT

The town of Sherwood, N.D., is contemplating the erection of a bonded warehouse for the purpose of handling Canadian wheat.

The general mercantile firm of J. F. Fumerton & Co., Glenboro, Man., is selling out.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Few Flies last year
No Flies this year
if you use
Wilson's Fly Pads

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

In Line for Fall Trade—

WE have been working day and night—(holidays too) getting things in shape to look after your requirements for a satisfactory Fall and Xmas Trade.
We think we have bought mostly all lines at lowest market prices, but we know our SELLING PRICES are Rock Bottom in every line—our quotations are proof.

It will pay you to get in touch with us, if needing any of the following, either for present or future delivery.

CURRANTS— DATES— FIGS—

Raisins—

NUTS— PEELS— PRUNES—

A WORD ABOUT OUR COFFEES

RETURNED
OCT 21 1904

WE want to interest the grocer who has not handled any of our blends. We believe we can show you how it will pay—pay both increased profits and increased trade.

WE HAVE A PROPOSITION—
to offer regarding your Coffee trade. Send us a sample of the Coffee you have been using and the price and we will send you full particulars of our proposition on

A COFFEE MILL THAT WILL HELP INCREASE YOUR TRADE.

The "National" Coffee Mill

IS THE BEST MILL MANUFACTURED.

DROP A POST CARD FOR PARTICULARS.

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers— TEA AND COFFEE IMPORTERS. TORONTO

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

CANADIAN INDIFFERENCE.

NOT long ago the foreign representative of an American manufacturing firm remarked to a representative of The Grocer that Canadian manufacturers were not as much is evidence abroad as one would expect, and that too frequently where Canadian products were actually to be found the markets were so inadequately cared for as to be practically barren of reasonable returns. Meanwhile foreign competitors were camping in their tracks and reaping the fruits of a systematic exploitation of such markets.

As if to lend additional color to the above remark comes the news that not a single Canadian manufacturer has availed himself of the generous offer of Sir Alfred Jones, manager of the direct steamship line between Canada and South Africa, to provide members of the Canadian Manufacturers' Association with free transportation to Cape Town. Evidently they have not thought it worth while to send over a commercial representative or even a trunk of samples or exhibits to the fair that is being held there during the present Autumn.

No one dreamed but that Canadian exporters would have jumped at the chance of sending over a few of their number to look into trade conditions in South Africa in view of the fact that it is bound to become one of the largest importing countries of the world within the next few years, and the key to the situation will undoubtedly be in the hands of those early in the field. It is no secret that American firms are reaching out after this trade, and in some cases have been extraordinarily successful in establishing a permanent market for American products. If one is to judge from appearances, however, Canadian manufacturers, instead of grasping the golden opportunity at the proper moment, are not only willing to let it pass them by but are deliberately turning down an invitation to go over and capture a share of South African trade. Canadians scarcely deserve the favor with which they are looked upon in South Africa. Yet the fact remains that a Canadian workman is regularly given the preference over a foreigner, and a product "Made in Canada" appeals irresistibly to the South African consumer. For this reason it is particularly unfortunate that the manufacturers have not thought it worth while to take a step which would have given an impetus to Canadian trade all over South Africa. They need blame no one but themselves if continued exhibitions of such indifference ultimately lose them one of the greatest markets of the twentieth century.

ANOMALOUS COAL TARIFF.

A RECENT issue of the Halifax Herald contains an article on the subject of Nova Scotia coal, which is of particular interest in view of the movement which is being made for a reciprocal arrangement between Canada and the United States in regard to coal.

The Herald rejects the idea "that there is any considerable market in Europe, West Indies or South America" for Nova Scotia coal, but points out that a larger market must be obtained if the output of the Nova Scotia mines is to be increased.

At present the geographical limits of the home market do not extend farther west than Montreal, although within the last few months a few small lots have reached Smith's Falls. Within that market there is a population of approximately 2,000,000 people. As the population therein has increased in a smaller ratio than the output of the Nova Scotia coal mines it is urged by our contemporary that there must eventually be a glut in the market.

"The question," it says, "is a serious one to the localities concerned and the province; it is also serious to the stock and bondholders abroad. A stationary business is only one step from loss of values and decay. We assume that most of the coal propositions are capitalized on the basis of a developing output—of increasing business and augmented earnings. What becomes of this assumption, when the available market is glutted?"

While directly the Herald does not propose a remedy, it does not require a very close analysis of its article to discover wherein it considers it to be.

In a word our contemporary would have the tariff raised to a point where it would practically compel manufacturers west of Montreal to use Nova Scotia instead of the Pennsylvania and Virginia product.

The manufacturers and the railways in Ontario and other points in Western Canada while concerned in the welfare and prosperity of the Nova Scotia mining industry will certainly not look with favor upon any proposal to increase the present duty on bituminous coal. Their natural sources of supply are Pennsylvania and Virginia, approximately 800 miles nearer than the coal fields of Nova Scotia. Already they are taxed nearly $2,000,000 a year because of the 53c a ton duty now imposed on coal from their natural source of supply plus a freight rate of about $1.85 a ton.

But after all it would be practically idle to talk of increasing the duty with the object of compelling the transportation companies and the manufacturers in Western Canada to buy their coal in Nova Scotia. Nothing but an absurdingly high duty could compel them to do this. The burden that the existing duty imposes on the users of bituminous coal west of Montreal is already grievous. Why, therefore, make it more so?

The remedy is not to be found in in-

creasing the customs duty on coal. It is in a reciprocal arrangement between Canada and the United States, whereby the Nova Scotia mines will have access to their natural market in the New England States, and the manufacturers and the transportation companies in Western Canada will be able to draw upon their natural source of supply without being handicapped, as they are under existing conditions.

Such an arrangement would not impair the home market embraced within Montreal and the eastern provinces. That market is just as much beyond the sphere of the bituminous coal fields of the United States as is the market in Western Canada beyond the reach of the mines of Nova Scotia.

A reciprocal arrangement will be to the advantage of all concerned—to the mine owners of Nova Scotia, to the manufacturers and transportation companies in Western Canada and to the consumers in the New England States. And what is good for all is the desideratum to be sought.

INSPECTORS FOR CANADIAN FOOD PRODUCTS.

ONE of the most vital questions in Canadian manufacturing circles to-day is that concerning the adulteration of food products. So much so that the authorities at Ottawa within the past few months have undertaken a crusade in the interests of pure and unadulterated foods; and have discovered as the result of official analyses that many of the food products sold in Canada as pure are more or less adulterated, sometimes with harmful and sometimes with harmless ingredients. There seems to be no doubt in the minds of manufacturer and consumer alike that no food which is advertised as pure should contain foreign matter. The question, however, remains as to what extent the manufacturer is justified in introducing foreign material in his endeavor to supply the market with a cheap article. Undoubtedly it is in the public interest that there be some uniformity in the matter in the way of a Government standard by which all food products may be graded. Such a standard can be fixed only after detailed conferences of members of the Government with the manufacturers and others interested. Once the initial difficulties are overcome minor differences adjusted and a reasonable standard adopted, the consuming public as well as the manufacturer will know what to do and expect, and the necessity of certain recent exposures, in which the manufacturers were not in every instance to blame, be entirely removed.

A valuable suggestion along this line has been received from a valued friend of The Grocer to the effect that it might be well to have a factory inspector placed in each manufactory large enough to employ one, whose inspection duly certified to by the placing of a stamp on each package would be a guarantee of purity to the purchaser. Where the firm is not extensive enough to support an individual inspector, several firms might employ one between them. Such a scheme would commend itself to manufacturers desirous of giving the public good food, even if it were not agreeable to those whose aim is to make all the money they can out of their products, by fair means or foul. It seems likely that some such system of inspection will ultimately obtain, as it has the promise of being effective and the additional advantage of being feasible and inexpensive.

A RED TAPE POSTAL SYSTEM.

THE red tape system of permanent officials in the British postoffice is proverbial. Several instances of this have recently come under the observation of The Canadian Grocer, two of which might be cited. For instance, a letter was addressed to the editor of the Daily Post, London, Eng. Now while there is no Daily Post there is a Morning Post published in London, Eng., but the postoffice authorities could not deliver a letter thus addressed, and forthwith returned it to this office, stamped with the words "insufficient address." The editor also sent a letter addressed to "Mr. Harold Cox, secretary of the Cobden Club, Manchester, Eng." Mr. Harold Cox is known the world over as the secretary of the Cobden Club, but the postoffice authorities in Manchester did not know him. It was doubtless infra dig. for them to look up a city directory and get Mr. Cox's city address, and so this letter was also returned stamped with the words "insufficient address."

In Canada the postal system may not be perfection, but Postmaster-General Mulock would, we fancy, decapitate the official head of any one if he turned over to the dead letter office letters similarly addressed.

Canada is a country of magnificent distances. From the Atlantic to the Pacific it stretches over 3,000 miles, but in spite of this letters sent to this country from Great Britain, often with addresses much more obscure than those sent by this office to the Morning Post and to Mr. Harold Cox, would have reached their destination. For instance we often get letters addressed to The Canadian Grocer, Canada, and not long since a letter addressed by a business firm in London, Eng., to a Mr. John Blank, Owen Sound, Toronto, United States, was delivered by the Canadian postal authorities into the hands of the person for whom it was intended.

Surely if Canada can deliver letters which do not contain the street number of the person to whom they are sent, the postoffice authorities of Great Britain with their relatively circumscribed territory ought to be able to do the same, and particularly when the letters are addressed to well-known men.

It is a bad thing for postoffice officials as well as business men when they become so tied up with red tape that they cannot turn over the leaves of a city directory to find the address or to do anything which necessitates their stepping aside for a moment from some established and hard fast rule The laws of the Medes and Persians are unalterable. So, too, appear to be the methods of the British postal service.

CANADIAN FOODSTUFFS IN THE OLD COUNTRY.

OLD COUNTRY eyes are fixed on Canada just now, especially on the Canadian display at the Grocers' Exhibition, Agricultural Hall, London. In addition to stirring up British tradesmen to appreciate the resources and possibilities of the Dominion, it is having the effect of educating Canadian exhibitors to the vast possibilities for the extension of trade with the Motherland.

The object of Canadian exhibits here-

tofore in the Old Land has been to attract immigrants to our shores by alluring illustrations of our fertile fields in the great Northwest. This has had the effect of stimulating immigration very notably and acceptably. The present array of Canadian products has had the effect of not only directing attention to the resources of the country as a grain producing land, but is proving that the colony is a fruit growing country capable of producing almost all that is good for man.

At this Grocers' Exhibition may be seen such products as flour, meals, prepared foods, canned goods of many varieties, preserved and raw fruits, butter, cheese, hams and bacon, other hog products, dressed poultry, canned meats, canned soups, condensed milk, confectionery and maple sugar. It is more or less amusing to see that the Grocers' Gazette of London remarks concerning maple sugar that "it is a comparatively new product in this country, which has only to be tasted to be appreciated."

The other side, namely, the awakening of Canadians to the chances for trade in the markets of the Empire, is all important. Britain has not sufficient areas to produce her own foodstuffs, but in order to feed the immense working population is compelled to import. On the other hand Canada has a surplus of food products. Our "far flung fenceless prairies" produce wheat which makes the strongest flour in the world. The live stock reared on the succulent grasses and oxygenated air of the western plains is sound and in general demand. Notwithstanding the dull markets in cheese Canadian-made brands are in great favor and butter has simply ruled the markets in Britain during the past season. Our rare fruits have elicited the greatest admiration over there, while our vegetables have been pronounced the finest in the universe.

A glance at the growth of our trade in foodstuffs with Great Britain shows a marvellous development. During 1903 the exports of the eight leading food products had increased from $34,191,746 in 1893 to $89,901,956, an increase of over 160 per cent., while the total exports of bacon, eggs, flour, wheat, oatmeal, peas, apples, canned lobster and canned salmon, had grown from $27,747,962 to $103,509,984 for 1903. Thus a great work is being carried on and the remuneration which may result from a comparatively small expenditure at one of the greatest exhibitions of its kind in the world may be greatly enhanced by the time manufacturers and exporters of the Dominion have extended their campaign of usefulness and made their products better known in the markets of the world.

A REJOINDER.

IN last week's issue of The Grocer editorial reference was made to a charge preferred by one of our correspondents against certain Canadian manufacturers exhibiting at the Grocers' Fair, London, Eng., namely, that they had charged the Canadian Government an exorbitant price for their products, whereas they ought to have given them away for the sake of having them officially introduced in the markets of Great Britain. The article singled out was a section of maple tree, for which the Government paid $5.

In order to avoid any misapprehension which might possibly arise, it may be well to state that the above charge was made by one of our English correspondents who, while conversant with conditions of Canadian trade generally, was not, as has since transpired, informed as to the particular circumstance. The maple in question was a fine white maple, the finest sample obtainable, selected and cut especially for the purpose, and afterwards hauled, put into shape and burlapped at a cost of $1 per foot. The Government authorities required not a piece of wood at a commercial valuation, but a section of maple to illustrate Canadian woods; as a matter of fact, the maple selected was a road-side maple, on which the farmer from whom it was obtained refused to put a commercial valuation. These ameliorating facts serve to minimize in no small degree the seriousness of the charge that has been laid at the doors of Canadian manufacturers.

CANADIAN FLOUR AND THE WEST INDIES.

THE GROCER has pleasure in publishing in this week's issue the opinions of two leading Canadian flour exporters on "The West Indies as a market for Canadian flour." The attention of the trade was recently directed to this subject on account of certain assertions made by Mr. Bryson, Canadian Commercial Agent at Antigua, Montserrat and Dominica, and already referred to in the reading columns of The Grocer.

The James Goldie Co., Guelph.

We do not think there is the same prejudice now in the West Indies against Canadian flour that there was some years ago. Up to within the last year or two we did considerable business, but latterly have devoted our energies to working the business principally through New York houses. We find it more satisfactory for various reasons.

A great part of the flour business in the West Indies is done on the consignment basis. This we do not care to do. Of course we had to consign more or less in order to introduce our brands. When we succeeded in doing this we ceased business with several firms, and received direct orders, mostly through New York houses. We at one time sent quite a lot to Antigua, to the firm of which Mr. Bryson is a member.

We do not think there is anything in Canadian flour not keeping as well as that made in the States. We believe, however, there is a great deal in what part of the country the wheat is raised from which the flour is made. It seems that the further south the wheat is raised the better the flour will keep in the West Indies. For instance, Maryland flour will stand the hot climate much better than that made in Michigan or in Ontario.

We have not done as much trade with the West Indies the past year or two on account of our Winter wheat crop being such a small one that we were forced to grind more Spring wheat, consequently were unable to supply the grade of flour commonly known in the West Indies as "Superfine." There is no doubt when we have a good crop in Ontario again that there will be no difficulty in selling Winter wheat flours either direct or through New York houses.

There is a great deal in the argument regarding financial facilities. My experience is that Canadians have been greatly handicapped. The rate of exchange is very high on islands where no Canadian banks are established. New Yorkers do not feel this, as in most cases they get paid in sugar, molasses, etc., which is in itself quite a profit.

The Flavelle Milling Co.

We have never sold to Antigua, Montserrat, or Dominica, but have been selling to Port of Spain, Trinidad, Barbadoes and Jamaica, and have never had any complaints from these sources. Neither have we found it necessary to ship Canadian flour as American goods through an American port, and certainly as far as our experience is concerned there is no warrant for the statement made by Mr. Bryson.

Canadian Canned Goods in Great Britain

Written Specially for THE CANADIAN GROCER by W. P. Gamble, B.S.A., of the Ontario Agricultural College, Guelph.

ANYONE who has followed the development of the Canadian export trade must realize that we have an invaluable market in the mother country. Many, however, fail to appreciate the fact that in order to establish a sound business with Great Britain we must supply her merchants with goods of the very best quality. The average English consumer does not consider the cost of household commodities so long as his taste is gratified ; but he strongly objects to paying even a very low price for an inferior article. The price paid for Canadian cheese and butter illustrates this fact very well. In the case of cheese, there is a large and growing demand for this article in England, whereas, at the present time, there appears to be a very strong prejudice against Canadian butter. It is gratifying to know, on account of the large manufacture of cheese in Canada, that our output receives such satisfactory mention by leading merchants in London, Manchester, and other large centres. At the same time, it should be a matter of sincere regret to all true citizens of Canada that our export butter does not reach the same degree o excellence. Every effort should, therefore, be put forward to place our butter on the market in a condition such that it will command the highest price. The difference in cost of manufacture, and proper handling of this perishable product of the farm, would be practically nil as compared with the enhanced pric which it is possible to obtain.

What has been said of our cheese ar butter applies in a general way to ou canned goods trade. It was with t object of obtaining some reliable information along this line that the writer during the past Summer, visited a number of the leading wholesale houses in the old country.

CANNED PEACHES, PEARS AND APRICOTS.

A number of the wholesale houses do not handle Canadian canned goods at all. In other houses, where our canned goods are to be found, the general complaint is that our peaches, pears and apricots are pulpy in appearance. When our cans are opened and the contents compared with canned goods sent from the United States the difference is very marked. The fruit from the other side of the line retains its perfect form, and is certainly more attractive than ours, half of which is in pulp and has more the appearance of boiled turnips than of fruit.

The general impression among English merchants appears to be that our manufacturers purchase the fruit after it has become too ripe, or else that a very inferior variety of fruit is used, such as that blown off the trees, etc. Notwithstanding this fact, the flavor of our canned peaches is excellent ; in fact, much superior to that of the California fruit. The general consensus of opinion appears to be, however, that Canadian manufacturers must look more closely after the raw material if we are to have a leading place in this very important industry.

CANNED RASPBERRIES.

The writer was shown a very fine display of canned raspberries. The fruit was put up in glass sealers, which were neatly labelled. This particular kind of fruit presented a very attractive appearance, and sold readily at good prices. In speaking of this fruit, Mr. Robinson, of the firm of Hanson, Son & Barter, said : "We cannot get enough of your canned raspberries to supply the demand. We have had to cancel a large number of orders for this brand this season. Our customers say the fruit is excellent. If more of your fruit could be put up in glass the prices paid would certainly be much higher than they are at present."

CANNED TOMATOES AND CORN.

There is a steadily growing demand for tomatoes and corn in England. Some few years ago there was a decided prejudice against canned goods of any kind, the reason being that a few cases of poisoning supposedly resulted from eating such foods. This prejudice appears to be gradually dying out. But there is a complaint at the present time that our manufacturers are not sustaining their record in the matter of quality. One defect pointed out to me was a blackening of the corn at the top of the can. This was probably caused by the soldering iron scorching the corn during the process of sealing the cans. In contrast with the black surface exposed when a can of Canadian corn was opened, several merchants showed me how the American manufacturers overcome this difficulty. They place a clean piece of parchment paper over the corn, and in this way are able to obviate any blackening of the canned goods. One dealer told me that he did not so much object to a little of the corn being blackened, as the corn was not injured to any extent, but it gave the customers a bad impression of the goods to see this black surface when the can was opened. The customers often mistake this blackening of corn for foreign matter, and very strongly object to it. A little care in sealing the cans, and a small piece of parchment paper placed underneath the lid prevents any such false impression.

CANNED PEAS.

There is a very limited demand for Canadian canned peas on the English market, mainly for the reason that most of our peas are white. The most of the peas sold in England come from France, and are colored by the use of a dilute solution of copper sulphate. I may further add that the canned pea trade in Great Britain at the present time is in a very unsatisfactory state, because of a law prohibiting the use of copper sulphate in the process of manufacture. The merchants say that it is absolutely impossible for them to sell canned peas unless they are colored, and it is practically impossible for them to obtain sufficient peas to supply the demand of their customers unless they are permitted to sell peas which have been colored by copper sulphate solution. Several merchants have been fined for selling such goods, and a number of cases are now before the courts pending the decision as to whether or not a small percentage of copper sulphate may be used in the process of manufacture of this particular article of food.

CANNED BEEF AND TONGUE.

Some of our Canadian manufacturers have the reputation, in this particular line, of putting up a first-class article. In other cases the complaint is made that our canned tongue cannot compare with that placed on the market by Chicago firms. The main points of excellence in the American tongue appear to be, first, the attractive labels on the cans ; second, the tongue presents a more attractive appearance when the can is opened, and, third, there is a complaint that some of the Canadian manufacturers leave too much of the throat of the animal attached to the tongue. From the English buyer's standpoint the tongue should be freed from all appearance of the throat or

If you want to handle the best goods you must have the "TARTAN BRAND." Write for full particulars if our travellers have not called on you.

RETURNED
FEB 9 1910
To Tm RJ 1
Cur Book 2
Dup 63

Tartan BRAND

Soaps	Canned Vegetables	Coffees
Spices	Canned Fruits	Currants
Peels	Canned Salmon	Extracts
	Package Teas	
	Baking Powder	

FULLY GUARANTEED BY

Balfour & Co., Hamilton, Ont.

THE EATING QUALITIES

They tell. In food products the chief thing, next to wholesomeness, is the way in which they appeal to the palate. These brands of fish are both wholesome and good to eat. They taste good; they make up into appetizing-looking dishes, and for the table have everything to recommend them, as you will see by giving but a single trial. They get the good will of the consumer at once.

"Halifax"
"Acadia" and
"Bluenose"
Brands of
Prepared
Codfish

BLACK BROS. & CO., LIMITED

HALIFAX, N. S.
LA HAVE, N. S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL.

FRESH AND CURED FISH

SOURCE OF OUR FISH SUPPLIES.

ALTHOUGH nine Canadian grocers out of every ten know that the coast and inland waters of the Dominion of Canada teem with fish in as great if not greater variety than any country in the world, a few facts in regard to the principal fish consumed in our markets may not be without interest.

Sea salmon, which has come into general favor within the past few years, was comparatively scarce in Canadian fish markets 10 years ago. Then the demand was not sufficient to warrant the importation of one full carlot of sea salmon from the Atlantic and Pacific Coast fisheries per season by a single firm in a city the size of Toronto. Cold storage had not been brought to such a state of perfection as exists to-day; the fish had to be sent forward by express in small lots, at the rate of 8c a pound. As a result sea salmon retailed at about 15 or 20c a pound. Now one firm thinks nothing of importing in Winter 3 or 4 carloads of sea salmon, which sell at from 12 to 15c. The Summer trade in sea salmon is supplied from British Columbia exclusively.

In Winter supplies of white fish consumed in Canada come from Lake Winnipeg, Man. These are caught in the Fall and are frozen and kept in cold storage until required. A considerable number of white fish are also caught in the same lake later in the year through holes in the ice. A series of holes about 5 feet square is cut and a long net pulled underneath. Fish caught in this way, which practically freeze solid as soon as they are brought into the Western zero temperature, are teamed into the City of Winnipeg and shipped daily to eastern markets, weather permitting. During Summer season supplies of white fish come from Lakes Erie and Ontario and the upper lakes, principally the latter. The catch from this source has, however, gone into consumption by the time cold weather sets in.

The fresh water herring trade has undergone a complete change within the last few years. The time was, not very long ago, when fresh herring were sold by the hundred at prices ranging from $2 to $3. They became scarce, however, in Eastern Canadian markets, and as a result are selling to-day at from 6 to 7c a pound. The best fresh water herring are taken from Lake Ontario, ranging in size from 2½ to 3 pounds, although it is a peculiarity of the fresh water herring that until the last year or two the average herring was much smaller.

Halibut come from the Atlantic and Pacific Coasts in quantities that are increasing yearly. A remarkable feature about the halibut trade is that supplies are shipped from the Pacific Coas, direct to Boston and thence back to Canada on account of a preference in freight and express charges being granted on through shipments of halibut from the Pacific Coast, which enables Canadian fish dealers to buy their supplies of halibut back from the United States at a lower figure than they are to be had from the Maritime Provinces.

The source of haddock, another popular fish, is the Maritime Provinces, and in off seasons Portland, Me., and Gloucester, Mass. Lake trout come from Lakes Huron and Superior and Georgian Bay. Pickerel are fished from Georgian Bay, yellow pike from Georgian Bay and Lake Ontario, and perch mostly from Lake Erie.

Codfish, kippered herring, smelts, finnan haddie (cured fish) all come from the Maritime Provinces. The consumption of fresh codfish and finnan haddie in Ontario and Quebec markets may be said to be larger in Winter than in Summer, while smelts are in demand almost entirely in cold weather. In addition to the above list of fish we have soft shelled crabs from Baltimore and New York, hard shelled crabs (resembling Old Country crabs) from British Columbia, lobsters from the Canadian Atlantic fisheries, salt trout, lake herring, pickled salt water herring, pickled sea salmon, green cod in barrels, and codfish in quintals, pound blocks and shredded.

The outstanding feature of the Canadian fish trade as a whole during the past few years has been the phenomenal growth of consumption, the increase within ten years being fully 75 per cent. Fifteen or twenty years ago very little fresh fish was used except locally near the fisheries. To-day, as a result of improved transportation facilities and cold storage fresh fish caught in British Columbia may be served on a Montreal dinner table five days after. The other part of the story which is quite remarkable is that the same fish, provided it is properly stored, will be perfectly fresh a week later in the hottest weather of Summer. With increasing population and growing consumption fresh fish are getting scarcer every year. The wages paid fishermen are higher and the cost of nets, twine and general fishing apparatus is considerably above what it was formerly. In the old days the rule was "supply greater than the demand." Now this is exactly reversed.

In conversation with a prominent Toronto wholesale fish dealer The Grocer gleaned the interesting information that of out-of-town fish customers a city dealer usually reckoned on having from three to four hundred more in Winter time than in Summer. The reason for this undoubtedly is the fact that fish can be handled with greater facility during the cold weather. In the majority of cases retailers have not taken the trouble to instal even the most primitive kind of ice box for storing fresh fish in warm weather, evidently not being aware of the fact that with very little expense fish can be kept in perfect condition for 5 or 6 days, even in the month of July. In the few cases, however, where the experiment of keeping a supply of fresh fish in Summer time has been tried it has proved eminently successful. The direct profits to be had from the selling of fresh fish are big, and what is more, fresh fish, provided a separate department can be provided, is a valuable side line for a grocer to carry, as it will undoubtedly attract an extra volume of staple trade to his store. These remarks apply, of course, only to the retail grocery or general merchant in towns where there is sufficient proportion of fancy trade. A line, however, which may be profitably carried by even the smallest grocer are dried, salt and pickled fish, and last but not least fish prepared in packages such as boneless and shredded cod. The day has come when the average housekeeper, and even the farmer's wife, finds it convenient to pay a little extra for an article of food ready for the table and save herself the trouble of preparation.

The Delectable Haddie.

TO the stranger visiting the fishing centres of the Maritime Provinces no branch of this important industry excites more interest than that devoted to the Finnan Haddie, a form of fish food that has of late become very popular in Canada.

In his native element the Finnan Haddie of our breakfast table is the plain

haddock, which is taken all along the eastern coast in company with cod, cush, pollock and hake. The haddock as a fresh fish ranks with the cod, which he very much resembles, the main distinguishing features being a dark line along the side and a couple of black marks just behind the head, to which the fisherman attaches a diabolical significance.

EVIL MARK.

Indeed, they attribute these marks to the Evil One, and even go so far as to quote the words of His Satanic Majesty when he grasped the unfortunate fish. It is generally agreed that "I've got you, Dick" was the salutation addressed to the fish by Old Nick, thereby proving himself again a liar, for the haddock seems invariably to escape until finally impaled on the hook of some Nova Scotia fisherman. At least no one has ever met with one that had not escaped, and haddock after all are reasonably plentiful. But the blot on the escutcheon, or, rather, the back of the neck, remains a fearful warning to evil doers, and an admonition to all men.

CONVERTING HADDOCK.

The converting of a common run of catch haddock into an aristocratic Finnan Haddie does not take so long as one might imagine. The curing process is rapid and, therefore, not permanent. Should the fisherman decide to make "Dick" over into a dry salt "Cod" it would take longer, but when the process was completed the product would be almost as indestructible as sole leather, only a deal more palatable.

In either case, the initial steps are the same. It is desirable of course that the fish be attended to as soon after being caught as possible. Very frequently they are caught from small boats by small fishermen. These land, remove the gills and entrails from the fish, and dispose of them to a larger dealer, or else sell them out and out just as they come from the water.

In any event, once landed in the fish-house, they are headed, gutted, cleaned and put in pickle if to be made into Finnan Haddie, dry salted and spread out in the sun to dry if intended for hard dried fish.

SMOKING PROCESS.

A haddock is left in pickle from two to five hours, according to its firmness, and then hung up in the smoke house for from 10 to 20 hours. This is a delicate process, and the success of your Finnan Haddie depends on a nice adjustment of your smoke. If well done, your fish comes out a beautiful golden brown, with an appetizing odor and a delectable flavor.

The fish are ready now to be packed in boxes of about 30 pounds each and expressed with all possible haste to the markets of Inland Canada, for the sooner the fish is consumed the better. It has been smoked only enough to give it the proper flavor and to preserve it for a reasonable time. As intimated above, your indestructible fish is hard salt dried.

The workmen engaged in curing haddies acquire a marvellous dexterity, and will clean a fish in a twinkling. A packer in St. John boasts of a record of 500 cases dressed, cured, packed and loaded on the cars in 24 hours. This feat was accomplished by a staff of two splitters, seven cleaners, two headers and three packers.

FINNAN HADDIE INDUSTRY.

The industry is handicapped by inability at times to supply fish regularly. Storms, for instance, may shut off all supplies for several days, while jobbers in inland centres are chafing at the delay. This difficulty is not insurmountable. Larger capital invested and the use of larger and stauncher boats will, experienced men declare, enable producers to fill orders regularly despite inclement weather, and the movement is now in this direction.

Black Bros. Factory at La Have, N.S., where "Halifax" and "Acadia" fish are prepared.

Distributing Warehouse of Black Bros. & Co., Limited, Halifax, recently destroyed by fire.

FISH AND OYSTERS

WE HANDLE THE LARGEST VARIETY OF FISH IN CANADA

OUR SPECIALTIES

SMOKED FISH.
FINNAN HADDIES,
KIPPERED HERRING,
SMOKED SALMON,
SMOKED HERRING,
BLOATERS,

FRESH FISH.
SALMON,
HALIBUT,
TROUT,
WHITEFISH,
PICKEREL,
HADDOCK,
COD.

DRIED AND PREPARED FISH.
PURE BONELESS COD,
PURE BONELESS FISH,
SKINLESS COD, in cases,
DRY COD, in bundles.
DRY POLLOCK.

OYSTERS
STANDARD BULK OYSTERS,
SELECT BULK OYSTERS,
MALPEQUE SHELL OYSTERS,
FANCY CUP SHELL OYSTERS,
CARAGNET SHELL OYSTERS,

PICKLED FISH.
LABRADOR HERRING, in brls., halves and pails,
LABRADOR SALMON, in brls. and halves,
B. C. SALMON, in brls. and halves,
LAKE TROUT, in kegs,
LAKE WHITEFISH, in kegs,
NO. 1 MACKEREL, in brls., halves and pails.

OUR BONELESS FISH

is sold by grocers from the Atlantic to the Pacific Ocean.
— ASK FOR "LEONARD" BRANDS. —
Direct shipments to all parts of the Dominion.
Correspondence solicited.

LEONARD BROS.

Wholesale Fish Merchants
YOUVILLE SQUARE (Near the Customs House)

Brittain St., ST. JOHN, N. B. — MONTREAL — Grand River, GASPE, QUE.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK

TRADE MARK REGISTERED

"Horse Shoe" SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

No Competition . .

There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the Best Goods.

The public are quick to recognize Quality and have always awarded First Place to

Clark's Sliced Smoked Beef

SUGARS LTD.
MAPLE SYRUP & SUGAR SPECIALTIES
11 St Therese St., Montreal

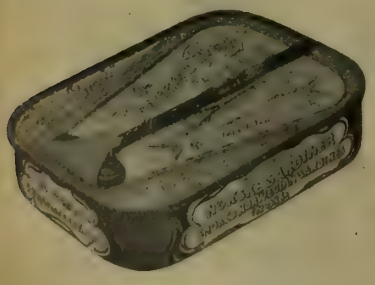
EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. **COCOA**



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand
Norwegian
Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

TRADE MARK
This design a guarantee of quality.

THIN CASE LINING PAPER
ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
Toronto LIMITED Montreal

Codfish Philosophy.

THE Maritime Provincer is a firm believer in the value of a fish diet, and will back up his belief with arguments drawn from theology, pathology and the philosophy of the ages. There is no breakfast, they say, like a fish breakfast, and no fish like the cod. Unlike many mortals, he practices what he preaches, and the sojourner down by the sea is surprised and delighted with the variety and toothsomeness of the fruit of the sea he has to choose from.

The easterner is convinced that the reason a fish diet is not more common in the west is because of the difficulty experienced in the interior in securing first-class fish and consequent ignorance of the delicious breakfasts that can be made of many members of the finny tribe.

The old method of curing the cod was the dry salt method, and all readers of The Grocer are familiar with the hard slab of salteries that for years has passed current for codfish. A healthy diet in its way for some, it did not appeal to the many, and was but a faint imitation of the cod at its best.

About a year ago Black Bros. & Co. of Halifax and La Have undertook to place the cod on the western market in a shape that would preserve its native merits, and in this effort they have been happily successful.

In their curing special pains are taken to secure the most scrupulous cleanliness. The fish are cleaned as soon as caught, and transported straightway to the company's packing houses at La Have, and there prepared into "Halifax" and "Acadia" brands. All the bones are removed and only the very choicest and whitest of the fish used.

A new form of fish just begun to be put on the market by Black Bros. is their "Halifax Shredded Codfish," got up in cartoons for the retail grocery trade, enabling them to handle to advantage a line of goods hitherto unknown to some grocers in inland towns and cities. This fish is especially prepared for making fish balls, creamed cod and codfish omelets.

In conversation with Mr. A. H. Brittain of Montreal, who is in charge of the sales department for Black Bros. & Co., The Grocer learns that the recent disastrous fire in Halifax only temporarily affected the company. The Halifax warehouses alone were destroyed. But as the factory is situated at La Have there is no interruption to the supply of fish, and all orders can be filled without delay.

Very few grocers realize the extent of the cod fishing industry of the Atlantic, which ranks equally with the salmon fishing of the Pacific, the value of the catch for 1903 being $4,028,788.

KING OSCAR SARDINES

Choicest small fish

Pure olive oil

No scales or bones

Handsome package

Moderate price

Quick seller

Can be obtained through wholesale grocers.

New season's pack now arriving.

Canadian Selling Agents

JOHN W. BICKLE & GREENING
Hamilton, Ont.

Dominion Elections, Nov. 3, '04

On Election Day and every other day the people will vote the straight Lipton ticket.

BALLOTS TO BE MARKED AS FOLLOWS:

LIPTON'S PICKLES	X
LIPTON'S FRESH FRUIT JAMS	X
LIPTON'S JELLIES	X

Let us suggest that you mark your orders accordingly. Ask the travellers about the Lipton goods, or send us your address and let us tell you about the goods and the prices. :: :: :: :: :: :: :: ::

"DO IT NOW"

Address your enquiry to the Canadian Agents:

J. N. CREED & CO., Halifax, N. S., or
J. S. CREED, Board of Trade Bldg., Montreal

PHONE MAIN 4106—PRIVATE BRANCH EXCHANGE CONNECTING ALL DEPARTMENTS.

CABLE ADD.—"WHITCO"
CODES: A.B.C., SCATTERGOODS, REVISED ECONOMY, CITRUS, U.S. CIPHER.

WHITE & CO.

Importers and Auctioneers of **FRUITS AND PRODUCE** From all quarters of the Globe.

To Shippers and Consignors,

If you are looking for an up-to-date reliable house to represent or handle your particular line of goods in this market get in touch with us.

We have one of the largest connections in Canada, which means the best outlet for goods at their proper worth.

Specialty made at present in

Oranges, Lemons, Grapes, Onions, Nuts, Figs, Dates, Oysters, Butter, Eggs, Fish, smoked and salt of all kinds. POULTRY, and other farm produce.

Correspondence from any source will receive prompt and careful attention at the hands of the management.

To Fruit Dealers in Canada,

We solicit your account knowing we can best serve your interests. Send us your address for Weekly Price List.

If it's new and good we have it, and have it first.

Oranges

FLORIDAS—1st car due, **Oct. 29th.**
JAMAICAS—Barrels and Boxes.
MEXICANS—Get our prices on car lots or less
NAVELS—**Due Dec. 5th.**

Lemons

Have several thousand boxes NEW MESSINAS in transit. DUE OCT. 27th.
"KING EDWARD"—Extra Fancy.
SOLDIER BRAND—Extra Choice.

Bananas—We can quote you extremely low prices.

Onions—DOMESTICS, Reds or Yellows. In car lots or less.
SPANISH, large cases. " " "

Apples—All varieties Winter fruit. Special prices in car lots delivered your station.

Oysters and Finnan Haddie a specialty.

New Dates—"HELLAWEE" SAIRS and FARD, for immediate delivery.

We handle everything in our line. No disappointments in filling orders.

WAREHOUSE: 64 Front East. | **AUCTION ROOMS:** Cor. Scott and Esplanade Sts. | **BANKERS:** Canadian Bank of Commerce, Market Branch.

TORONTO, - CANADA.

Our Canadian Fruit and Fruit Trade

Fruit Trade in the Grocery Store.

NOT long ago a representative of The Grocer had occasion to pay a visit to a grocery store not far from Toronto and make a small purchase of Mediterranean fruit. To his great surprise the grocer found it necessary to dig and delve among a stock of miscellaneous boxes underneath the counter before he could locate his supply of lemons and oranges.

This experience suggested that more attention should be paid to the retailing of fruit by grocers throughout the country. Possibly the grocer referred to above is beyond the reach of suggestions of any sort—it is almost inconceivable how anyone could allow himself to be so blind to the possibilities of the fruit trade as to keep his oranges and lemons under the counter.

The consensus of opinion among grocers who have paid any attention to the department of fruit is that it pays remarkably well, in some cases even better than staple lines. No one needs to be told that a housekeeper when she comes to do her morning shopping is sure to give in addition an order for fresh fruit provided her attention is drawn to an attractive display. In addition to being a good line in itself, fruit helps to sell other goods, for instance few can withstand the temptation of an attractive display of fruit. Once they are attracted to a store, nine chances out of ten they will come back again, if not for fruit then for something else. The writer has in mind several grocers which have earned a reputation as being headquarters for certain varieties of fruit. "I think it was about time," says one housekeeper to another, "that I was dropping in at Smith's. You know he gets his pineapples in before anyone else, and I always patronize him." Mrs. Jones loses no time in purchasing a little of the fresh fruit in question from Smith, but what is more, she takes her friend along and both think of some little article in the grocery line that is required at home.

The secret in selling fruit is attractive display. Fruit should be shown near the front of the store; the more conspicuous the position in which it is placed the better. If a grocer has two front windows he is recommended to give one, or at least half a window, over to the display of fresh fruit and vegetables. The fruit stand in front of a store also makes a most effective display. The thing to be remembered always in connection with selling of fruit is that fruit attractively displayed is already half sold. Under no circumstances should a grocer mix his fruit and vegetables with anything else. He should keep his stock clean and fresh and exercise the utmost care in displaying none but first-class stock. A good scheme to follow in a window display of fruit is to have the prices ticketed. A passer-by may be attracted by the fruit, but be timid about going inside to purchase, fearing the price may be too steep. These price cards are effective silent salesmen and answer questions. Another good idea is to have an attractive display card printed from time to time advertising the arrival of new lines on the market; for instance, "The first Almeria grapes of the season." Now that tropical fruits are so easily procured and fancy vegetables are to be had in and out of season in such variety and at such reasonable prices there is no reason why a grocer should not have a fruit and vegetable display attractive enough to win over the most hard headed customer.

In the handling of fruit the other cardinal points to be observed are watching the season in order to buy at the right time, and buying fresh fruit and vegetables with the exception of tropical fruits, only in sufficient volume for trade a day or two ahead. The reason why many grocers have failed to make a success of the fruit trade is that they have gone into it head over heels and overloaded themselves with stock that wouldn't sell. The requirements of his district should also be studied with the utmost care by a grocer—in addition to the tastes of his own customers. For the grocer in the larger towns, more or less variety of foreign and domestic fruits and fancy vegetables are recommended; even the smallest country grocer, however, will find it profitable to stock a nice assortment of staple varieties of fruit, such as oranges, lemons, bananas, pineapples, etc.

The Export Apple Trade.

IN the United Kingdem the almost total failure of last year's apple crop led to a great demand for imported apples, and, fortunately, Canada was in a position to profit by the situation, the apple crop in this country having been good both in quantity and quality. Under those conditions it is not surprising that, for the year ended June 30 last, our export apple trade was the most valuable in our history.

The following table shows the values of the apples exported from Canada in the years 1895 to 1904, both inclusive, (years ended June 30):

1895	$1,821,463
1896	1,416,470
1897	2,502,698
1898	1,306,681
1899	2,621,352
1900	2,578,233
1901	1,482,927
1902	1,566,808
1903	2,758,724
1904	4,590,793

Last season Canadian apples realized uniformly higher prices in the British markets than apples from other countries, and fewer complaints were heard. re quality and condition, than in any previous year. The old criticism: "Too many varieties in each shipment" was again to the fore, however, and will continue to be heard each year until Canadian apple growers realize the fact that their orchards are planted with too many varieties, and that they are suffering financially in consequence. Consignments of one well-known variety of uniform grade, are wanted by the large dealers in Great Britain, while small lots, composed of different varieties and grades, are bought by small dealers at reduced prices.

The apple crop of the United Kingdom for 1904 will only be of fair quantity, and will not affect the demand for the best class of Canadian apples; but there will not be the keen demand for inferior grades which was met last season owing to the total failure of the English crop of apples together with a scarcity of other fruits. The outlook is that there will be sufficient English apples to supply the cidermakers leaving a surplus to meet Canadian shipments of early varieties. In shipping

Canadian apples to Great Britain, the following directions should be followed:

PACKING APPLES.

1. Cool all fruit thoroughly before packing.

2. Handle as little as possible.

3. Grade fruit according to "Fruit Marks Act."

4. Pack fruit tightly in packages.

5. Pack no inferior fruit for export.

6. Pack a limited quantity of fancy apples of the best varieties in boxes, holding not less than one bushel or 40 pounds net of fruit, a suitable size being the Canadian standard (10x11x20 inches, inside measurement). Little or no packing material should be used, but a sheet of cardboard at top and bottom of the case will reduce the amount of injury from bruises. Only very fancy fruit for dessert use, such as "Famouse," "King," "Wealthy" or other highly colored varieties should be wrapped in paper.

7. The barrel is the most suitable package for the bulk of the apple trade with Great Britain. It is popular with the wholesale trade, and the retailers like it as the net weight of fruit holds out, which is an object where fruit is sold by the pound; the demand for apples in boxes will increase when the trade find they get a good article combined with 40 lbs. net weight of fruit. Barrels should be well made, strongly nailed and should have eight hoops, two each at top and bottom, with four quarter hoops. Place at each end of the barrel a circle of heavy cardboard in order to prevent the fruit from being bruised and becoming unsightly when exposed for sale; these cardboard circles should have semi-circular holes at each side to allow of their being easily removed.

8. Use only new barrels or boxes for the export trade.

9. For making barrels or boxes use a wood that will not taint the fruit.

The bulk of Canadian apples shipped abroad are packed in barrels, but there is a growing demand on the part of retailers and consumers in Great Britain for a smaller package. The wholesale trade and large dealers prefer the barrel, as it means less handling, but the box is the most suitable package for fancy apples, as there is less danger of the fruit becoming bruised through pressure, or injured by rough handling. The scarcity of barrels last year caused many shippers to use boxes, but, instead of shipping only number one fruit, in cases of uniform size, all grades of apples were packed and sent forward in all kinds of boxes, ranging from a cheese box to a bacon case, the latter holding from 250 to 300 pounds of apples. It is to be hoped that these dubious experiments have not prejudiced the British dealers and consumers against Canadian apples in boxes, otherwise lasting harm may have been done to our boxed apple trade.

Canadian fruit growers and shippers should adopt a box of standard shape and size for export, in order that boxes of apples from Canada be uniform in shape and size no matter what particular district they were from.

SHIPMENTS FROM MONTREAL FOR 1903.

Although a considerable percentage of the barrels shipped last year were made of poor material and were therefore not strong enough to thoroughly protect their contents, yet, on the whole, the apples shipped from the port of Montreal were landed at the various British ports in better condition than in any previous year. Owing to the volume of business offering, the apple shipments received greater attention than usual from the steamship companies, and as a result, there was more care in the loading, stowing and discharging of this class of cargo. Owing to the efforts of the Dominion Department of Agriculture several steamers were fitted with additional ventilators in the holds where apples were stowed, and the increased ventilation, no doubt, contributed materially towards the delivery of the cargoes in good condition.

SHIPPING APPLES.

1. Ship only very choice fruit of the early varieties, as early apples have to compete with home-grown fruit on the British market. Table varieties of choice quality, packed in cases, should be shipped in cold storage at a temperature ranging from 35 to 40 degrees. A lower temperature is not required. A great and sudden change of temperature always causes damage to perishable food products, causing apples to become slack, wet and wasty. Apples in barrels should be shipped in holds which are equipped with forced ventilation, (electric or steam fans).

2. Ship regular supplies at regular periods and not too large quantities at any one time.

3. Do not force apples out of season on the British markets; for example, do not ship Winter varieties when there is a demand for early varieties. The British trade do not buy to hold in storage, so hold late varieties of apples until they are seasonable and in demand.

4. Ship as few varieties as possible in the same consignment.

5. Canada ships too many varieties. Export shipments should be confined as nearly as possible to the following varieties: Baldwin, Greening, King, Russet, Spy, Ben Davis.

The best class of trade buy when and where they can get large quantities of uniform grade and variety, leaving the shipments of different varieties and mixed grades to the smaller dealers and costers.

MARKETING APPLES

The leading fruit markets in Great Britain are London, Liverpool, Glasgow, Bristol, Manchester, Cardiff and Hull. These ports are the distributing bases for the bulk of the fruit shipments as well as other food products sent to Great Britain from Canada. Canadian shippers, as a general rule, will do well to confine their shipments to one or more of these ports, for the business reason that it is better to have the bulk of your goods at a good distributing base, than at a market which is confined to local demands and which may become glutted and demoralized under heavy supplies. Individual Canadian shippers may make good business connections with firms at inland British towns, and realize very satisfactory returns for their goods, but as a general rule it is not advisable to exploit new markets unless prepared to meet losses which are liable to be made in establishing new trade connections.

A Leading Toronto Fruit Firm.

WHITE & CO., wholesale fruit and produce merchants, Toronto, is an example of what 10 years of enterprise can accomplish in a Canadian city of 250,000 inhabitants. From a very humble beginning the business of this firm has increased by leaps and bounds until during the fruit season of 1904 they claim to have handled no less that 47 cars of California fruit alone within the short period of 12 weeks. Such a record goes to show that the consumption of California fruit in Canada is increasing every year; the reason for this is undoubtedly the attractive quality and comparatively cheap price of California fruit.

White & Co. handle very large quantities of tomatoes, their shipments for the season of 1903-04 totalling 250 cars, or an average of one car a day. Oranges, lemons, pineapples, grape fruit, cranberries, foreign dried fruits, sweet potatoes, onions and all kinds of fancy produce and vegetables also constitute a big item in their yearly turn over. On account of their excellent cold-storage facilities White

ESTABLISHED 1876

THE PRINCIPAL MARKETS OF THE WORLD FURNISH US WITH GOODS.

Oranges { CALIFORNIA, FLORIDA, JAMAICA, MEXICO, SPAIN.

Lemons { PALERMO, MESSINA | ITALY, CALIFORNIA.

Bananas { JAMAICA, CUBA.

Figs { SMYRNA, ASIA MINOR.

Dates { TURKISH ARABIA, PERSIA.

WE IMPORT DURING THE SEASON FROM ALL THE COUNTRIES MENTIONED. WE EXPORT APPLES TO GREAT BRITAIN, GERMANY, AND THE UNITED STATES OF AMERICA.

We have just brought to a close a most successful **SUMMER SEASON**, and we take this opportunity of thanking our many friends for their generous support.

We are now ready for the **FALL TRADE** and hope that by strictly attending to the interests of our customers, to be favored with a continuance of their confidence.

McWILLIAM Mc. AND E. EVERIST

Onions { SPAIN, BERMUDA, EGYPT.

Sweet Potatoes { VIRGINIA, NEW JERSEY.

Cranberries { CAPE COD, MASS., JERSEY.

Nuts { ENGLAND, FRANCE, ITALY, SPAIN, VENEZUELA, BRAZIL. | VIRGINIA, CALIFORNIA, WEST INDIES. | U.S.

WE ISSUE A WEEKLY PRICE LIST WHICH CAN BE HAD FOR THE ASKING, AND OUR MAIL ORDER SYSTEM IS MOST COMPLETE.

CABLE ADDRESS: McWILLIAM.
CODES: ABC, 4th EDITION, REVISED ECONOMY.

TORONTO PHONES MAIN 645 AND 3394. CANADA

WANTED!

BRIGHT, QUARTERED

Dried Apples

The W. A. GIBB CO.

Packers and Exporters

5 & 7 Market St., HAMILTON, ONT.

ESTABLISHED 1886

Dried Apples..... Evaporated Apples

WE ARE BUYERS AND SELLERS OF ABOVE. CAR LOTS OR SMALLER QUANTITIES.

Correspondence Solicited.

O. E. ROBINSON & CO.

Ingersoll, Canada

& Co. carry a large trade in oysters and fish.

To look after their increasing trade the firm require the service of four suburban and four city travelers. Their office staff consists of 25 or 30 men who work under the able direction of Mr. F. J. White, proprietor and manager of the firm. As far as office and warehouse accommodation are concerned, White & Co., of Front street east, have no reason to be envious of any other firm conducting a similar business in the Dominion. A special feature of White & Co.'s business is their auctions conducted daily during the height of the fruit season, by means of which the Toronto trade is enabled to handle large quantities of perishable fruit and produce with profit.

The experience of White & Co. has been that the fruit trade is tending more and more in the direction of fancy and expensive lines of fresh and dried fruits. For instance, grape fruit, which until recently was comparatively unknown in this market, has become so popular among the fancy trade of Canada that fruiterers are considering the advisability of importing this delicious breakfast fruit at frequent intervals during the winter season in carload lots. In regard to the present season, shipments of Jamaica oranges are now on the Canadian markets, and Florida stock will follow in the course of a week or ten days. First shipments of lemons, of which White & Co. are direct importers from Messina, are due about the first of November. In Almeria grapes they have a direct account with the Spanish growers. This season's crop record for quantity and quality is one of the best in years. The ripening season has never been so satisfactory, the sun having colored the berries just to the requisite degree. White & Co. estimate that they will handle, during the season of 1904-05, from 1,500 to 2,000 barrels of Almeria grapes, the bulk being the tinted variety, which is so popular among the fancy trade, not only on account of its attractive appearance, but also its keeping qualities.

French Almond Crop.

Recent advices indicate that this year's crop of Provence almonds will much exceed that of last year, owing largely to the absence of late frosts. The following table shows the estimated output of the principal regions of production compared with the product of 1903:

Country.	1903. Bales.	1904. Bales.
Provence	8,000	50,000
Spain:		
Majorca	75,000	70,000
Malaga, Murcia, Carthagena, Alicante.	60,000	60,000
Sicily	100,000	80,000
Bari	100,000	75,000
Morocco, Tunis, Corsica, Sardinia	50,000	60,000
Levant and other minor sources	20,000	20,000
Total	413,000	415,000

From these figures it will be gathered that in spite of a heavy crop in southern France the total quantity available is not expected to exceed materially that of last year. With 100,000 bales of the old crop still being offered, prices are expected to average $25.30 for 220 pounds, though possibly a considerably higher price may be reached.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
Mfr's choice grades
Evaporated Apples

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

Manitoba and The Territories
have to buy
APPLES
We supply all varieties, packed by trained men, according to government regulations.
Send For Quotations.
EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

If you are in the market for
Prime Evaporated Apples
I can supply you with a select grade, any quantity, and will be pleased to quote you prices. Address
JOHN JOYNT, LUCKNOW, ONT., CAN.
Drawer 34.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

ROW'S GUM
in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont

W. B. Stringer
J. J. McCabe
The Place
'Phone Office Main 520.
"A place for everything and everything in its place"—This is true, and the place where out of town Jobbers and Retailers should send their orders to get them filled with the cream of the Fruit on Toronto Market is to us.
61 Front E., Toronto **W. B. STRINGER & CO.**, Agents Fruit Brokers

Cranberries, Oranges, Lemons.
Write for our quotation lists.
We are prompt and careful shippers.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

Reference: Bankers and Mercantile Agency.

ESTABLISHED 1888

Code: A. B. C. Cable Address: "Petruit."

FRUIT AND VEGETABLES

Always in the market for Car Lots.
Write or wire us when you want to
Buy or Sell.
We are the Largest handlers of Domestic
Vegetables in Canada.
Consignments Carefully Handled.

All Orders Receive Prompt Attention

H. PETERS,
73 Colborne St.,
Toronto, Canada.

ESTABLISHED 1861

HUGH WALKER & SON

Now in our Up-to-date NEW WAREHOUSE, October, 1904.

GUELPH

NEVER—B—AFRAID to order from us with CONFIDENCE anything in our line.

There will be no half-way SATISFACTION.

QUALITY That's our strong point. Our Specialties—**FANCY**

ORANGES, LEMONS, GRAPES, CRANBERRIES, BANANAS.

We handle the GOOD STUFF.
It's the GOOD STUFF you need
To build up your fruit trade
And to KEEP in the lead.

Send as your orders.

Prices as low as any house in Canada

PROGRESSIVE CANADA

CANADIAN CEREALS

TAKE THE LEAD

CROWN MILLS

The name of McIntosh on Breakfast Foods is a guarantee of quality.

All our Products are manufactured from the Best Canadian Grain with the latest and most approved process of milling. Our "Crown Brands" are of world-wide fame.

GRAIN and PRESSED HAY
EXPORTERS

A few of our well-known foods:

Beaver Oats
Swiss Food
Rolled Oats
Cut Oatmeal
Flaked Wheat
Flour
and all
Wheat, Corn and Oat Products

We will be pleased to correspond with reputable firms in Great Britain and other countries with a view to increasing our export trade

P. McINTOSH & SON

Millers and Manufacturers

Cable Address: "Intosh."

Toronto, Canada

A Bakery Test Attached to a Montreal Flour Mill

By C. D. C.

HOW vital a thing is flour to rich and to poor alike, in fact it is almost as essential to the life of human beings as the water they drink. Yet while great attention has been paid by scientists to the purity of water, it is surprising that only within recent years has such accurate attention been paid to the purity of flour. The old-fashioned country grist miller made money without injuring anyone, as far as he knew, but the old days of tin pockets and leather carriers which carried flour through long troughs from mill-stone to bin have faded entirely from usefulness in modern times, except perhaps for remote districts. The only test these old millers had for grain was to run their fingers through the bag as it was sold, or brought to the grist. They looked at the grain then at the farmer and said, "I will give you so much for this grain because it is of such a weight and of such a quality." They milled the flour and that is about all that can be said. All they knew was that they poured the grain into a hopper and it came out flour—just flour.

After that, screens were used to divide it into a fineness after which process it was sold to the baker. The way to be a tip-top miller in those days was to be honest, get in touch with a good number of hearty farmers, keep one's machinery clean, and see that the wheat was absolutely dustless and wholesome before it was milled. Nearly every young man who has lived a portion of his life in the country can recall the fact that their miller was a man among men, because he made the best flour in the district. Wherever there was a water-power such mills occupied prominent positions on the landscape.

Mr. F. W. Thompson,
1st Vice-President and Managing Director of Ogilvie Milling Co.

Mr. H. M. Gray,
Chemist of the Ogilvie Milling Co. at Montreal.

Now one can readily imagine he sees one of those old-fashioned millers visiting the flour testing laboratory of the

Ogilvie Milling Co. at their offices, Youville square, Montreal. The old story of a bull in a china shop would be about as appropriate as his appearance in such a place. He would not have the faintest idea where he was or that the apparatus and machinery about him had any connection with that flour industry out of which he made his fortune. Yet, to be fair to him it could be explained readily that the actual milling process is very similar in essence to what it was half a century ago. In fact, ever since the primitive days when the savage beat maize with a stone, the gluten and all the elements which go to make up the nourishment of common flour have remained practically unchanged. True, the power of moving mill machinery has changed, the material within the mill stones may have changed. certainly the old mode of passing the grain into and through them, is no longer in use. The secret of milling, which makes it a science to-day, is that which controls what goes into the mill, so that, whatever comes out shall always be the same and shall be the best. Best, is still a relative term and the stronger the character of the firm, the less likely they are to use this word as an absolute term. In the Ogilvie Flour Milling Co. of to-day the millers are as positive as to the identity of to-day's output, and that of six months ago, as they are that their mill is running. Supposing the old-fashioned miller had been asked to bake a loaf of bread from his flour before his customer would buy it, he would have laughed. That would have been a mild test compared to the one to which the Ogilvie Milling Co. put their flour.

Samples of Bread made in Ogilvie Mills.

Mr. Gagnon, flour inspector for the Ogilvie Milling Co. and Mr. R. Boyd, head miller at Royal Mills in back ground; Mr. Smeltzer, manager of Ogilvies Mills at Glenora and Mr. F. W. Thompson, Vice-President and managing director of Ogilvie Milling Co., in foreground.

In fact, every well equipped mill of modern times should have a test similar to theirs, which will be explained in the succeeding description.

By scientific means it is possible to make a loaf of bread out of a sample from every day's output from the mill, under chemically exact conditions. Thus, it is found, whether or not, bread is of the exact quality of the standard. If there is a chemical variation in the make up of the flour, it is off-set by introducing new grain of counterbalancing qualities into the mixture under treatment. This is essentially the miller's guiding system, that is the new miller's. The old story of the Bible, which says, "yesterday, to-day and forever," is a part of the gospel of the miller. If the word "forever," will not hold, he puts in the clause, as long as possible, and declares that the policy of the miller to-day is to make scientific flour, from which the best baker can make the best loaf.

Scientific Laboratory.

It is now a little over a year since the Ogilvie Milling Co. established in Montreal a laboratory especially devoted to the science of grain blending for daily consumption. There are four rooms located on the second flat in the handsome head offices of the Ogilvie Co. There head offices of the Ogilvie Co. There are three rooms subsidiary to the laboratory itself, an office and recording room, a milling room, a baking room, and the laboratory itself which is equipped thoroughly just as the science department of a large university would be, for chemical analysis.

Daily samples from the mills are kept in air-tight jars for one year.

The capable young scientist, Mr. M. A. Gray, who is the director

Lake of the Woods Milling Co.

LIMITED.

MANUFACTURERS OF THE CELEBRATED

FIVE ROSES **FLOUR**

RETURNED
NOV - 4 1904
Cut Book 26
Page 43
and
To Acton Pub Co.

For Bread or Pastry

Most Up-to-date Mills, and Without Doubt the Largest in the Dominion

UNIFORMITY AND PURITY.

OFFICES :

Montreal. Winnipeg. Ottawa. Toronto. St. John, N.B., Cape Town.

The Most Successful Grocers Sell

The Most Successful Flour

of the whole affair, was educated in Canada but secured his knowledge of this peculiar portion of science, in Minneapolis, where grain blending arose first. Working with him are two young women who have been trained to bake bread according to the dictates of a stop-watch as carefully as the druggist prepares his prescriptions. By baking this bread they establish a standard for the wheat blended into what is called, by different names, "Ogilvie" flour, and by tests from day to day, whip the Ogilvie Co. into line so as to be certain that the standard is absolutely adhered to. Mr. Gray will sometimes call upon the head miller of the Glenora mills in Western Canada, or the Royal mills in Montreal, so that they may see just how the flour they are manufacturing from certain grades of wheat falls below, or exceeds a certain uniformity, which they have established as a standard. Sometimes Mr. Hosmer, the president of the company, or Mr. Frank Thompson, is called, the latter being a frequent visitor, as he is not only the vice-president but general manager of the company. Here they see with their own eyes the expert evidence of science regarding the flour which they are sending out to the world. Can there be anything more convincing in trade than this absolute security, which is a never-failing guarantee of purity and excellence? If it should fail for one day's product every ounce of that flour is cancelled from the sales—withdrawn—and if it is fit, is re-milled, if not, it is put down to the profit and loss account.

Imagine the difficulty of analyzing and experimenting upon the new crop of the great Canadian Northwest. This laboratory in Montreal must decide by sample test what grain must be bought, and what must be left alone. The average individual looks at No. 1 hard wheat and believes that it is of that standard, no matter from what part of the country it may come. That is not the case, as wheat has ancestry. Thus if a western farmer has some cheap wheat which he brought with him from United States when he emigrated to the Northwest, and chooses to mix it with the first class No. 1 hard of Manitoba product, it is for the Ogilvie Milling Co. laboratory to detect it.

Electric Oven.

A view of the Chemical Laboratory.

Royal Mills, Montreal.

TESTING THE WHEAT.

Right within those four rooms is a miniature flour mill that sifts the chaff from the wheat. Each sample of wheat is milled through this little tester separately, then it is analyzed in the laboratory. Mr. Gray will tell you how the glutens, proteids, acids and ash are divided—the percentage of each, and among other interesting details how the various constituents affect the baker when he goes to make the bread. As soon as he bakes a loaf from the flour—it is examined by the millers. After a conference, cypher instructions are flashed out to the buyers in all parts of the country. The knowledge as to what they want is known only to the chemist and to the buyer. The prophecies about the crops have to be taken into consideration by the stock brokers, but a big milling company to-day puts more confidence in the test of the laboratory than in the opinion of any human being. When the buyer's work is accomplished and grain begins to arrive in the city freely, as it is now doing, and has been for some weeks, the office of the management has a record of the chemical nature of every shipment and the mixture for the mills is made up accordingly. Every mixture is ground, tested, analyzed and baked in sample in the laboratory before going to the mill, but to guard against any possible danger of violation, this does not end the test. Even when the grain is on the mill a fresh sample is drawn every six hours from the product, and passed through exactly the same test. Should there be such a possibility as a variation within any six hours, the whole output would be held up for that period. As a matter of fact this has never actually happened in the history of the Ogilvie Company.

A short time ago when a baker kicked vigorously about the quality of the flour he was using, no end of trouble was raised at the Ogilvie Co.'s office. To-day the company allow others to do the worrying; for the moment a man complains about a shipment of flour, they say, "Send us a sample." That sample is analyzed, baked and compared with the sample preserved in the laboratory

office, pictures of which are presented herewith. In these little shelves a couple of pounds of every day's flour is put away in a sealed and labelled bottle. Convincing evidence is shown that the sample in the bottle was taken direct from the milling that contributed the flour against which the complaint is made, and many a baker has been compelled to apologize when he has found out that the flour was all right.

It is a common custom amongs bakers, as well as other human beings, to make bluffs in order to get a rebate in buying stock. The Ogilvie Co. have severe tests which will prove who is to blame, in fact they will send a man to the most remote corners of the world to investigate exactly why their flour has not fulfilled all they said it would do. The laboratory makes them confident; their success clinches this belief. Their system not only manufactures a uniform flour, but demonstrates as surely as a problem in mathematics that the flour is uniform, at the same time impressing upon the baker the necessity of treating it in a uniform way.

ELECTRIC OVENS.

After various tests of gas ovens and super-heated affairs of varied descriptions, electricity was applied, and electrical ovens have been universally adopted for testing purposes. The electrical oven has the advantage of producing an exact degree of heat for every volt put into the heater and at the same time avoiding draughts and the opening of doors to control it. Before mixing the flour sample, it is brought to sixty degrees of temperature.

Exact weighing of everything is essential and the dough of each sample is kneaded with perfect uniformity and then left to rise in an electrically heated case, where it and the thermometer can both be watched through a glass door. Asbestos lines the oven throughout and it is encased in sheet steel and oak; thus there can be no possible radiation from it. By the rotation of the steel shelf on which the loaves are placed, a guarantee is given of their receiving equal treatment from the heat of the oven. Afterwards the loaves are weighed and measured, which is a remarkably interesting process of getting at the exact cubical contents. The loaf is placed in a box and surrounded with mustard seed, which is measured for the displacement after the loaf is removed. The loaves are then cut, numbered and placed on a long table. There the millers meet, not one knowing the number borne by the bread from their own particular mill, and judgment is passed upon the whole batch. If the milling is at fault it is made evident by this searching examination. The tests and reports upon the bread are filed away in the archives of the company each day.

A dainty little furnace is employed by which means Mr. Gray determines the amount of ash in the flour. Here and there are noticeable retorts in which the flour is boiled into acids for various purposes. The delicacy of the instruments used may be shown in the fact that the variation of acidity between different grades of Ogilvie flour has to be detailed in hundredths of one per cent. To go into the details of gluten and gliaden contained in flour would be tiresome because of its technical interest only; but when it is explained that gliaden is simply a sort of vegetable glue which holds dough together, bread-eaters may be interested. It is from the relative proportions of gliaden and gluten that they get their nourishment. This fact has been known to science for only a few years.

WHAT BECOMES OF THE BREAD?

"What becomes of the bread after it is tested?" would be only a natural question of an active mind, and without any boasting it may be stated safely that this department of the Ogilvie Milling Co. has been a boon to the poor people of Montreal. Mr. Gray is somewhat diffident about describing the number of applications he has for the bread after he gets through with it, but he certainly has more applicants than he can supply. Many a starving person has been gladly given the test samples from the laboratory of this company and herein may be seen the remarkable good that goes hand in hand with the advancement of science.

Seed Trade of Ontario.

THE GROCER has interviewed a number of Toronto seedsmen during the week with the object of ascertaining conditions existing in the seed markets of Ontario.

At the present time there is just about enough home-grown seed to answer domestic requirements. Twenty years ago Canada exported considerable quantities of "Red" and "Alsike" clover. Meanwhile the disastrous midge, or weevil, has made its appearance, with the result that an average seed crop is only about one-quarter what it used to be. As an evidence of the ravage wrought by this little insect pest, Oshawa, formerly one of the principal seed shipping centres of Ontario, may be singled out. The year before the weevil appeared 10,000 bushels of seed were shipped from Oshawa; in the year succeeding, the farmers had to import grain for seeding purposes.

The weevil begins its work at the roots of the flower petals before the bloom opens. Thus instead of a field of clover having a beautiful appearance like a crimson mat, it is brown in color, caused by the dried petals. In order to save some of the seed farmers conceived the idea of cutting the crop early in the year, leaving the straw on the ground, and letting the seed fall to reproduce itself later in the year, when the season for the weevil would be over. By this means a second crop of clover is obtained, and a sufficient amount of seed saved for home use.

RED CLOVER.

At present there are two qualities of red clover seed; if kept from early cutting it is called "Medium," if from late, it is known as "Late" seed. During the last Winter and Spring clover seed had two drawbacks; (1) the weevil, and (2) heavy and late frosts. The crop on the shores of Lake Erie and Ontario and the Niagara Peninsula was totally destroyed, owing to the snow covering being insufficient to keep out the frost. It is doubtful whether the present crop of red clover will be sufficient to answer domestic requirements.

ALSIKE.

There has been an increase in the acreage of alsike within the last year or two on account of the increased demand for it in foreign markets. This year alsike blossomed profusely and gave every prospect of a large crop. Just as the crop was in full blossom intense heat set in and withered the blossoms. When the increase in acreage, however, is taken into consideration the yield of alsike will compare favorably with that of former years.

TIMOTHY.

Timothy is the staple hay crop of the Province. Owing to favorable weather throughout the present season an unusually heavy crop was gathered in first-class condition. The quantity of timothy reserved for seed depends upon the price of seed in U. S. markets; if the latter is low, Ontario farmers prefer to sell their hay and import seed, since the cost of importation is very cheap. This year so far the price of timothy seed has been relatively high, and as there has been a considerable increase in the acreage in Ontario devoted to timothy it is thought that enough seed will be kept for seeding purposes. In addition, there is likely to be a moderate amount for export purposes.

MONKLAND MILLS | BROOMFIELD MILLS | FERGUS ELEVATOR

James Wilson & Sons

Manufacturers and Exporters of the Finest Grades of

OATMEAL
PEASE MEAL
SPLIT PEAS
POT BARLEY
PEARL BARLEY
ROUND PEAS

Feed of All Kinds
Correspondence Solicited

FERGUS, ONTARIO, CANADA

MOORE'S MEAFORD MILLS

have a reputation for first-class flour equalled by few Canadian mills.

Our special Brands are :

Snow Flake—Manitoba Patent.
Lily White—Manitoba Strong Bakers.
Ontario—Manitoba Blend.
Pastry—Pure Winter Wheat.

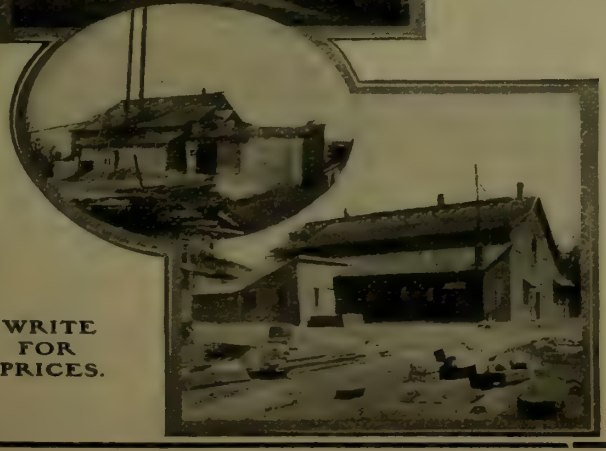
We are also General Grain Dealers. A trial solicited. **Satisfaction** guaranteed.

OUR BAKERY DEPARTMENT, operated in connection with our mills, offers the trade a complete assortment of cakes, biscuits and tarts.

We have also a **large fruit farm** in connection with our extensive milling business. Correspondence solicited.

W. Moore & Sons
MEAFORD, ONT. - CANADA

QUANCE BROS.



WRITE FOR PRICES.

MILLERS

Delhi, Ont., Canada.

CHOICE FAMILY and BAKERS' FLOUR from choice Ontario and Manitoba Wheat Also PATENT PROCESS BUCKWHEAT FLOUR and RYE FLOUR

THE WM. McCANN MILLING CO., TORONTO

NO small part of the present prosperity of Toronto is due to the energy and progressiveness of her business men, especially of the younger generation, who have come to the front in the past twelve or fifteen years. One has only to note the number of concerns which have started in a humble way in that time and are now classed among the great industries of the country, to realize the important part played in the building up of the city by young business men, whose capital at the outset consisted of honesty, enterprise and little besides. A good example of this class of citizen is the subject of the present sketch, Mr. William McCann, of the McCann Milling Co., Toronto. Thirteen years ago Mr. McCann entered into partnership with Mr. Gadsby, under the title of Gadsby & McCann, in a small milling business on George street. They prospered in a quiet way, and in a few years found it necessary to remove to a larger building at 192 King street east. Originally the firm manufactured oatmeal, but they were quick to recognize the value of the cereals which have had such unprecedented vogue during the last few years, and added to the list of their products a variety of breakfast cereals granulated, standard and pearl oatmeals, and flaked and granulated wheat, which rank as the most popular of modern breakfast foods.

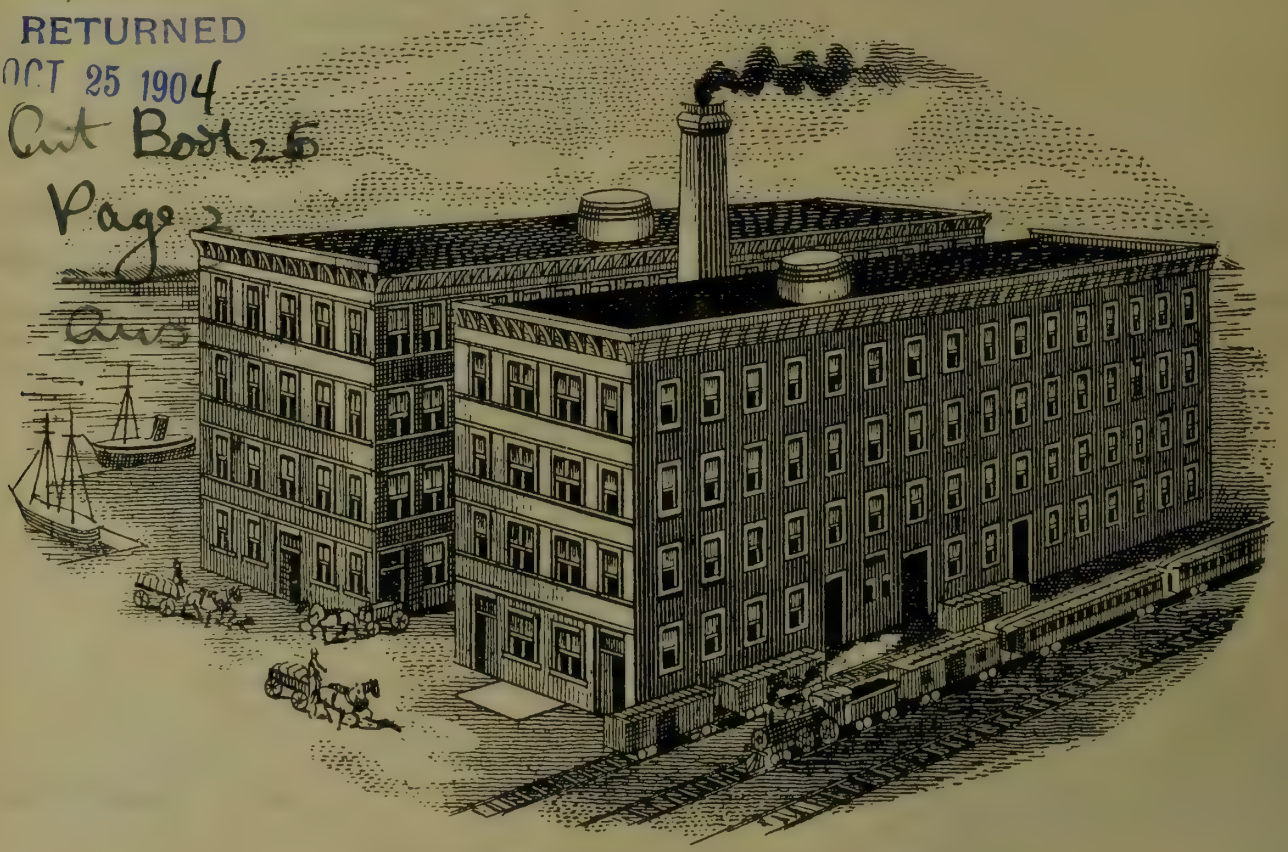
Meanwhile Mr. Gadsby sold out his interest in the firm. A year or two ago Mc. McCann decided that the time had come for a further enlargement of his business. Lack of room was his chief trouble. This could only be remedied by erecting a mill which would meet not only the demands of his present trade, but provide for its future expansion. Mr. James E. Knox, who had been taken into partnership after Mr. Gadsby's withdrawal, concurred in these views, and plans were drawn up for the erection of the fine mills which stand out so prominently at the bottom of Jarvis street, Toronto. Two handsome four-storey buildings, one 60x150 feet, and the other 45x150 feet, were put up. But Mr. McCann did not rest satisfied with a handsome new building. He determined that his equipment should be second to none in Canada, and accordingly furnished the mill with an entirely new outfit of machinery, the best and most effective that could be made anywhere.

The firm has now occupied its new quarters for some months, and Mr. McCann and his partner have not been disappointed at the results of the removal. Besides insuring greater comfort to the workmen the output of the mill has been largely increased. Between three hundred and fifty and four hundred barrels are turned out a day, and when the exigencies of trade require it a still greater amount can be manufactured.

In addition to the thirty men employed in the mill the firm keeps four travelers out for the greater part of the year, two canvassing the city and two seeking orders in Ontario, Quebec and the Maritime Provinces. Trade with the east is much better than with the west, and is continually growing. The company even ship an occasional consignment of goods to a customer in the Old Country, who has learned the excellence of their products. Their trade in the east might, indeed, have been much greater than it is but for the difficulty of shipping small quantities to small dealers wanting their goods. Mr. McCann, however, has found a remedy for this, which consists in loading a car with all twenty different varieties of cereals, so that in future small traders will be able to purchase their goods by the car lot without overloading themselves with any one variety.

The rapid growth of this business may appear marvellous, but the same thing

RETURNED
OCT 25 1904
Out Book 26
Page 2



The Wm. McCann Milling Co., foot of Jarvis street Toronto.

Woodstock Cereal Co.

LIMITED

D. R. ROSS, President

Manufacturers of

Rolled Oats Split Peas
Oatmeal Pot Barley

We ship small orders for Canadian points the same day as received.

Special attention given to British and Continental trade.

Write us for samples.

Codes:
A. B. C. and Riverside

WOODSTOCK, ONTARIO, CANADA

RETURNED
NOV 4 1904
Cut Book
Page 39
ans.

SHIRK & SNIDER.

BRIDGEPORT
ONT.

Special Brands

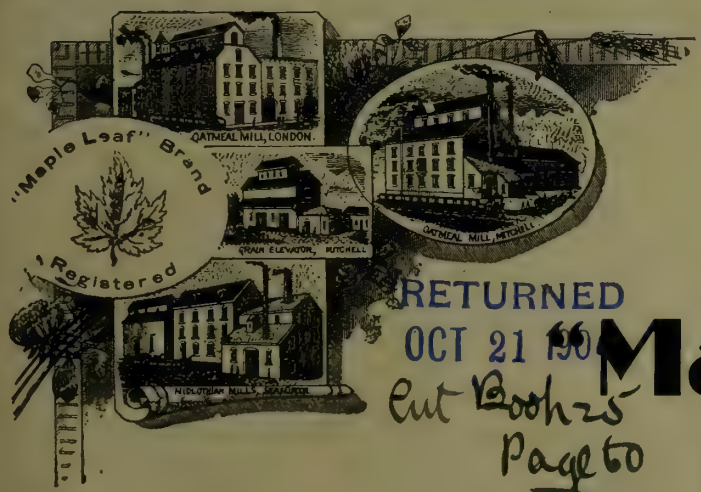
Buda, Neva,
Daily Bread, Patent

Shirk & Snider

Millers and Manufacturers of
Improved ROLLER process flour.

Capacity 300 Barrels a Day.

Bridgeport and Baden, Ont.



RETURNED
OCT 21 1904
Cut Book 25
Page 60
ans

WALTER THOMSON & SON, LIMITED.

"Maple Leaf" Brand Rolled Oats a Specialty

and all grades of Oatmeal.

Correspondence Solicited.

ALSO . . .

Flake Wheat
Split Peas
Pot Barley
AND
Cornmeal
NONE BETTER

MILLS AT

Mitchell, London and Seaforth
CANADA.

is going on in dozens of instances in the City of Toronto. Its success is undoubtedly due in a large measure to the sterling qualities of the men conducting it. Mr. McCann applied himself early to learn the trade thoroughly and when he launched out for himself he was not only a capable miller, but an able machinist, and had the intricacies of business at his fingers ends. He was born in Oakville, but has lived in Toronto ever since he was 14 years of age. He is a member of the Board of Trade, but has been too busily engaged with his private business to take a very prominent part in the deliberations of that body. Mr. McCann's attention to detail and thoroughness can be seen in every feature of his establishment. Nothing has been overlooked which could possibly render the work of manufacture easier or more rapid. A railway siding leads up to the buildings and machinery has been provided by which a carload of grain can be unloaded in an hour. A site has been chosen for the mill which also enables it to take advantage of water transportation with equal convenience, and in fact the company does ship a considerable portion of its output in this way during the season of open navigation—Adv.

Our Foreign Trade in Breadstuffs.

PERHAPS the biggest item in the foreign trade of Canada is our yearly exports of grain and manufactures. Canada is coming to be looked upon more and more as the granary of the world, and it is only necessary to glance over the returns to the Department of Trade and Commerce for the present fiscal year to show one that Canada has a legitimate claim to the title. During 1903 Canada exported barley to the value of $457,283, as compared with $179,519 in 1899, the bulk going to Great Britain. Returns for 1904 are not available as yet. In Indian corn the exports for the present year have amounted so far to $2,775,807, in 1903 the volume was $1,085,601, and in 1899 $6,411,495. Great Britain takes by far the greater part of our corn. In peas, whole and split, the volume of exports from Canada for 1904 is $1,133,268, for 1903 $1,056,266, and for 1899 $1,837,303.

Buckwheat, although not a very large item in the export trade as yet, figured

Mr. Wm. McCann, of the Wm. McCann Milling Co., Toronto.

to the extent of $175,394 in 1903. In oats the exports from Canada have become a very important factor, those of 1904 totalling $1,603,461, while the volume of 1903 and 1899 was $2,632,886 and $3,536,937, respectively. Exports of oats in 1904 went principally to Great Britain, the volume being $1,213,413. Returns for 1904 are not complete; exports in 1903 and 1899 were $701,288 and $572,593.

The most interesting item is wheat. In 1899 the value of wheat exported from Canada was $14,043,972, in 1903 $29,088,781, and in 1904 to date $18,225,525. The latter figures are not complete, and it is expected that by the end of the present season, notwithstanding the partial failure of the grain crops in the Northwest, exports will at least equal those of 1903.

Exports of wheat so far this season have been distributed as follows: Great Britain, $17,309,285, United States $22,036, Belgium $487,548, Germany, $178,816, other countries $227,840. Other grains have been exported so far this season to the value of $857,439, as compared with $715,727 in 1903, and $103,699 in 1899. The grand total of grain exports for 1904 to date is $24,862,145, for 1903 $35,280,549, and for 1899 $27,127,113.

In breadstuffs Canada has exported during the present year oatmeal to the value ol $756,687 as compared with $538,149 in 1903, and $396,568 in 1899. Oatmeal exports for 1904 are distributed as follows: Great Britain $644,219, United States $1,529, other countries $110,939. Wheat flour exports in 1904 have amounted to $6,131,015, in 1903 they were $4,700,651, and in 1899 $3,145,874. Exports for 1904 are as follows: Great Britain $3,568,430, United States $165,851, Australia $45,893, British West Indies $204,201, Newfoundland $930,921, other countries $1,215,719. Exports of other breadstuffs for 1904 are $488,618, and for 1903 $337,845.

In comparison with exports, Canada's imports of breadstuffs represent a very small item. Total importations of Indian corn, wheat flour, beans, oats, peas, rye, wheat, etc., in 1904, were $7,014,488, in 190 $10,345,196, in 1899 $16,914,441—a steadily decreasing quantity as the enormous grain growing areas of Canada are more and more being brought under cultivation.

"Wee McGregor"
The Ideal Breakfast Food
Write for samples and particulars
SOLE PROPRIETORS:
The F. J. Castle Co., Limited, WHOLESALE GROCERS
OTTAWA, ——— CANADA.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Shredded Wheat
...AND...
TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2 75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

Choicest Canadian Cereals

We are Manufacturers and Exporters of high-quality Cereals made from Canada's best grain.

Flaked Oats *Flaked Wheat* *Pot Barley*
Rolled Oats *Corn Meal* *All Kinds of Feed, Etc.*

Ours is the PAN-DRIED IMPROVED PROCESS, and our millers are thoroughly experienced, picked men. Everything contributes to make our brands A No. 1. and we guarantee satisfaction.

CORRESPONDENCE SOLICITED.

Parkinson Cereal Co., :: Thornbury, Ontario, Canada.

Buyers of BEST GRANULATED DOUBLE KILN-DRIED
CORNMEAL

Write us for samples and prices. Our "SUNRISE" grade fears no competitor.

THE CANADA FLOUR MILLS CO., LIMITED, CHATHAM, ONT.

(In writing, please mention THE CANADIAN GROCER.)

P. McINTOSH & SON'S NEW MILLS

THE firm of P. McIntosh & Son, millers, etc., Toronto, whose premises were destroyed by fire on July 10, 1902, have just completed the erection of their new plant in North Toronto, and are once more able to look after the wants of their many customers, extending from the Atlantic to the Pacific, in some thirty odd cereal products, including their well-known "Swiss Food," "Rolled Oats," "Beaver Oats," and "Aunt Sally's Pancake Flour."

The main part of the new plant, as shown in the accompanying illustration, is the building formerly owned by the Ireland National Food Co. This building is five stories high and built of solid brick. The old basement floor has been replaced by a cement pavement with pillows resting on blocks of concrete, thus making the basement free from dampness and the inroads of certain insects and animals that are prone to meddle with the grain.

Alongside this building has been erected a grain elevator one hundred and twenty-five feet in height, and a warehouse of two flats with 12,000 feet of floor space. The warehouse will be used for storing "Swiss Food" alone. Both elevator and warehouse are covered with metal sheeting, thus making the whole plant practically fire-proof.

One of the most interesting things in connection with the new mills is that during the process of manufacture the grain is not touched by human hands from the time it leaves storage until it is packed in barrels, packages and bags as prepared foods. All transportation from hopper to machine and from machine to kiln is by means of covered chutes and carriers worked on the water-wheel principle, only instead of the buckets being placed on a wheel they are fastened to an endless rubber belt. A distinct novelty has been installed in the way of special dust-gathering machines which gather up every bit of chaff or dust so that the interior is entirely free from the coating of dust, etc., that one is accustomed to see in flour mills.

All grain shipped to this firm comes by rail; a switch from the main line of the C. P. R. brings the cars alongside a large grain chute leading to the "pit" of the mill. The grain is unloaded by means of an automatic engine and hardwood shovels, at the rate of one car every twenty minutes. From the pit of the mill grain is lifted by automatic buckets to a height of one hundred and twenty-five feet, where it is dumped into a large hopper, with capacity of 2,000 bushels, and weighed. The next stage in the journey is through covered chutes into storage bins, of which there are 12 in the McIntosh mills, each holding 5,000 bushels.

In the process of manufacturing "Rolled Oats," after passing through a series of graduated separators

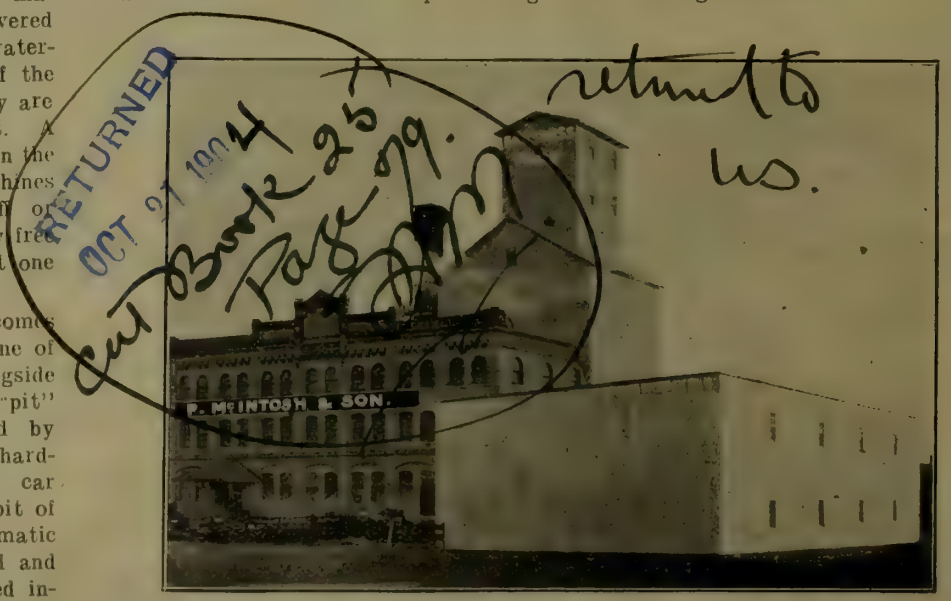
Mr. R. K. McIntosh, of P. McIntosh & Son, Toronto.

the grain goes to the clipper, which cuts off the tails of the oat kernel. The grain is next steamed in a kiln 9 feet in diameter with moving shelves and individual boilers, which produce a constant temperature of one hundred and fifty degrees. Every other shelf has a raised edge to hold the grain while the others are open so that the grain with the aid of an automatic rake is kept moving from shelf to shelf until it reaches the bottom.

After leaving the kiln the grain passes between two swiftly moving emery wheels which remove the outside hulls. This process is repeated again and again and finally the grain from which the shells cannot be removed is forwarded to be used in the manufacture of horse feed; the rest goes to the roaster and flaking machine, and finally to the packing rooms.

P. McIntosh & Co. claim they will shortly be able to handle grain at the rate of 3,000 bushels per hour. Their output per day will also include 15 tons of horsefeed and 40 tons of ground feed, the manufacture of which will require no less than 1,200 tons of hay and 500 tons of straw monthly, not to mention other ingredients. The mills will be equipped with a 300 incandescent light dynamo, thus furnishing the firm a complete Trivote electric lighting system.

Among other appointments may be mentioned the handsome new offices of McIntosh & Son, situated conveniently near the mills and railroad at 109 and 111 Cottingham street. The exterior is red pressed brick, with effective corner turret in stone. The interior is finished in panelled oak wainscoting with maroon burlap and ceiling in old ivory, mahogany doors, etc. There are commodious private offices for Mr. McIntosh, an up-to-date vault, and spacious waiting and mailing rooms and cloak rooms, all furnished in the most sumptuous fashion. In their new home this enterprising Canadian firm must be placed in the very front rank of modern flour milling industries.



New Mills of P. McIntosh & Son, Toronto.

A Merchant in Maine, U.S.A.

placed a trial order in June for

RED ROSE TEA

Last month he wrote :

> "Please ship at once two more cases RED ROSE TEA, one Blue Label and one Bronze Label. I cannot wait for your traveller, and there is no other tea that will take its place. It can't be beat."

This is a pretty strong letter to receive from a merchant who is a complete stranger, and had to be urged pretty strongly to try the first lot.

He had on his shelves several other package teas which were selling very slowly, and he was afraid that RED ROSE would only be another one of the same kind.

The statement in his letter, " No other tea can take its place," goes to show the hold RED ROSE TEA gets on the consumer.

Canadians appreciate good tea much more quickly than our American cousins, and if you will order a case of

RED ROSE TEA

and introduce it to your customers, I believe you will meet with even greater success than the merchant I have quoted.

Isn't it worth trying ?

T. H. ESTABROOKS

ST. JOHN :: TORONTO :: WINNIPEG

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE
Approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Good Things

Are coming along all the time.

Favored districts of the world are being continually exploited for the best things in Coffee.

New ventures and experiments in the Coffee belts must be watched with unflagging zeal by the interested ones.

There is no halt. The BEST Good Things must ever be an unmistakable feature of

Wood's Coffees

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St. MONTREAL

DWIGHT'S BAKING SODA

This fact deserves emphasis—that

"Cow Brand Baking Soda"

has been on the market for fifty years, and is now used in millions of homes, all over America.

Never any risk and never any guesswork.

SOLD ONLY IN PACKAGES.

JOHN DWIGHT & CO., Manufacturers

Matchless for quality, therefore readily sold.

IVORINE
Cold Water
STARCH

Pays you 60%. Cases 40 pkgs, $2.50.
YOUR JOBBER SUPPLIES IT

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

BUILDING A NEW INDUSTRY

BRITISH COLUMBIA'S FRUIT GROWING AREAS—PRESENT AND FUTURE

By Geo. S. B. Perry

WIDELY scattered as the farthest confines of the largest province in the Dominion will permit, are the fruit-growing districts of British Columbia; as widely diversified as the climatic conditions which prevail in the province are the varieties of fruit and the conditions under which they are grown. But in every locality the prevailing mildness of the climate, which is characteristic of Southern and Central British Columbia, widely as it varies in conditions, is extremely favorable to the successful production of the finest quality of all sorts of fruit which can be grown in our latitudes.

The Fruit-Growing Districts.

and by that is meant the areas where the surface of the country permits of husbandry, and in which that industry has been to some extent carried on, may be roughly divided into the coast and interior sections. The coast section again sub-divides naturally into Vancouver Island and adjacent islands, and the lower mainland from North Bend on the main line of the Canadian Pacific Railway to the salt waters of the Gulf of Georgia.

The interior district may be subdivided somewhat as follows: (a) From North Bend to Kamloops, including Lytton, Ashcroft and Spence's Bridge, and familiarly known as "the dry belt"; (b) Salmon Arm to Enderby and Armstrong, and roughly speaking including the valley of the Spallumcheen River and the Shuswap Lakes and lake expansions, in which district the characteristic feature is the prevalence of sufficient rainfall to supply natural moisture, a distinctive feature of this district; (c) the Okanagan district, from Vernon south to the international boundary and including the valley of the Okanagan Lake and other valleys transversely intersecting it. In this district the natural conditions in nearly every instance require that irrigation must b resorted to, and the surrounding ranges of hills and mountains provide with their many streams a very gene source of supply. The land laws of the province decree that a supply of one "miner's inch" to the acre from contiguous streams goes with the land as an inalienable right. (d) The boundary district where, though a limited area, near the City of Grand Forks, there a prosperous fruit-growing industry; (c) Southern Kootenay, including Nelson, Robson, and the district along the Kootenay Lake.

In addition to the districts thus outlined there are many areas still awaiting cultivation which will some day in the near future be producing many thousands of tons of fruit from their still unproductive acres. These available districts are roughly described as follows: 1, the Similkameen district, including the valleys of the Similkameen and Nicola north from the international boundary to Spence's Bridge on the main line of the C. P. R., and east of the Hope Mountains, the range which forms the dividing line from the coast district, and hitherto forms the unsurmounted barrier cutting off one of the most magnificently dowered districts in the province from communication with the other parts; 2, Southeast Kootenay, east of the Kootenay Lake and lake expansions of the Kootenay River from the international boundary north to the line of the Crow's Nest Pass Railway, and including in what is described as the Fort Steele district the towns of Fort Steele and Cranbrook. In this district there is a beginning of the fruit industry, but not yet on a commercial basis. 3, the Columbia River, including the upper Columbia Valley in Northeast Kootenay to the Big Bend, and thence south by the Arrow Lakes to the international boundary, this latter portion intersecting at Robson, the South Kootenay district listed above as being in the class of partially developed fruit areas. 4, Ashcroft to Barkerville in the Cariboo district.

In nearly all of these districts classed as undeveloped the transportation problem has yet to be solved, and until it is there can be little expectation of an influx of population to bring out the producing capacity of the country until means, both of access and of shipping produce, are provided. In the Cariboo district it would not be possible to grow peaches, and some other fruits such as are freely grown in the Okanagan and will be as freely grown some day in the Similkameen, but there is a big field for the growing of hardier northern apples, to which the country is well suited.

The Fruit-Growing Industry at Present.

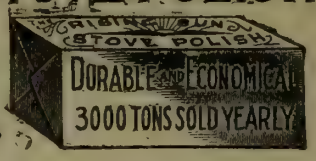
What has so far been accomplished in the districts where some attention is paid to fruit-growing, and what these districts are adapted to and capable of producing, may be briefly referred to.

On Vancouver Island there has been some attempt at fruit-growing on the west coast from Clayoquot south to Victoria City, and on the east coast from Victoria north to Comox, but with the exception of the older settled districts close to Victoria the industry has not been put on a commercial basis. In the immediate vicinity of the City of Victoria not a few enterprising individuals have made a splendid showing, and the product from their orchards and plantations goes on the market in shape to compete with the finest packed fruit from any part of the world. It is a thorough orchard district and all kinds of northern fruits are grown of excellent quality, of the varieties adapted to the locality. One or two varieties of cherries seem to be peculiarly well suited to the Victoria district soil and climate. Duncans and Nanaimo districts further up the island grow fine fruit too, but there is a lack of the organization necessary to put the industry on a commercial footing, when there will disappear the present complaint that the crop of cherries cannot find a market. Comox, the town near Union Bay, which is the centre of the Cumberland district, the furthest settlement north on the island, has a home market in the coal mines for all its produce, and its distance from and lack of direct transportation to the railway hinders the advance of the fruit industry.

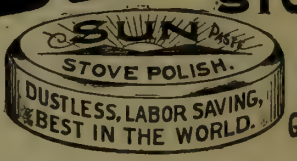
The Gulf Islands, close to the south and southeastern shore of Vancouver Island, are well suited to many varieties of fruit, both small fruits and many kinds of apples. On Salt Spring Island, which is the largest, there is a considerable settlement and many prosperous ranchers are resident there who have good orchards and plantations. Strawberries grow profusely here, as indeed they do everywhere in the province. There are still, however, many opportunities for fruit raising on the small islands, many of which have from one to half a dozen settlers on, who have easy access by water to the markets at Victoria and Vancouver.

The lower mainland, beginning with the Delta Lands and Islands at the mouth of the Fraser River, grow a good deal of fruit, such as plums, prunes, pears, apples and small fruits, but the conditions of soil and climate are more suitable for the dairying and stock in-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



and SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

dustries, which are given chief attention, along with general agriculture and that of growing vegetables for Vancouver market.

The higher lands of the lower mainland in the district between Burrard Inlet and the Fraser River, and on the north shore of Burrard Inlet from Port Moody westward, are especially well adapted for fruit-growing, but the expense of clearing land has hitherto made the first cost so great that until recently advancement has been slow. Now there is a rapid movement forward, and as nearly all the settled land is in what is known as "small holdings" of from 2 to 20 acres, and in most cases nearer the latter than the former, it is astonishing the change which a few years has wrought. Many small orchards are quickly coming into bearing in the district, while the remaining land is being cleared off and homes built up with marvellous speed. This will undoubtedly be one of the most populous horticultural areas in Canada, its closeness to market at Vancouver and New Westminster making it particularly attractive. Small fruits have been very largely grown and shipped from the district which is known as Central Park, and the larger fruits are beginning to reach the market as the orchards come into bearing.

Up the Fraser Valley, to Chilliwack from the Delta section of the river, there are numerous small settlements, some of which produce a good deal of fruit. The Chilliwack district, which is the largest settlement, is essentially a dairying district, and a great deal of attention has been paid to that industry. A good deal of attention has, however, been paid to fruit, and small fruits are abundantly produced and shipped. The district also grows large quantities of prunes and some varieties of apples. Cherries have been a big success, as the market price of this fruit is always high.

At Agassiz, further east than Chilliwack, is located in a lovely district the Dominion Government Experimental Farm for British Columbia, under the direction of Mr. Thos. A. Sharpe. This district is perhaps the furthest east in the coast district proper, where there is any development of the fruit-growing industry, the municipality of Kent being a very prosperous community.

The dry belt of the interior district includes Lytton, Spence's Bridge, Ashcroft and Kamloops, all on the main line of the C. P. R. Where there is sufficient water to sustain the orchards all sorts of northern fruits are brought to the highest state of perfection. There is a good deal yet to be done in the way of filling up the district, and in some cases there will yet have to be plans carried out for irrigation, in which the Provincial Government will in all probability bear the burden of the initial cost.

In the Shuswap and Spallumcheen valleys, Salmon Arm, Enderby and Armstrong are prosperous centres of settlement, and large advances have been made in production as well as in the marketing of fruit. The industry has been given increasing attention every year, and already reaches a stage of considerable commercial importance. Armstrong and Enderby are sometimes classed with the Okanagan district for the reason that the line of railway serving the latter which runs from Sicamous Junction on the C. P. R. to Okanagan Lake passes through Enderby and Armstrong. These settlements are, however, from a fruit-grower's point of view, properly classified with Salmon Arm, as they are actually in the same valley and affected by the same climatic conditions, although there is less need of irrigation than in the Okanagan proper, the annual rainfall as a rule being sufficient for the needs of agriculture.

The Okanagan District.

In the Okanagan district, from Vernon south along the shores of the lake, and in the valleys tributary to the Okanagan Valley, irrigation prevails where fruit culture has been given attention. Throughout this district the conditions are most suitable for peach-growing. At Peachland and Summerland a substantial start has been made, and these settlements have amply demonstrated that the peach is a commercial proposition in the fruit industry of the Okanagan. Other parts of the district further south are, perhaps, even better adapted for raising this fruit, but little if any progress has been made as yet in growing the fruit or setting out orchards. In the Vernon, Kelowna, and other portions of the valley where the industry has been developed, more attention has been paid to apples, plums, pears, cherries, small fruits, etc., than to peaches. Nowhere in the province has there been greater progress than in the Okanagan district generally, along two lines, in the development of the fruit industry. These are the settlement of the district and the attention paid to shipping fruit on a commercial basis. In both ways success has attended all the efforts of those interested in developing the Okanagan.

Grand Forks, in the boundary district, has made good progress in developing fruit-raising. The area available is not large but well adapted for all varieties. There is ample market for all the production on the account of the multiplicity of mining towns and camps of importance in the district, where the demand will for many a day absorb all production.

At Nelson, Robson and elsewhere in Southern Kootenay, where attention has been paid to the fruit-growing industry, there has as yet been only just enough progress to show what the district is capable of. Along the shores of Kootenay Lake are many acres of considerable extent where fruit can be raised, and many settlers have already secured holdings and made a beginning in the industry. At Nelson an annual exhibition is

DEALERS
IN
Paper Bags
Twine
Fish Lines
Fish Hooks
Wrapping Paper
Writing Paper
Ink
Mucilage
Scribbling,
Exercise and
Account Books
Pens
Slates
Pencils
Erasers
Etc., etc.

WHOLESALE AGENTS FOR SALADA TEA

"One of the Best Houses to deal with,"

Said one of Ottawa's leading Retail Grocers recently, speaking of

PROVOST & ALLARD

WHOLESALE GROCERS

15 York and 22-24 Clarence Streets
OTTAWA, ONT.

Phone 3

Special prompt attention given to Mail Orders.

IMPORTERS
OF
Perfumes
Toilet Soaps
Combs
Hair Pins
Purses
Pipes
Tobacco Pouches
Pins
Needles
Thread
Boot Laces
Clothes Brushes
Tooth Brushes
Hair Brushes
Patent Medicines
Etc., etc.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

MACLAREN'S IMPERIAL CHEESE
The CHEESE Imperial
MacLaren's Imperial Cheese stands supreme and unequalled among the cheese of this or any other country. It has a delicious flavor differing from that of all other cheese and three times the nutritive value of ordinary cheese.
MacLaren's Imperial Cheese is sold in opal jars at all grocers — prices from 10 cents up. It never becomes hard or dry. Can be served in many delicious forms not possible with ordinary cheese.
How to get Imperial Silverware
In each jar of Imperial Cheese will be found a coupon, four of which entitle the purchaser to a beautiful cheese knife or handsome silver holder at about one-third the value of the ware. The coupon reproduced below will count as three coupons from the jars. One coupon from a jar with the coupon below entitles you to the silverware for the amount stated. Cut it out and save it.
A. F. MacLAREN IMPERIAL CHEESE CO., Ltd.
Toronto, Can.
THIS IS OUR OFFER
SAVE THIS COUPON
ONE IN EVERY JAR.
SAVE THIS COUPON
SEE OTHER SIDE
SEE OUR OFFER ON OTHER SIDE

Our Advs. Help Sales.

There are several reasons why you should push

MacLaren's Imperial Cheese

One is because it is the highest grade cheese on the market. Another is because we assist you by strong advertisements such as that here shown. You can sell MacLaren's Imperial with little or no trouble.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
51 Colborne St., TORONTO, ONT.

carried on, and the quantity and quality of fruit is surprising, to those who have been accustomed to look on the Kootenay as a strictly mining district.

Fruit Output of British Columbia.

Briefly the volume of fruit marketed from British Columbia may be indicated by the following figures: In 1902 the C.P.R. carried 1,469 tons, and the Dominion Express Co. 487 tons; in 1903 the C.P.R. carried 1,987 1-2 tons, and the Dominion Express Co. 676 tons; an increase of 518 1-2 tons and 189 tons respectively, or a total increase by the two carriers of 707 1-2 tons. This year conservative estimates place the increased export at 15 to 20 per cent. over that of 1903. The large amount of home consumption not handled by the railway and express companies is, of course, additional.

Fruit-growing is constantly increasing in the amount of attention being paid to it, and it may become the largest industry of the province. The lumbering, fishery and mining industries may decrease by reason of the natural resources becoming exhausted, but husbandry is bound to increase, for nature always kind and indulgent, is here most lavish in her rewards to the husbandman.

Government Inspections.

While nature has done much in soil and climate to adapt the Province of British Columbia for fruit-growing and other branches of horticulture, there is now a steady forward movement in the direction of making the industry not only successful from the scientific and practical side of producing, but from the commercial side. Much has been done in the way of organization, while there is still plenty of room for progress. The inspection of fruit from the commercial aspect is more particularly the care of the Dominion Government, under the

THE DAVIDSON & HAY LIMITED

Wholesale Grocers,

TORONTO, ONT.

Fruit Marks Act; this inspection is by no means a policing of the industry to catch wrong-doers, though there is a strict watch kept for infractions of the regulations. It rather aims to be educative in its tendency. In order to bring up the standard of fruit and fruit packages, so that the grower will realize the highest price for his product, it is necessary, not only to impress upon him that it is against the law to neglect certain rules and observances, but that neglect of them causes direct loss in money realized from the crop.

The Provincial Government has in charge the protection of fruit from the inroads of fruit pests and diseases. The transportation problems too have been given a great deal of attention by the Provincial Department of Agriculture. It may be well to say that the officers of the Dominion and Provincial departments are working in harmony for the common object, the advancement and upbuilding of the industry. The Board of Horticulture is a Provincial Government institution, comprising the officials of the department, interested in the fruit industry. This body has the formulation of regulations for the care of trees and fruit, as well as for the inspecting of importations of fresh fruit and trees which might bring in pests and diseases.

A very important and well-organized body is the Fruit-Growers' Association, which while not official under the province, is endorsed and recognized by the Provincial Government. It is composed of leading fruit-growers and the Government aids its work by an annual grant. Its recommendations are also taken into consideration by the Board of Horticulture and the Department of Agriculture.

Requirements of the Industry.

What the fruit-growing industry wants now is better rates and facilities for transportation, ventilated cars to carry the fruit to market, and other improvements if fruit-growing is to become as important a commercial factor as it is capable of becoming. In British Columbia apples are quite equal if not superior in size and color to Ontario stock while in texture and flavor they are far superior to fruit coming from the south. A realization of the immense possibilities of the industry is just dawning on the majority of people in British Columbia. The Northwest market has been captured, that of Manitoba also is open to the products of this province. All that is necessary to hold what we have, is to send good fruit properly packed and graded and put up in neat packages and British Columbia may plant fruit trees as fast as she likes, and will probably never catch up to the vast demand market of the Canadian Northwest.

The difference between British Columbia and eastern Canada has been aptly described by one gentleman prominently connected with the industry. Under the present efforts of the Dominion Department of Agriculture the aim in British Columbia is to build an industry on a stable foundation. In the east it is to resurrect and reorganize an industry which has largely fallen into decay. In that way the work accomplished under the fruit inspection is greater than in the east. The idea is not to use severity in the enforcement of the Act, but that the work shall be largely educative. It would be useless to put on a large force of inspectors to go into every orchard and see that each grower is grading and packing his fruit properly and putting it into proper packages correctly marked. Education will teach the growers that on the trees is where a great deal of grading and selecting can be done, and that by use of spraying and by thinning out the heavily fruited branches, better samples and results can be secured.

Upton's Orange Marmalade

Jams and Jellies

are a pure fruit natural flavor product. This is One of the reasons why they are popular.

BLANCO-CERO

The Up-to-Date Ready-to-Serve **CEREAL FOOD**

Cases 36 1-lb. packages - - - - - $4.50, 10 per cent. per case

F. O. B. MONTREAL, NET 30 DAYS OR 1 PER CENT. 10 DAYS.

Five case lots and over, freight prepaid to any Railway Station in Quebec and Ontario.

Sole Agents in Canada:

HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

OVER A CARLOAD A MONTH

RETURNED of OCT 21 1904 Cut Book Page 16 RETURNED OCT 21 1904 RETURNED OCT 21 1904 RETURNED OCT 21 1904 RETURNED OCT 21 1904

HEINZ 57 Varieties

Sole Agents in Eastern Canada: ***HUDON, HEBERT & CIE.***

Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

Business Changes

ONTARIO.

R. S. DUNLOP, grocer, Chatham, has assigned to G. W. Sulman; meeting of creditors announced for Oct. 20.

Frank Tanner, general merchant, Vars, has succeeded W. G. Visser.

Arthur H. King, grocer, Stratford, has sold out to Oman & Mallion.

George Savage, grocer, painter, etc., Toronto, has sold out to James Watt.

The Hamilton Biscuit & Confectionery Co., Hamilton, has been damaged by fire.

Wakeling Bros., general merchants, Straffordville, have sold out to H. M. Durkee.

Mills, Stanley & Co.'s departmental store, Hamilton, has been damaged by fire; loss partially covered by insurance.

The London branch of the Battle Creek Sanitarium Health Food Co , Toronto and London, has been burnt out; partially insured.

QUEBEC.

The assets of Ignace Marquis, general merchant, Sayabec, have been sold.

The assets of Alex. Dallaire, general merchant, Tremblay, have been sold.

The assets of A. N. Laurin, grocer, St. James street, Montreal, have been sold.

The assets of M. S. Ouellet & Co., general merchants, Beausejour, have been sold.

Amanda Cote has registered proprietress under the style of J. P. Guay, grocer, Quebec.

V. E. Paradis has been appointed curator to P. E. Poirier, general merchant, Fraserville.

A meeting of the creditors of Daoust & Frere, grocers, Montreal was announced for Oct. 13.

Amelia Lafortune has registered under the style of G. Lafortune & Co., produce dealers, Montreal.

Alex. Desmarteau has been appointed curator to Alphonse Charlebois, general merchant, Boucherville.

The stock of Miller & Gagnon, grocers, Quebec, has been damaged by smoke and water; loss covered by insurance.

The assets of A. C. Dionne & Co., grocers and hardware dealers, Montreal, were advertised to be sold Oct. 19th.

J. A. Ottis, general merchant, Ste. Felicite, has assigned, and V. E. Paradis appointed provisional guardian; meeting to appoint curator called for Oct. 27.

The store premises and stock of George St. Pierre & Co., wholesale liquor and provision dealers, etc., Fraserville, has been partially destroyed by fire.

Zoel A. Lambert and Adelard Cardinal have registered as general partner and special partner respectively, under the style of Z. A. Lambert & Cie., grocers and liquor dealers, Montreal.

NEW BRUNSWICK.

John S. Trites, general merchant, Lewisville, is dead.

Walter Gilbert, grocer, Chatham, has sold out to V. A. Danville.

George W. Carleton, grocer, Sussex, has admitted Herbert McArthur as partner; the firm continues under the style of Carleton & McArthur.

NOVA SCOTIA.

Michael A. Holland, grocer, liquor dealer, etc., Louisburg, has been burned out; total loss $1,400.

A meeting of the creditors of A. R. Nickerson, general merchant, Woods Harbor, was advertised for Oct. 25.

O. C. Giffin & Son, fruit and confectionery dealers, Go,dboro, made an assignment Sept. 29, 1904, of all real and personal property for benefit of creditors.

MANITOBA AND N.W.T.

R. M. Lyons & Co., grocers, Winnipeg, have sold out.

The Balgonie Milling Co., Ba'gonie, has been incorporated.

G. M. Miller, tobacconist, Winnipeg, has suffered loss by fire.

Wm. A. Dixon, cigar manufacturer, Winnipeg, has suffered loss by fire.

Miller & Maguire, general merchants, Edmonton, have dissolved partnership.

Beamolt & Ryan, general merchants, Carman, are opening a branch at Prince Albert.

J. F. Fumerton & Co., general merchants, Glenboro, have advertised their business for sale.

W. & E. B. McRory, general merchants, Souris, have been succeeded by McRory & McCosh.

H. H. Hayward (estate), general merchant, Fort Qu' Appelle, has sold out to Becker & Kalbfleisch.

George Mickleborough, general merchant, Regina, has sold his Lumsden branch to H. T. Baker.

A new firm has been formed consisting of John L. Coffee, A. R. Hargraft and W. G. Gooderham, known as Coffee, Hargraft & Co., grain merchants, Winnipeg.

BRITISH COLUMBIA.

J. B. Smith & Co., general merchants, New Denver, are offering to compromise.

HINTS TO BUYERS.

The "Newire" corkscrew sold by the Eby-Blain Co., Toronto, is one of the most profitable quick selling 5c articles on the market.

The F. J. Castle Co., Ottawa, reports the arrival this week of a carload of 1904 California prunes, "Carnation" brand, all sizes. Also Trenor "Egal" fine off-stalk Valencias.

The Eby-Blain Co., Toronto, have a car of "Challenge" brand new Santa Clara prunes arriving early next week, and are quoting interesting prices on all sizes.

The sales of Shinola shoe polish, the dressing of the age, are reported as past all expectations with the F. J. Castle Co., Ottawa. The splendid lambskin polishers and daubers and brass scoops are decidedly valuable to the grocer.

Provost & Allard, Ottawa, advise receipt of F. R. Lalor pack fruits and vegetables in carload lots, and all orders promptly filled.

The F. J. Castle Co., Ottawa, are offering good value in high-grade Japan tea in 30 lb. packages, excellent draw and value.

A specialty with Provost & Allard, Ottawa, is the prize-winning Canadian cheese, "Waba" twins.

Attention of buyers is called by Laporte, Martin & Cie., Montreal, to Ph. Richard's brandies, Mitchell's Scotch and Irish whiskies, and Pollen & Zoon's gin, for which they are Canadian agents.

"Bon Ami," the wonderful cleaner advertised by Messrs. Hudon, Hebert & Cie., is rapidly winning a reputation for itself. It's work is reported as unsurpassed for perfection and merit.

Laporte, Martin & Cie., Montreal, call attention of the trade to special values in Japan and Ceylon green teas. Their established brands, "Duchess" and "Lady," are two leaders.

Among special lines controlled by Hudon, Hebert & Cie., Montreal, are Blanke's "Faust" brand coffee, Heinz pickles, "Blanco Cero" (cereal breakfast food), and "Blue Cross" teas. These are all in the front rank.

Blandy Bros. Madeira and Malaga wines are being advertised by Laporte, Martin & Cie., Montreal, who are the Canadian agents of this firm.

Galliardi & Co. (Nice) pure olive oil in quart, ½ gallon and 4 gallon tins, with tap, is a leader with Provost & Allard, Ottawa.

McWilliam & Everist, Toronto, are expecting the arrival of 600 kegs of Almeria grapes and 400 large cases of Spanish onions.

1842 NO DAMAGED GOODS 1904

ALL FRESH GOODS ARRIVING

OUR AGENCIES:

BOULESTIN & CIE., Cognac.
Finest Brandies Imported in Canada.

GONZALEZ, STAUB & CIE, Cognac.
Fine Brandies.

C. DERVOS & CIE., Cognac.
Good Brandies.

J. PRUNIER & CIE., Cognac.
Good Brandies.

V. PINOT & CIE., Cognac.
Good Quality of Brandies.

M. DURAND & CIE., Cognac.
Good Quality of Brandies.

JAMES AINSLIE & CO., Leith.
Scotch Whiskies (Purveyors Royal Navy).

J. J. DEUMAN (Big Ben), Glasgow.
(Big Ben is 10 years old) Supplied House Commons.

JAMES McNEIL, Leith.
Nice Scotch Whisky.

SOURCES SAINT-LOUIS, Vichy-St. Yorre, France.
"Red Clover Leaf," the Best of Vichy Basin.

MANUEL GAMBOA RAMIREZ, Jerez de la Frontera, Spain.
Fine, Sweet, Pale and Dry Sherries, "Muscatels & Malagas."

COLD & CO., London, Eng.
Old Tom and Dry Gin, Ginger Wine and Bitters.

DUBONNET & FILS, Paris, France.
Fine Tonic and Appetizing Wine.

AUDINET & BUHAN, Bordeaux, France.
Clarets, Sauternes, Graves.

THE WILLIAMS BROS. CO., Detroit, U.S.A.
Manufacturers of Choice Table Delicacies, Pickles, Jams, Catsup, Mustard, Relishes, Etc., Etc.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Dried Fruits, Teas, Coffees, Wines and Liquors,

21 and 23 St. Antoine Street, Montreal

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

Do a Cash Business

Do a cash trade; it costs three per cent. to do it by giving solid oak rocking chairs or imitation mahogany, oak or golden oak rockers with arms; seats made of cobbler leather, flat material, cane, or of three-ply mahogany finish. These are up-to-date and well finished chairs. Also card tables, 24 x 24 inches square, oak, solid or imitation mahogany, or golden oak finish. These pieces of furniture will draw you a large cash trade. Leading merchants over Canada are using Furniture to draw a cash trade at the present time. Goods shipped direct from the factory.

These lines are proving to be appreciated by those that receive them as a premium for their cash trade. They are not plated ware; they never need re-plating. To secure these lines in your own town or city and control them in future address

J. UNDERHILL

London, Ont.

P.S.—Catalogues showing cuts of Furniture and giving prices and terms sent on application.

Oriental and Forest City Extracts...

The Best at any Price

These extracts are not equalled anywhere for purity, strength and fine flavor---have been the standard extracts in Canada for years.

Thousands of families use them and cannot be induced to use any others.

Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase.

Our stock is now complete, and you should order early for the 'Xmas trade and make sure of getting prompt shipment.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

If, indeed, it be true that "An honest tale speeds best being plainly told" then the following bit of "Pure Candor" should make a rapid impression.

No mystery surrounds the instant and universal acceptance by critical connoisseurs of "SALADA" Natural Green Tea of Ceylon wherever it has been offered.

Here is its simple story in a nutshell.
In it we offer an actually pure, untampered with Natural Green Tea of exquisite flavor, and unadulterated strength, that renders it more economical and healthful in use than the Japan Teas it is so rapidly displacing all over the Continent. It is of a light color in infusion, with a peculiarly delicate taste and "bouquet."

The rapidly growing list of enterprising dealers all over the land who are now handling "SALADA" Green Tea is evidence that they recognize as inevitable its dominating influence over the Japan Tea sales of the future, and they do not propose being left behind in catering to the public demand for something so infinitely better than the old-time Japans that they have hitherto been.

We pack and sell "Salada" Natural Green Teas in sealed packets only —same form style and prices as the celebrated Black and Mixed Teas of "Salada" brand.

Correspondence solicited.

Samples Cheerfully Furnished

Address "SALADA" Toronto and Montreal

IN 1898 the first natural Green Teas made in Ceylon, were for the "SALADA" Company. The total exports to America in 1900 were less than one million pounds.
Last year the exports into America were over 16,000,000 pounds.

What Does This Convey?

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Oct. 20, 1904.

Groceries.

LIVELINESS marks the grocery business everywhere just now. The height of the Autumn trade is in progress. Collections have improved. Abundant quantities of stock are being sent out daily all over the country. Prices are firm in general lines. The striking feature of the week is the decline in sugar of 10c. This, it will be remembered, was anticipated owing to the decline which took place in New York last week. The drop of 10c will bring granulated down to $4.45 per barrel and so on through the list. Country produce of all descriptions hold their firmness and provisions and eggs, notably, are strong with a tendency towards the advance. Molasses is unchanged, but there seems to be an increased demand for Barbadoes and offers of 28c are common in the market. Pure lard has maintained its advance last week, and there is a good demand. The demand for new crop canned goods has increased and corn and tomatoes are still very high. In spices all kinds are firm, with a decided tendency to the advance which was indicated during the past two weeks. The tea market seems absolutely dead. Quotations are interesting, but from the Old Country there seems to be a feeling of an over supply of tea of very poor quality. Deliveries, however, are considered satisfactory, both for home consumption and export, notwithstanding these conditions. Late mail advices from London say that the disturbing effects of the increased duty are now being seriously felt by producers of tea and they are already paying a considerable percentage of it. The season's average price to date from every separate district in India, as well as Ceylon, is appreciably below last year. The dried fruit markets have presented a brisker appearance during the week, and all descriptions have been moving with more freedom. The demand for currants continues to increase in volume. New figs are noticed in advance express shipments. The green fruit market is extremely quiet. There seems to be an over supply of Canadian grapes on the market and there is little demand for these goods, in fact they are selling for 12½c to 15c, which is less than they can be bought for in the west. In fish there is a steady demand for oysters and haddock, and cod are almost unobtainable, there having been an advance of 100 per cent. on the price, both locally and in Boston. Coffee still remains an interesting product and is firm.

SUGAR.

Sugar declined 10c in sympathy with the decline of last week, which took place in New York. An easier feeling has been prevalent in the sugar situation, increasing in volume from day to day during the last week. In the London speculative market raw sugar declined 3d since the 5th of October, and options are now quoted at 11s. There has been no change in the market for raw cane centrifugal sugars, which are nominally quoted at 12s 3d, and Muscovado at 11s. It is officially reported that the French fabricants are disappointed with the sugar crop, especially in the light soils, and are buying considerably, while German consumers entered the market and made the refiners repurchase their old contracts there. With the big increase in German consumption the home trade has become a more important factor and the same may be said of France. The report goes on to say that unless they have an exceptionally favorable October they will have for the present probably a greater deficiency in Europe than the increase in cane, and without a reduction in consumption there would hardly be a fair working stock left over; therefore speculators consider it safe to hold for full prices. Locally the grocery market has been quiet, partly from the extreme firmness of holders, partly from the disinclination of the trade to pay the prices asked. The tone of the market remains steady, in spite of the easiness of the general situation and the modified cable advices on raw beet sugar, as well as the inactivity of the New York market. The volume of new business for the month, so far, has not been as large as that of last month at the same period, but considering the general condition of the market the demand has been fair for the season. We quote :

Granulated, bbls.	$4 55
" ½-bbls	4 70
" bags	4 45
Paris lump, boxes and bbls.	5 05
" " ½-boxes and ½-bbls	5 05
Extra ground, bbls.	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 20
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 35
Bright coffee	4 30
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 05
No. 1 " bbls.	3 95
No. 1 " bags	3 85
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES

A general quietness is noted in the molasses market and prices remain unchanged. There have been very few new arrivals in foreign molasses, and what have come in have been taken care of and marketed. Jobbers are busy, but the quantities exchanging hands are not large. We quote :

Barbadoes, in puncheons		0 28
" in barrels		0 30½
" in half-barrels		0 31½
New Orleans	0 22	0 35
Antigua		0 25
Porto Rico	0 45	0 48
Corn syrups, bbls.		0 02½
" ½-bbls.	0 02¼	0 03
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

Interest in coffee is still prominent, and the remarkable figures sent out from the countries of production should serve as a proof for almost any position. Take for instance the increase in the world's visibly supply, which amounts to 40,000 tons. In ordinary times and without any unusual reason this would look like a bad feature for prices. On closer examination and inquiry from the different sources of supply, it may be found that the increase is entirely due to the rate at which the Brazil crop is coming forward, yet in spite of that, and the fact that the stocks in Brazil are almost a record, there is no pressure from them to sell and prices are still kept at the high level they have been for some time. Another feature to account for the increase in stocks is that the deliveries are considerably behind those of last year, and certainly no one would suggest that the world's consumption is not only thoroughly maintained, but is increasing. There is some intelligence, therefore, in the report that dealers in the interior are holding off buying as long as they can with the hope of lower rates in the future. Supplies are noticeably smaller and Colombian coffee is noticeably dearer. Home trade kinds are selling steadily and rates are well maintained. We quote :

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

The advance in spices has been well maintained and there is a good demand generally. Black pepper is inclined to be quiet after the recent activity; quotations continue firm. There is a slight lull in the demand for white pepper, owing to the recent advances. Considerable inquiry has been noted for West Indian nutmegs, and a slight ad-

vance has taken place. Prices for spot and early shipment of Zanzibar cloves remain firm. Canary seed is quiet and rather less firm. We quote :

	Per lb.	
Peppers, black	0 20	0 22
" white	0 25	0 31
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

The tea market is in a bad shape. Very little is doing and the demand is slight. Dodwell & Co., Limited, report from Colombo considerable quantities of black tea having been brought forward and there was a good demand for medium to finest grades. Competition, which was keen, forced quotations to a higher level, extreme rates being realized for choice brands. Common descriptions were somewhat neglected, but rates on the whole showed a steady market. Dusts were distinctly dearer. The exports to the United Kingdon for one week in September were about two and a quarter million pounds. McMeeking & Co. report from London that there is a falling off of offerings of Indian tea at the public auctions in comparison with the same month of 1903. The imports were about 24,126,000 lbs., and the deliveries 12,959,000 lbs., leaving in stock 41,956,000 lbs. Production in India still shows a large increase over last year and should planters continue to manufacture in heavy volume inferior and undesirable teas like many of those recently received, there is much risk of quotations falling back to a very low level indeed. The shipments from Calcutta to the United Kingdom up to the end of last month show a large increase over last year, while the quantity put up for auction in London has been much under the previous year's total. This would prove that either more tea is passing direct from the import vessels into the distributor's hands, or that offerings later on must be on a relatively heavier scale. In Ceylons the shipments from Colombo to London showed a marked advance in volume, and may be expected to increase for some months to come, as many estates have reverted to the production of black tea, any access in which must come to Great Britain. An important and satisfactory feature in the market, however, is the continued good demand for the better class of medium and fine teas. This points to the conclusion that consumers are alive to the fact that good, and at the same time the most economical, tea can be obtained in the neighborhood of 35c a lb. The tea market is decidedly uninteresting to the jobber, owing to the quietness prevailing. We quote :

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Great interest is being taken in the maintenance of high prices in both corn and tomatoes, new crop. Canned salmon has called for a better inquiry, principally the Alaska grade. There is a tendency towards an advance. All reports from the French sardine fisheries are still anything but satisfactory, and as the fishing practically closes at the end of October there can be very little hope of an improvement in the position. Occasionally catches are made up to the middle of November, but these late fish are undesirable, the flesh being dry and lacking in flavor. Whatever the October results may be, it is certain that the larger sizes of tins will be in very short supply throughout the season. Anything like normal prices need not be expected. Canned meats are in good demand. In fruits the spot trade is quiet. Considerable trade is being done, however, for forward delivery, and prices are hardening based on the reports of probable short crops in certain varieties of fruit. We quote :

Fraser River salmon		5 75
Skeena "		5 65
River Inlet and Lowe Inlet salmon		5 35
Spring sockeye		5 00
Cohoes		4 00
Humpbacks		2 75
Tomatoes		1 25
Corn		1 20
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00½
Blueberries		1 10½
Raspberries		1 47½
Lawtonberries, 2s		1 57
Raspberries, black		1 42
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20½
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47
Cherries, red pitted, 2s		2 30½
Baked beans, 3s		1 03
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10½
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later :

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 35
Peas	$0 82 0 85
Fine French Peas	1 30
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	0 72½	
" Gal	2 50	
3-lb. squash	1 00	
2's Cherries, red, pitted	2 20	
2's " not pitted	1 75	
2's " black, pitted	2 20	
2's " black, not pitted	1 75	
2's " white, pitted	2 40	
2's " white, not pitted	2 00	
2's Currants, red, heavy syrup	1 57½	
2's " red, preserved	1 77½	
Gals. " red, standard	4 75	
Gals. " red, solid pack	7 00	
2's " black, heavy syrup	1 75	
2's " black, preserved	2 05	
Gals. " black, standard	5 00	
Gals. " black, solid pack	8 00	
2's Gooseberries, heavy syrup	1 62½	
2's " preserved	1 85	
Gals. " standard	7 25	
2's Lawtonberries, heavy syrup	1 57½	
2's " preserved	1 85	
Gals. " standard	4 97½	
2's Pineapple, sliced	2 25	
2's " grated	2 35	
3's " whole	2 50	
2's Plums, Damson, light syrup	1 00	
2's " " heavy syrup	1 30	
2½'s " " " "	1 57½	
3's " " " "	1 85	
Gals. " " standard	2 95	
2's " Lombard, light syrup	1 05	
2's " " heavy syrup	1 35	
2½'s " " " "	1 62½	
3's " " " "	1 90	
Gals. " " standard	3 15	
2's " Green Gage, light syrup	1 15	
2's " " heavy syrup	1 47½	
2½'s " " " "	1 72½	
3's " " " "	2 00	
Gals. " " standard	3 45	
2's " Egg, heavy syrup	1 52½	
2½'s " " "	1 80	
3's " " "	2 10	
2's Raspberries, red, heavy syrup	1 40	
2's " " preserved	1 60	
Gals. " " standard	5))	
Gals. " " solid pack	8 00	
2's " black, heavy syrup	1 35	
2's " " preserved	1 50	
Gals. " " standard	4 75	
2's Rhubarb, preserved	1 15	
3's " "	1 90	
Gals. " standard	2 62½	
2's Strawberries, heavy syrup, 1903 pack	1 47½	
2's " " 1904 pack	1 60	
2's " preserved	1 75	
Gals. " standard	5 50	
Gals. " solid pack	8 50	

Foreign Dried Fruits.

An increased demand has set in for dried fruits of all descriptions, probably owing to the early opening of Christmas trade. Trade in currants is said to be hardly equal to the normal October dimensions. It may be remembered that grocers took advantage of the low prices existing for fine fruit during July and August last, and are only just coming into the market. Lower grades are quoted slightly in the buyers favor and their level seems to almost shut out the probability of any further reduction. In Sultanas it is reported from the countries of production that there is no hope of the new crop of good quality being purchasable for the purpose of retailing at about 8c a lb. Old fruit which has been held over is subject to good selling price, as large quantities of it have kept remarkably well. Figs are selling freely at full values. Muscatels are in fair request, and owing to limited supplies the market remains firm. The fruit is reported of excellent quality and appearance. French plums are arriving in excellent condition and a satisfactory trade is commencing. The spot market for dates is rising and considerable business is being done. New figs are in evidence and meeting with ready sales for first advance lines. We quote :

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ½s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

Why not enjoy **FREEDOM** from anxiety

IN POLITICS

Our old **SCOTCH** tastes victory

B. O. BELAND, SOLE IMPORTER IN CANADA.

1684 Notre Dame Street, MONTREAL

Permanent Trade versus Temporary Profit

Selling a poor article at a big profit sounds like good business when you are dropping the money from the sale into your till: but when months pass by and that fooled customer doesn't return it is time to figure out how much loss that "big profit" means to you. Good merchandise cannot be produced to give anyone an abnormal profit.

The following lines are manufactured to give the grocer a fair profit and give his customer the best starch products that can be produced. They are the kinds that make profitable, permanent trade.

Celluloid Starch

A package starch that requires no cooking. It has met with wonderful success and is well known throughout the Dominion.

Lily White Gloss Starch

This is an excellent starch which we pack in handsome drum and trunk packages, each containing 6 lbs. starch, 8 packages in a case. They make a handsome display.

Brantford Corn Starch

This is a most wholesome food which can be served in many dainty ways. Most of your customers know it—the rest need but try it once to become steady users.

The BRANTFORD STARCH WORKS, Limited, - BRANTFORD, CANADA

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " " 90-100s	....	0 04½
" " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Again apples are dominating the fruit market, and notwithstanding the drop in prices abroad an immense export business is being carried on. The latest cable advices from the principal markets of Great Britain are of a more cheerful character; not only are prices somewhat better, but the demand is good and large, more especially for red fruit. Sales give nets in Boston of $1.50 to $2.50 per barrel for Fameuse, Wealthy, Gravensteins, Kings, McIntosh reds. Some very fancy lots of Kings and MaIntosh reds netted $2.75. Sales of the same fruit in half barrel cases sold to give nets in Boston from $1.10 to $1.50 per case. One fancy lot of Kings netted $1.75. Otherwise green fruits are comparatively quiet, and grapes are selling poorly, extremely low prices being obtainable for Canadian grapes. We quote :

Cocoanuts, per bag of 100	....	3 50
Canadian apples, in bbls	1 00	2 75
Pineapples, 24 to case	....	4 50
" 30 to case	....	3 50
Bananas	1 10	1 50
Bananas, red, per bunch	....	1 00
New Messina lemons 300's	....	3 75
" " " 360's	....	2 75
Peanuts, Bon Tons	....	0 12½
" Sun brand	....	0 11½
" Diamond G brand	....	0 09½
" Coon brand	....	0 08
New Brazils	....	0 13
Sweet potatoes, per bbl	2 50	3 00
Limes (100)	....	1 25
California peaches, per crate	....	1 65
California plums, per crate	2 00	2 25
California late valencias, per box	....	4 75
Verdelli lemons, 300's, per box	....	4 00
California grapes, per crate	2 50	3 00

Vegetables.

A firstrate demand has kept up for all kinds of vegetables. Cucumbers are found to be much more plentiful than was at first expected. The interest in onions is still noticeable and the demand is still strong for red onions. The change in putting up yellow onions in bags instead of barrels seems to have met popular favor, and a steady demand is ruling at 2c per lb. Mushrooms have advanced 75c a lb., and are hard to get at that. We quote :

Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb	....	1 75
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 35
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush	....	1 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 45
Michigan celery, per doz	....	0 40
Canadian celery, per doz	....	0 35

Fish.

Oysters are maintaining a strong popularity, and owing to the abundant supplies prices have not risen to any exorbitant rate. Fresh fish and sea fish are scarce. Haddock and cod have advanced fully a hundred per cent. and are almost unobtainable. This applies also to Boston, which is one of the best fish centres of the east. In other lines prices are about the same, but the scarcity tends to apply to haddies, owing to the recent storms on the coast. Green cod is scarce and the prices will certainly be higher than usual this season. We quote :

Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Dressed bullheads	....	0 08
" perch	....	0 08
Shell oysters, bbl	5 00	8 00
Haddies	....	0 07
Smoked herring, per box, new	....	0 15
Fresh haddock, per lb	....	0 05
Pike, " round and dressed	....	0 06½
Halibut, per lb	....	0 12
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, fresh	....	0 15
Fresh steak cod	....	0 06
Market cod	....	0 04
Lake trout, per lb	....	0 08
Whitefish	....	0 08
Dore	....	0 07½
No. 1 Labrador herring in 20-lb pails	....	0 80
No. 1 Herring, Labrador, per bbl	5 50	6 00
" " half bbl	....	3 35
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" per keg	....	0 95
Holland herring, per keg	0 65	0 75
Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " " " "	....	0 05½
" " loose, in 25 lb. boxes	....	0 04½
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb. (new)	....	5 00
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Green Codfish, (200-lbs.) No. 2	....	5 50
" " No. 1	....	6 50
Large "	....	7 50
Labrador Salmon, half bbl	....	9 00
" " (200 lbs.) bbls	....	17 00
" " Large (300 lbs.)	....	25 00
Sea Trout in bbls. 200 lbs	....	9 00
" half bbls	....	5 50

Country Produce.

EGGS.

The advance in eggs has been maintained and a general firmness rules. The receipts increased early in the week and notwithstanding that fact the market remains strong and prices have an upward tendency without any actual change to note. The demand is good and sales of straight gathered stock took place at 20c to 20½c, and in some cases 21c was realized, while good straight cold storage eggs sold at 19c. to 19½c per doz. For selected eggs the demand was faair and sales were made at 24c, and Montreal limed eggs at 20c per doz.

BEANS.

The bean market is quite notable. Primes have been sold for December at $1.40. Mr. Chouillou, one of the largest dealers in the city recently shipped 2,500 bags of beans to Havre, showing that there is a scarcity on the Continent. It is said that the crop of France, Austria and Germany has been bought up by Russia for use in the war. The trade with France has tended to stiffen the market. We quote :

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes	....	1 40

POTATOES.

There is a good demand for potatoes. Offerings are increasing, and on this account there is an easy tone to the market. Sales of carlots of good choice lots were made at 55c to 65c per bag, and in a jobbing way at 70c to 75c.

HONEY.

The honey market is still featureless, although considerable demand has been noted. We quote :

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

There is very little doing in maple products and no change has taken place. We quote :

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

The hop market continues strong and prices remain steady at 33c to 35c for choice Canadians and 28c to 31c for fair to good. We quote :

Choice	0 33	0 35
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

Flour still remains high in sympathy with the strong wheat market. The millers report an excellent demand with no chance of an accumulation of stock for export. Business generally is very good in all grades of flour. We quote :

Manitoba spring wheat patents	5 80
" strong bakers'	5 50
Winter wheat patents	5 70
Straight rollers	5 35
Extra	4 50
Straight rollers, bags, 90 per cent	2 50 2 60

ROLLED OATS.

Rolled oats have held the decline which took place ten days ago, and the demand is still good. The present prices are firmly maintained. We quote :

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated " "	2 60
Rolled oats, "	2 55
" brls	5 00

FEED.

In sympathy with all cereals mill feed continues firm. Plenty of inquiry has been made, but the prices are firmly held. We quote :

Mouillie	22 00 23 00
Ontario bran, in bulk	17 00 17 50
" shorts	19 00
Manitoba bran, in bags	19 00
" shorts	21 00

HAY.

The easy condition of the hay market has been maintained and immense quantities have been exported during the week. Local business is very active. Prices remain unchanged. We quote :

No. 1 timothy	9 00 9 50
" 2 " choice	7 50 8 00
" 2 " ordinary	7 00 7 50
Clover and clover mixed	6 50 7 00

OGILVIE FLOUR COMPANY MEETS.

At the annual meeting of the Ogilvie Flour Co., in Montreal, on October 13, the following directors were elected for the ensuing year : C. R. Hosmer, president ; F. W. Thompson, vice-president ; Sir Geo. A. Drummond, Sir Montague Allan, E. S. Clouston, H. S. Holt and Hon. G. T. Fulford; W. A. Black, western manager ; Shirley Ogilvie, secretary ; S. A. McMurry, treasurer ; Geo. Creak, auditor.

There is no Cleaner in the World

bearing a more appropriate name

than

The Finest Cleaner Made.

RETURNED OCT 21 1904 Cut Book 25 Page 73

Bon Ami

Is an improvement in the list of house cleaning necessities.

It is a scouring soap.
It is a metal polish.
It is a glass cleaner.

It is always used in the form of a *thin* lather. Requires little water, makes *no muss* and WILL NOT SCRATCH.

Bon Ami cleans by *dissolving* the dirt or tarnish; not by "scouring" and "wearing out" the object cleaned.

Ask your grocer for a cake. Read the directions inside the wrapper.

Now en route for Montreal, 300 gross.

For sale by nearly every Wholesale Grocer, Druggist, or Hardware Merchant in Canada.

Cases of 3 doz. - - - $0.90 per doz.
F.O.B. Wholesaler's Shipping Point.

Lots of 5 gross - - - $10.00 per gross
Delivered to any Railway Station in Ontario, Quebec and Maritime Provinces.

SOLE AGENTS IN CANADA

Hudon, Hebert & Cie.,

Wholesale Grocers and Wine Merchants

Montreal

The Most Liberally Managed Firm in Canada.

ONTARIO MARKETS.

Toronto, Oct. 20, 1904.

Groceries.

TRADE is reported fair to good during the week under review, the wholesale trade being principally busy filling orders for the close of navigation. Not much stir will be experienced until the arival of direct shipments of Mediteraneau fruit chronicled for next week, which always gives an impetus to the grocery trade at this season of the year. The requirements of the retail trade in foreign dried fruits for the holiday trade are usually filled from first shipments.

Interest still continues in canned goods, especially corn and tomatoes, supplies of which are slow in arriving on account of the congested conditions prevailing in the canneries. Latest estimates of the corn and tomato pack are 70 and 55 per cent. respectively.

Salmon deliveries are incomplete as yet and are being delayed later than usual, which makes it particularly difficult to fill orders to far inland points. Sugar has dropped 10c following a similar drop in New York and considerable buying is reported at the reduction. Nevertheless the sugar trade as a whole is being carried on after a hand to mouth fashion and will continue so until the end of the season and until the raw market opens.

An easier feeling is reported in the glucose market with a livelier market on this account. Teas continue quiet, while coffee, especially Rios, dropped a point or two from their sky-high position, and brokers report a tendency on the part of the wholesale trade to buy. Pepper and cloves continue firm with a reported advance in tapioca. Reassuring reports come from France regarding the walnut crop which will be average in quantity and excellent in quality.

CANNED GOODS

Interest in the outcome of new tomatoes and corn continues keen. The new pack in both these articles is coming slowly, and in certain quarters supplies are very scarce. They are moving to the hands of the retail trade, however, as soon as they are received from the packers. The pack was practically over on October 15, corn being estimated at 70 per cent. and tomatoes at 55 per cent. of the average crop. This department of the canned goods trade has been congested within the past month, and the conditions prevailing in the canneries are not at all extraordinary.

The demand for canned fruit has been confined to raspberries, strawberries, peaches and apples; for which a brisk market will not set in much before Christmas.

Salmon deliveries are also late, not being closed even yet. On account of car shipments being delayed, considerable difficulty and delay is being experienced in filling orders to inland points. Sales are confined to deliveries on account of orders taken ahead, by the time these are filled the wholesale trade does not expect to have much left to offer. Other lines of canned fish are firmly held, while sales of canned and potted meats are falling off as usual at this season. We quote the following prices:

Tomatoes, 3's		1 15
Corn, 2's		1 10
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce, same as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's		0 90
" preserved, 3's		1 47½
" standard, gal		2 20
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries, heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 72½
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases		1 70
1-lb. flats, 5 to 9 cases		1 85
1-lb. talls, 10 to 25 cases		1 67
1-lb. flats, 10 to 25 cases		1 82½
Chums	0 95	1 00½
Sardines, Sportsman ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SUGAR.

The development of the sugar market during the week under review has been a surprise. The market after having maintained its quietness of last week assumed a decidedly stronger tone on Saturday last, on receipt of the first official estimates of European beet crop for all Europe of 5,120,000 tons, as against 5,852,043 tons, the actual outturn of the crop of 1903-04, a reduction of 732,043 tons. On the strength of this European markets jumped 3 3-4d per hundredweight after declining to 9s 3 3-4d and were quoted firm at 11s 1 1-2d for 88 test centrifugals. Considerable reliance is placed on this estimate the reason being evident when we say that the first estimate of last year's crop was 5,850,000 tons, showing only a small discrepancy of 2,000 tons between that and the final outturn. Unfortunately the improvement has not been sustained; beets have lost 1 1-2d of their gain and are now quoted at 11s per hundredweight f.o.b. Hamburg for October and November shipment.

There are no transactions in cane sugar in the New York market to record, and in the absence of business the market is quoted nominal at 4 1-4c for 96 test centrifugals. Refiners are believed to be buyers on this basis, but offerings have been light and there has been no opportunity of further testing the market. The nearest available sugars are new crop Demeraras firmly held at the former figure of 2 5-8c c. and f. New York which would make them cost 1-16 above to-day's duty paid equivalent. Refiners, however, are indifferent buyers, being in no immediate ueed of supplies as receipts for the week ending October 12 were heavy, namely 50,558 tons, with meltings unchanged at 46,000 tons, thus increasing stocks for the week by over 4,000 tons. Total stocks in all hands are now 155,608 tons compared with 132,236 tons for the same week last year, an increase of 23,372 tons. These when combined with U. S. and Cuban stocks show a deficiency as compared with last year of 108,628 tons. Cuban holdings now are only 7,500 tons, and the only hope of U. S. refiners replenishing the same is the large number of Java cargoes afloat, most of which are coming to Atlantic ports and have already been bought by refiners. There have been no recent transactions in disparity in favor of cane sugar is still disparity in favor of can sugar is still maintained, to-day's price for beets being 4.34c for 96 test centrifugals. Total stocks of Europe and America at latest uneven dates were 1,058,108 tons against 1,551,666 tons last year, the decrease being 493,598 tons.

At the close there is a decidedly unsettled feeling prevailing regarding the immediate future of the market and the opinion is firmly held in certain quarters that the ultimate future is perfectly safe. Present uncertainty though has had a prejudicial effect on the refined situation leading to concessions by U. S. refiners of 10 points on prompt deliveries, making the net price now 4.80c f.o.b. New York. This has been followed by a similar decline in Canadian prices and we now quote Montreal granulated

Preserved Fruits

should bear the name of

McGregor

If they do, they make trade, hold trade, and increase sales and profits.

Send for Price List.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

Turner's Worcestershire Sauce

Contains a pleasant appetizing flavor.

Stands the test of time.

Made from pure ingredients.

Has sold well for the last fifteen years!

SEND FOR PRICE LISTS.

Turner & Co.

23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

at 4.63c, Toronto basis. On January 1 the basis was 4.03c and until the present time the course of the market has been almost steadily upward, with only occasional slight fluctuations. Just at this season of the year the consumptive demand is about at its lowest point, so dealers will find it safer to go upon light stocks. Berlin sugar, domestic beet, ne wcrop, is now offering on the market. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	5 28
" in 100-lb. "	5 18
St. Lawrence granulated	4 63
Redpath's granulated	4 63
Acadia granulated	4 53
Berlin granulated	4 53
Phoenix	4 53
Bright coffee	4 43
Bright yellow	4 38
No. 3 yellow	4 33
No. 2 "	4 13
No. 1 "	4 03

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The only item of particular interest in the syrup and molasses markets this week excepting a seasonable demand for all lines, is the fact that glucose has eased somewhat in the United States and that there has been considerable buying for future wants at the reduced prices. Our quotations are as follows:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

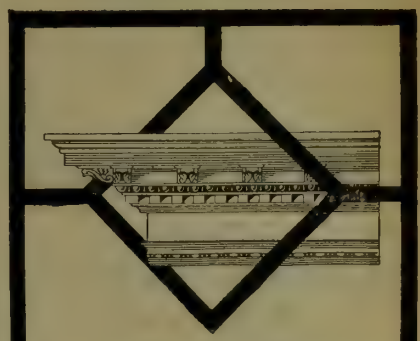
TEAS.

Teas are quiet as usual at this season with ruling prices favorable to buyers. Japans show a tendency to additional firmness. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—¼ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 17

COFFEES.

A slightly better feeling is noted in the coffee market for the week. Visible supplies have increased and speculative prices in the aggregate have eased about 1-4c. A little buying is reported on this basis although the trade on the



For either new or old Buildings

OUR

Metallic Cornices

can't be equalled for practical service and artistic beauty.

They are light in weight, easily handled and economical in cost—giving fire-proof protection as well as a handsome effect.

Almost countless stock designs—or any particular size, shape or pattern to order. Write for full details.

METALLIC ROOFING CO., LIMITED

Wholesale Mfrs.

TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"The Bird is Dead. I Changed the Seed."

A poor Bird Seed is fatal.

Brock's Bird Seed

makes for health and song.

SELL BROCK'S

NICHOLSON & BROCK, - TORONTO

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal

P. O. Box 292.

BRAMPTON, ONT.

THE ORIGINAL CHIP SOAP

FOR SALE BY ALL WHOLESALE GROCERS

FOR SALE

By All Wholesale Grocers, Druggists, and Hardwaremen

WRITE FOR PRICE LIST

whole continues in an indifferent attitude. It is rumored on the street that actual buying has not been a matter of choice as spot stocks are practically exhausted.

The mild coffee situation which was responsible for the depression which existed last Spring after the collapse of the bull speculation of a year ago is expected to be a much more favorable one this year. The yield of the coffee crops other than Rio and Santos for the crop year 1903-4 proved to be larger by about 1,000,000 bags than for any previous year, and went far beyond general calculations. The reason for this unexpected large supply of coffee other than Rio and Santos was found in the marketing of large quantities from the United States of Colombia and Venezuela which had accumulated in these countries during a period of insurrection from which they had just recovered. The Hayti crop also was a record-breaker and was a factor in the increase. The information now at hand, however, indicates that the coffee crop other than Rio and Santos will be only a moderate one for this year, and current estimates place the total yield of all coffee other than Rio and Santos, including Victoria and Bahia at 4,500,000 to 5,000,000 bags. Taking the maximum figure and adding to it the estimated yield of the Rio and Santos crops of 9,500,000 bags makes a total production for the year of 14,500,000 bags. Deliveries for consumption are seriously estimated at from the same as last year—16,000,000 bags—to 16,500,000 bags, which would indicate that consumption this year will exceed production by 1,500,000 to 2,000,000 bags. Existing stocks at the opening of the present year were 12,350,000 bags, and if the above calculations are correct there should be on July 1, 1905, existing stocks of 10,350,000 to 10,580,000 bags. The world's visible supply on November 1 it is expected will be about 14,500,000 bags, and on the theory that the assumption of the bull interests in the market is correct a decrease in stocks during the next eight months of in the neighborhood of 4,000,000 bags is indicated.

	Per lb.
Green Rios, No. 7	0 09½ 0 10
" " No. 6	0 10½
" " No. 5	0 11
" " No. 4	0 11½
" " No. 3	0 12
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10½ 0 12½
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

A fair volume of trade in rice and tapioca is reported for the week with a tendency towards an advance in tapioca. Last week's quotations remain unchanged. We quote the following prices:

	Per lb.		Per lb.
Rice, stand. B	0 03½	Tapioca, staple	0 03½ 0 03½
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 08
Sago	0 03½ 0 04		

SPICES.

A strong market for peppers and cloves is reported, although the strength of the market has not influenced quotations as yet. Stocks in European and New York markets are reported as moderate and well concentrated. Advices from the east indicate firm and advancing markets. We quote the following:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17
Cassia	0 21 0 25	Mace	0 80 0 90
Nutmeg	0 45 0 75		

Foreign Dried Fruits

In the foreign dried fruit market there is little of special interest this week except that the low prices at which new California seedless raisins are offering may become a factor in the dried fruit situation. California raisins and prunes are both moving freely.

The first direct steamer "Esealona," which is reported in Montreal now, carries a big share of the Mediterranean fruit to supply the Christmas trade. Some fancy stock of course arrived previously, but this as a rule brings a fancy price and does not affect the market materially. Wholesalers say there is a good deal of unnecessary delay in connection with the delivery of Mediterranean fruit, for instance from the date of the arrival of the fruit in port until the cargo is assorted takes a week, and the distribution another week. Spot stocks will be entirely used up by the time the bulk of the new fruit arrives.

Cable advices from Smyrna indicate a very firm market in sultana raisins. Advices on Valencia raisins from responsible packers indicate the market firmly held at the lower quotations. Our quotations are as follows:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04	60-70s	0 06 0 06½
90-100s	0 04 0 04½	50-60s	0 06½ 0 06¾
80-90s	0 05	40-50s	0 07¼
70-80s	0 05½ 0 05½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 17
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	06½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
New selects	0 07½
Valencia, fine off-stalk	05½ 0 06
" selected	0 06 0 06½
" selected layers	0 07½ 0 07½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08
" " 1-lb. boxes	0 09
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08¾
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04¾ 0 05	Fards new choicest	0 09 0 09½
Sairs	0 04½ 0 04¾	" new choice	0 09

FOREIGN NUTS.

Owing to the fact that a number of dealers are stocking for the Hallowe'en

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS

AND GRAIN DEALERS

192 King Street East

TORONTO.

POTATOES

NEW BRUNSWICK WHITE STOCK

GUARANTEED

SOUND AND SAFE FOR STORAGE

STRAIGHT VARIETIES IN CAR LOTS

J. McCUAIG, TORONTO

BOARD OF TRADE BDG. L. D. PHONE MAIN 1965

IN STOCK

New Figs Spanish Onions

Celebrated Camel Brand.

Jamaica Oranges Malaga Grapes

Bbls. or boxes.

If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO.

Canada's (Eastern Townships)

PURE

MAPLE SYRUP

and

MAPLE SUGAR

Grocers

can always depend upon getting absolutely PURE products. No blended goods. Always the genuine Maple Syrup and Maple Sugar.

For particulars, address

J. H. GRIMM, MONTREAL.

trade the market has brightened considerably. A general change in conditions is not expected till the middle of November, when buying for Christmas trade begins. During the week under review the price on roasted peanuts has become easier. Grenoble walnuts have advanced ½c per lb., while Jamaica cocoanuts have declined in price and are now selling at $4.25 per sack instead of $5, as formerly quoted. The price of other items on the list remains unchanged.

Walnuts grown in France, which it was thought in the earlier part of the season would be of poor quality, on the contrary are said to be of good quality, and a sample of new Grenobles received this week by Watt & Scott prove the latter to be the case. The expectations of poor quality were based on the severe drought and heat in the countries of growth during June and July, which it was feared would give a large proportion of shrivelled kernels. Later reports state that the poor fruit has actually fallen from the trees and that the fruit which will be gathered though smaller than the usual crop, particularly in the Grenoble district, will be of good quality.

Quotations are as follows:

Peanuts, green, per lb	0 09	0 11
" roasted "	0 10	0 11
" Spanish, green, per lb	....	0 09
" " roasted, "	....	0 10
" Japanese, green, per lb	....	0 09
" " roasted "	....	0 11
Almonds, Tarragona, per lb	....	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	....	0 10
Filberts, per lb	....	0 11
Pecans, per lb	0 14	0 15
Brazils "	....	0 15
Cocoanuts, Jamaica, per sack	....	4 25

DRIED FISH.

The volume of trade in dried fish can hardly be said to have set in in any bulk as yet. A fair business is doing, but wholesalers complain that supplies are coming very slowly and irregularly as a result of which trade is seriously hampered. Last week's prices continue unchanged. Our quotations are as follows:

Boneless fish, per lb	....	0 04½
Cod fish, 1-lb. bricks	0 06½	0 07
Pure cod, per lb	....	0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	....	0 06
Labrador herring, per bbl	6 00	6 50
" " per ½ bbl.	3 25	3 40
Scaled herring	....	0 17

BIRD SEED.

A seasonable trade continues in birdseed at unchanged quotations, with no particular feature of the market to mention. Our quotations are as follows:

Canary seed, per lb	0 06	0 06½
Hemp "	....	0 05½
Cottam's	....	0 08
Brock's	....	0 07

EVAPORATED APPLES.

Evaporated apples have been quiet during the week with only a few moving to the Northwest to complete orders booked for the close of navigation. Prices continue at 5 1-2 to 6c in view of the large crop of apples, however, it is thought that prices will be cheaper for later shipment. The local trade will not set in before November 1 and will not become brisk until Winter is well advanced when housekeepers' supplies of fruit begin to run low.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

WANTED, a purchaser for small manufacturing business, capital required about $5,000 co. Present owner would take an interest in the business with a reliable man. The present owner's reason for selling is other business takes up all of his time. Address box 191 Canadian Grocer, Toronto. (46)

SITUATIONS VACANT.

WANTED—Experienced, successful, crockery traveller for Ontario; best of territory; one also for Manitoba; must be persistent energetic worker; quality, values and facilities unexcelled. Liberal contract upon commission or corresponding basis. Apply Box 190, CANADIAN GROCER, Toronto.

FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

SALT.

Secure your stock before freights advance.

Verret, Stewart & Co.

Montreal.

Country Produce.

EGGS.

Receipts of eggs are growing less and the price is going up in consequence. They are quoted at 20 to 21 cents as they come, strictly fresh being as high as 25 cents, although they are seldom offered in this way. The warm days of the week will no doubt stimulate laying for a few days.

HONEY

Comb honey has a tendency to become firmer. Although receipts are light everything is moving more freely. Owing to scarcity prices have advanced on No.'s 1 and 2 during the week. Our quotations are as follows :

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65

BEANS.

As the result of a strong export demand the market continues very firm. Since date of last quotations the price on limas has advanced from ¼c to ½c per lb. The general impression is that the crop is not as large as the initial reports estimated. Prices quoted are as follows :

Beans, handpicked, per bush	1 60	1 65
" prime, No. 1		1 50
" prime, No. 2		1 40
" Lima, per lb	0 07	0 07½

SEEDS.

Conditions on this market are fair to quiet. As per reports of last week seeds are moving slowly and an advance in prices is indicated, although at present there is no material change. Our quotations are as follows:

Alsike clover, per bush	4 65	6 25
Red Clover	6 75	7 25
Mammouth clover, per bush	5 50	6 25
Timothy	1 00	1 35

Green Fruits.

Owing to better weather trade has brightened to an appreciable extent. During the week Canadian grapes have been arriving in large quantities, though the quality is not as good now as a week ago on account of the recent frosts.

At present the trade is paying more attention to Almeria grapes, which are arriving in good condition; reports state there is a good crop; on account of the ruined crop in California the outlook is for a firm market. Since date of last writing California fruit has been cut off the market. Canadian pears and peaches are arriving in fair quantities.

Bananas still continue to be cheap, although the supply has not been heavy of late. The trade anticipates a firmer market.

Smyrna figs are arriving in good condition, the quality of the figs of this season being unusually good and thin and tender in the skin. Comadre figs are also on the market and are selling at from 3½ to 3¾c.

Fair sales are reported in crab apples. Good supplies of Canadian chestnuts are arriving. Prices will not be as high as last year owing to the good crop in United States. The season for Idaho plums is over.

Verdelli lemons still continue to supply the market, although the last consignment expected on this market arrived yesterday. New Messinas are not expected before the end of the month. As a result of the scarcity prices have advanced.

The market continues to be steady on Cape Cod cranberries and a good crop is reported. Canadian cranberries are moving more freely and are selling at from $6 to $7 per bbl. Jamaica oranges are arriving in good condition. Trade in apples is very quiet. Our quotations are as follows :

Jamaica oranges, per bbl		5 50
" " per box		3 25
Verdelli lemons, 300's, per box		4 50
" 360's, per box		3 75
Bananas, large bunches, crated	1 00	1 25
" loose	0 90	1 00
Bananas, 8's, per bunch, crated	0 75	1 00
" 8's, loose	0 55	0 80
Apples, Fall varieties	1 00	1 75
" Winter varieties	1 25	2 00
Tomatoes, per basket	0 30	0 35
Peaches, fall varieties	0 60	0 85
Sweet potatoes, double heads, per bbl	3 00	3 50
" cloth covers "	2 50	2 75
Pears, Canadian, per basket	0 25	0 35
Grapes, small baskets	0 17½	0 25
" large "	0 30	0 35
Almeria grapes, per bbl	5 00	6 00
Canadian chestnuts, per bush	4 00	5 00
" per peck	1 00	1 25
California grapes, Tokays, per crate	2 00	2 25
Crab Apples, per bbl	2 50	3 00
" per basket	0 25	0 30
Cape Cod Cranberries, per bbl		8 00
Canadian Cranberries, per bbl	6 00	7 00
Smyrna Figs, four crowns		0 10
" " five "		0 11
" " six "		0 13
" " seven "		0 15
" " glove boxes, 1-lb		0 12
" " 12 oz. square boxes		0 08
Comadre figs	0 03½	0 03¾

Eben James, Toronto, has received the following cable:

October 17: Woodall & Co., Liverpool, Eng.: "25,000 barrels selling, market opened strong and continued so during the day. Greenings, 8s 6d to 11s; Baldwins, 9s to 12s; Spies, 11s 6d to 16s; Russets, 14s to 15s; Kings, 12s to 16s; seconds, 3s less."

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool, Eng., received the following cable October 17th, 1904:

"Twenty thousand barrels selling. Demand active for best qualities. Baldwins XXX, 9s to 12s 6d; XX 8s to 8s 6d; Greenings XXX, 8s 6d to 9s 6d; XX 5s 6d to 7s 6d; Kings XXX, 12s to 16s; XX 9s to 11s; Golden Russets XXX, 15s; Spys XXX, 11s 6d to 13s 6d; XX 8s to 9s Snows, 7s to 11s; Fancy sorts, such as Blenheim, 20 oz., Ribston and King Pippins, 9s to 12s."

APPLE SHIPMENTS.

Apple shipments for week ending Oct. 15, 1904.

	L'pool. Bbls.	London. Bbls.	Glasgow. Bbls.	Various. Bb's.	Total Bbls.
Boston	25,122	2,469	....	1,021	28,612
New York	2,084	1,267	7,989	5,246	16,586
Portland, Me.	2,662	....	....	....	2,662
Montreal	12,729	1,128	16,298	2,921	33,076
Halifax, N. S.	3,918	....	....	....	3,918
St. John, N. B.	....	....	....	....	....
Total	46,515	4,864	24,287	9,188	84,854
Same time, 1903	79,383	28,760	28,029	26,641	162,813
" 1902	86,298	24,808	26,025	7,549	114,680
Total since season opened					537,906
Same time 1903					1,004,961
" 1902					617,364

Total apple shipments in detail

From	1904	1903	1902
Boston	110,648 bbls.	100,272 bbls.	173,590 bbls.
New York	160,700 "	426,002 "	199,529 "
Portland, Me.	9,864 "	14,039 "	7,236 "
Montreal	161,795 "	342,853 "	219,181 "
Halifax	108,442 "	112,046 "	17,828 "
St. John, N.B.	57 "	1,575 "	.... "
Annapolis, N.S.	7,000 "	8,244 "	.... "
Totals	557,906 "	1,004,961 "	617,364 "

Vegetables.

The season for a number of articles on the list has come to a close and accordingly they have been struck off. On the whole prices have been firmer than in previous years. Potatoes are arriving in good quantities, the "red" is not up to the standard of former years, while the quality of "white" varieties has improved, making it the only brand of potato fit for storage.

Reports state a general shortage in onion crop of Canada; yellow skins are selling at from $1.40 to $1.50 and red skins at from $1.35 to $1.40. The market for foreign onions has advanced over 100 per cent. since August and quotations to-day show an advance of 1s 1d over those of last week. Citrons are selling at from 75c to $1.50 per dozen and from 10 to 15c each; Spinach at 50c per bushel. Prices quoted to the trade are as follows:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 15
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz		0 15
Carrots, per bag	0 50	0 60
Beets, per bu		0 50
Beets per bag		0 60
Dry Onions, per bag		1 35
Dry Onions, per basket		0 40
Silverskin pickling onions, per basket	1 00	1 25
Yellow Skins	1 40	1 50
Red Skins	1 35	1 40
Green house water cress, per doz		0 25
Pickling cucumbers, per basket	0 50	0 90
Cauliflowers, per doz	0 50	1 00
Green peppers, per basket	0 25	0 35
Red peppers, per basket	0 50	0 75
Michigan celery, per doz		0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Green corn, evergreen, per doz	0 10	0 15
Potatoes, per bush	0 65	0 85
Butter squash, per doz	0 75	1 25
Parsnips, per bu	0 50	0 60
Cabbage, per head		0 05
" per doz	0 25	0 50
Turnips, per bag	0 35	0 40
Pumpkins, each	0 10	0 15
Citrons, per doz	0 75	1 50
" each	0 10	0 15
Spinach, per bu		0 50

Fish and Oysters.

During the week the supply of finnan haddie has weakened and to-day they are very scarce. Trade in oysters is not as brisk as usual, owing to milder weather. The supply in other lines continues sufficient for requirements with a brisk demand. We quote the following prices:

Halibut, "		0 10
Sea salmon, "		0 18
Whitefish, fresh caught, per lb		0 09
Haddock " per lb	0 06	0 07
Cod, steak "		0 07
Perch " "		0 06
Trout, lake, per lb		0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb		0 06
Finnan haddie, per lb	0 08	0 09
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 50
" "Standards," per small pail		4 50
" "Selected," " "		5 35
Ciscoes, per basket		1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 75	1 00	1 25

Hides, Tallow, Skins and Wool.

Up to date reports state a strong market with the exception of tallow which is weakening. Prices on the Chicago market have dropped and although there is no material change here, indications point to a slight decline in the near future. Shearlings have been removed from the list until next season. Prices are unchanged and the general outlook

Salt Sense.

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals —no matter that they are fine and small crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

The Canadian Salt Co.,
Limited,
Windsor, Ont.

Dollars and Cents.

is improved over last week. We quote the following prices:

HIDES

No. 1 green steers, per lb	0 09
" 2 " " "	0 08
No. 1 green, per lb	0 08½
" 2 " "	0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Lamb skins	0 80

TALLOW.

Rendered Tallow, per lb	04½ 0 04½

WOOL.

Unwashed wool, per lb	0 11½ 0 13
Fleece wool, new clip, per lb	0 20 0 21
"Rejections"	0 15 0 16
Pulled wools, super, per lb	0 20 0 22
" " extra "	0 21 0 23

MANITOBA MARKETS.

Winnipeg, Oct. 15, 1904.

THE threshing of the Manitoba wheat crop is progressing very rapidly, and is reported by the Canadian Northern Railway to be more than half over, and a week or ten days will complete the harvesting operations for the year of 1904, providing the weather continues fine. Throughout Manitoba and the Northwest for the past few weeks the weather has not been very favorable in spots, but for the past week threshing has continued without interruption and remarkable headway is now being made. The yield along the line will range from 15 to 30 bushels per acre, but on a whole it will average up about 26 bushels to the acre.

Mr. F. W. Thompson, vice-president of the Ogilvie Milling Co., after an extensive trip through the west reported that he was well satisfied that the wheat crop of Manitoba and the Territories would this year be approximately 65,000,000 bushels.

Business continues very bright with all markets fairly active. On the whole trade is quite up to the expectations of all, and the prospects are splendid.

Sugar.

The market continues active but quite firm. Montreal granulated in barrels is still quoted at $5.30, in sacks at $5.20, and yellows at $4.70. Wallaceburgh in barrels holds the price firm at $5.20 and in sacks at $5.10.

Evaporated and Dried Fruit.

The market continues bright and quite firm. Only the first shipment of Treynor's brand of Valencia raisins is yet available. They are of a very fine quality and the market still quotes them at $2.10 per box.

Canned Vegetables.

A general firmness in all lines of canned goods is now quite noticeable, but canned corn is very scarce owing to the smallness of the crop due to the frosts to a great extent. The market now quotes corn at a slight advance at $2.50 per case. Canned tomatoes are now available at $2.75 per case, and will likely be higher in the course of a short time. Canned peas are still quoted at $1.80 per case and canned beans at $1.80 to $1.90 per case.

Coffee.

The market is still quite unsettled, with a strong tendency towards an advance in price. It continues to quote green Rio at 10½c to 11c per lb.

Rolled Oats.

The market is still active but prices are now quite firm. 80 lb. sacks are quoted at $2.35, with the other sizes ranging accordingly.

Cornmeal.

A general brightness is now quite noticeable, and the market continues firm with a good demand, quoting cornmeal at $1.75 per sack, and 80c per ½ sack.

Beans.

The market is disposed to be very active and unsettled, quoting beans in advance of last week's price list. They are now held at $1.70 per bushel.

Canned Fish.

Shipments of the new catch of sockeye salmon which have been on the market for the past few weeks are quoted at $7 per case. A shipment of the new "Digby Chicks" are now available, which the market is quoting at 17c per box.

Honey.

The new stock of honey is now on the market and is of a very fine quality. It is quoted in 5 lb. tins at 13c per lb., 10 lb. tins 12½c per lb., and 60 lb tins 11c per lb.

Tapioca.

The market now shows a slight stiffening in prices, and quotes tapioca at 3½c per lb.

Flour.

The market is at present very active and has advanced No. 3 patent flour 10c while No. 1 patent is still quoted at $2.90, No. 2 patent at $2.70, and No. 4 patent at $1.55.

Canned Fruits.

A firmness prevails which is general in all lines of canned fruits at present. Owing to the scarcity of strawberries we may still look for an advance in this fruit at any time. The market is still quoting strawberries at $3.25 per case; raspberries at $3 per case of 2 doz. Upton's and Aylmer's jams in pails are still quoted at 47½c per pail. Canned peaches and pears are now available and the 1904 crop quotes peaches, 2 lb. yellow, at $3.75 per case; 4 lb. yellow at $5.75 per case, and pears 2 lb. F. B. at $3.25 per case, and 3 lb. F. B. at $4.25 per case.

Green Fruit.

The market is still very active. Late Valencia oranges are now quoted according to quality from $5 to $5.50 per case; California lemons $5.50 per case; fancy Montana crab apples $1.90 per case; Washington Italian plums $1.25 per case; Washington peaches $1.25 per case; Washington pears $2.25 per case; Ontario Fall apples per barrel $3; Ontario snow apples per barrel $1.50; Ontario basket tomatoes, pears and crab apples, 65c per basket; Ontario basket grapes, blue and green, 28c per basket; California (Tokays) $3 per case; cranberries, Cape Cod, $10 per barrel, Jersey sweet potatoes, Bell brand, $5 per barrel; Spanish onions, $1.50 per case, celery, per doz. bunches, 50c; green tomatoes, per lb., 3c; Chinese figs, $2 per case doz. boxes; dates, 5½c per lb., California figs, $1 per package; and maple sugar 12c per lb.

Eggs.

For the past few weeks there has been a heavy demand as the amount of stocks available is rather limited. The market has advanced slightly and eggs are now jobbing to the trade at 23c per doz.

PERSONAL MENTION.

Mrs. W. Mills, formerly of the American Coffee Co., has joined the coffee department of the Eby-Blain Co.

F. J. White, manager and proprietor of White & Co., wholesale fruit and produce merchants, Toronto, is spending a few weeks at the St. Louis Fair.

Mr. James Bromley, of John Bromley & Sons, Bloomsbury Works, Leeds, Eng., who is president of the Leeds Road Club, has been appointed official timekeeper of the Northern Road Records Association.

Mr. W. H. Thompson, representing Taylor & Mulveney, Hamilton, was showing some fine lines of crockery specialties to the Ottawa trade during the past week.

Mr. A. J. Rankin, representing S. H. & A. S. Ewing, Montreal, was met in Ottawa last week by the Grocer representative. The new advice card of his house is certainly an attractive and remindful advertisement.

Mr. L. J. Levy, representing the United Factories, Toronto and Newmarket, was a caller on the Ottawa trade during the past week.

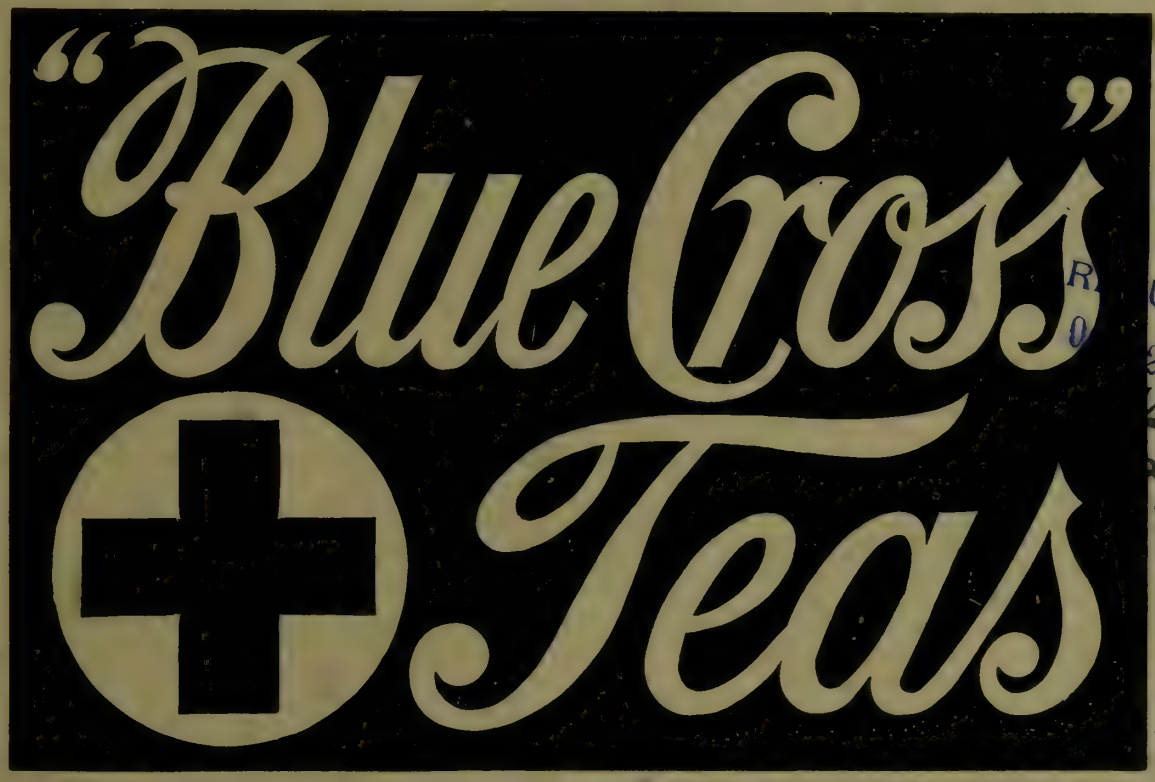
CANADIAN FIRM WINS A PRIZE AT ST. LOUIS.

On Wednesday of this week the Salada Tea Co., Toronto, received official notification that their green and black packet teas had been awarded a gold medal at the St. Louis Exposition. The Grocer offers its heartiest congratulations to "Salada," which as a Canadian firm has been given first place among the many tea firms represented at the fair.

PAR EXCELLENCE

The Aristocratic Ceylon Black Teas

OF THE WORLD.



Yellow Label, ¼, ½ and 1-lb. Lead packets.....40c., 25 per cent.
Blue and Gold Label, ¼, ½ and 1-lb. Lead packets.....50c., 25 per cent.
Red and Gold Label, ¼, ½ and 1-lb. Lead packets.....60c., 25 per cent.
Britannia, 1-lb. Fancy Enameled Decorated tins.....70c., 25 per cent.
All in Boxes of 28-lbs.

F.O.B. MONTREAL, 30 DAYS NET OR 1 PER CENT. 10 DAYS.

Lots of 5 boxes, one grade or assorted grades, freight prepaid to any Railway Station in Canada, from Halifax to Vancouver.

Sole Agents in Canada: **HUDON, HEBERT & CIE.,**

Wholesale Grocers and Wine Merchants **MONTREAL**

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

ITS FIRST BIRTHDAY.

ONE'S first birthday is always a time of rejoicing—perhaps because there are so many things that threaten the tender life of infancy. And so in Kingston, Ont., at this time there is an anniversary occasion that is giving delight to one family—the Frontenac Cereal Co. The name of its one-year old child is Orange Meat, and silver spoons are in evidence.

A year ago in the columns of The Grocer was heralded the advent of a new ready-for-serving breakfast food, bearing the happy name of "Orange Meat." The promoters of this new claimant to public favor were possessed of much enthusiasm and many sanguine hopes, but one is safe in saying that they were alone in their expectations for big things. A year has passed and the makers of Orange Meat have had their fondest hopes realized. From an unknown food, it is to-day a household article all over the Dominion. And all this in the face of competition of the most strenuous sort.

It has cost money to achieve such results but Mr. H. E. Pryor, the energetic sales agent for Orange Meat has a courage equal to spending money and what with trade, daily and weekly newspaper advertising, bill boards and premiums he has made all sorts and conditions of men, women and children consumers of Orange Meat. This is a prety fair record for one year.

QUALITY COUNTS.

The following letter has been received by Balfour & Co., Hamilton, from one of their customers in the Northwest, enclosing an order received from a large ranch:

"Enclosed you will find an order for car of groceries which we have been working on for some time and have landed at last.

"It is all for one ranch, being their Winter supplies. They are big buyers and their supplies run into about two cars a year.

"I might say that the reason we got this order in preference to other big houses here, is the superior quality of the goods we have been selling and the name that Tartan has made for itself here.

(Signed) "B. F. M."

A GROWING SOAP INDUSTRY.

In May, 1904, the Ritchie-Hearne Co., Brampton, Ont., took over the soap business at Brantford known as the Brantford Soap Works, as well as the right to manufacture their old lines, including "Ivory Bar" laundry soap and "Tip-top" soap chips. Quite recently they introduced a paste soap for toilet use which readily removes ink, fruit and vegetable stains, grease and paint. This is put up in 10 and 25c tins and neat jars for household or office use; is guaranteed to be perfectly neutral and harmless and is on sale by all the leading grocers, druggists and hardware dealers.

Owing to the increasing demands of business the Ritchie-Hearne Co. have sold the old Ivory Bar factory in Brantford and removed to Brampton, Ont., where they are erecting what will be one of the most modern and complete soap factories in Canada.

HINTS TO BUYERS.

Balfour & Co. have made quality their first care, although their prices have not been higher than "Aylmer," "Delhi" or other good brands. They thank the Western trade through The Grocer for their generous patronage this Fall and wish them every success.

Leonard Bros., Montreal, advise the arrival of Malpecques and other oysters of excellent quality. Write for prices per barrel.

Balfour & Co., Hamilton, wish to direct the attention of the trade to their "Tartan" brand of goods. The success of this brand has been phenomenal from the start, particularly in the West, where its reputation has been firmly established, as is evidenced by the increasing shipments each season, all going to show that the Canadian trade is beginning to appreciate quality more and more.

Leonard Bros., Montreal, have some excellent new Labrador herring, ripe, just arrived in barrels. As this line is exceedingly scarce, dealers would do well to communicate with them. This firm also has an abundance of haddies, which are of excellent quality.

Sugars, Limited, Montreal, report extensive business in maple syrups, the absolute guarantee of highest quality and moderate price of their goods securing increasing orders.

E. D. Marceau, Montreal, calls special attention to values in teas. The market is favorable for buyers.

REFERENCE.

On page 76 of this issue is reproduced an interesting picture of an auction sale in Montreal away back in the sixties. The man in the centre is the late Mr. J. G. Shipway, the leading auctioneer of 1867. Reading from left to right are Mr. J. Semple, of Moore, Semple & Hatchett and Mr. U. Villeneuve, of the firm of Villeneuve & Locaille. Immediately behind Mr. Villeneuve with only a portion of his face discernible is the late Mr. L. Chaput, Sr., founder of the firm of L. Chaput, Fils et Cie. Mr. W. Desmarteau, now superintendent of St. Helen's Island, Montreal, and then of the firm of N. Desmarteau & Co., Mr. M. Brassard formerly in the provision business in Montreal; Shipway's clerk; Mr. Magor, formerly clerk for Lord, Magor & Munn, and afterwards a member of the firm; Mr. C. P. Hebert; Mr. J. M. Kirk; the late Mr. N. Quintal, of the firm of Quintal et Fils, and the late Mr. W. D. Stroud of the firm of W. D. Stroud & Sons, tea merchants.

GUELPH BISCUIT & CONFECTIONERY CO., LIMITED
FOR QUALITY, VALUE AND VARIETY.

A FEW OF OUR SPECIALTIES

PEACH FINGERS
APPLE BLOSSOMS
VANILLA BAR
CREAM BAR
ROYAL CREAM SODAS
LEMON WAFERS
HONEY FRUIT
PEANUT CRISP
PEANUT CREAM
SALTED CRACKERS

A full price list sent on application.

THE GUELPH BISCUIT & CONFECTIONERY CO., Limited
Telephone 363 GUELPH, ONT., CAN.

A. MOUNTJOY
CHAS. E. MOUNTJOY, Proprietor.
COMMISSION MERCHANT
WHOLESALE FRUITS, FISH and OYSTERS
LONDON, ONT., CANADA.

SEAFORTH MILLING CO.
MILLERS AND GRAIN DEALERS
SEAFORTH, ONT., CANADA

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

October. 13, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
½-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	18 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per dos.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

PEELS EMPIRE and PUNCH

Right up to Last Year's Standard

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL **TELEPHONE MAIN 3171**

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$	.90
¼ " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 36
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs. in case, ¼-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

Smart lines for Smart Buyers

G·F·
SUTTON
SONS & Co's
WORCESTERSHIRE
SAUCE
·A1 QUALITY

SHAKE THE BOTTLE.
WORCESTERSHIRE SAUCE
SIXTEEN PRIZE MEDALS
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.
Possessing a peculiar piquancy & flavour the superiority of which is more generally useful than any other sauce.
MANUFACTURED BY
C·F·SUTTON, SONS & Co
Osborne Works, King's Cross, LONDON, N.
SIXTEEN PRIZE MEDALS AWARDED
FACSIMILE OF LABEL.

Flavouring Essences and Ammonia

Good and reliable articles showing a good profit.

Write for particulars to

G. F. Sutton Sons & Co., OSBORNE WORKS, KING'S CROSS, London,

without further delay. ENGLAND.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

		Per doz.
"	5 doz., at	$ 1 40
"	1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12 oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06¼
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06¼
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	9 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 90

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.1b. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

		Per case
"Bee" brand, 8 oz., cases, 120 pkgs.		
" " 10 oz., cases, 96 pkgs.		$2 75
" " 16 oz., cases, 60 pkgs.		

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs² each doz., $2 per box.

WM. H. DUNN AGENT.

FANCIES OF THE HOUR

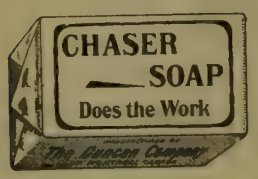
RED CROSS JELLY POWDER

CROWN BRAND EXTRACTS...

Two lines of our Grocers' Sundries which stand at the head of their class.

If you are not already handling these goods a post card will bring you samples.

MANUFACTURED BY **R. HERRON & CO., Montreal.**



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs..	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch -	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs	$3 00
San Toy Starch—	
10c. pkges, cases 5 doz., per doz	1 00

less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 28
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 38
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 56

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 25
Yellow Label, ⅛s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label	1 lbs & ½ lbs. per lb.	Sold ½ lbs. for per lb.	per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	28		40
" 3 O L. Blue	22		30
4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 55

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45	$10 85
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior 8ld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 2 doz.	1 65
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 2 doz. 10c.	1 00

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Hoskins, David, Toronto.
Jenkins & Hardy, Montreal, Toronto, New York.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren's Cooks Friend.
Royal Baking Powder Co., New York.
Pure Gold Mfg. Co., Toronto.
Greig, Robt., Co., Toronto.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Guelph Biscuit and Confectionery Co., Guelph.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.
Peek, Frean & Co., London, Eng.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Belleville Canning Co., Belleville, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Chaput, L., Fils & Cie, Montreal.
Old Homestead Canning Co., Picton, Ont.

Cans and Canisters
Acme Can Works, Montreal.
Dominion Canister Co., Dundas, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.
Somerville, C. R., London, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
Lemesurier, L. & Sons, Quebec.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Todhunter, Mitchell & Co., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning, Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.
Taylor & Mulveney, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Canadian Canners' Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
McDougall & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Whyte Packing Co., Straford, Ont.
Wilson, D. D., Seaforth, Ont.

Educational.
Belleville Business College, Belleville.
Metropolitan Business College, Ottawa.
McLachlan, D., & Co., Chatham, Ont.
St. Margaret's College, Toronto.

Financial Institutions.
Bradstreet Co.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Reed, Jos. B., & Son, Toronto.
Western Assurance Co., Toronto.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Flavoring Extracts.
Greig, Jas. R., Montreal.
Herron, R., & Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Sutton, G. F., Sons & Co., London, Eng.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
Joynt, John, Lucknow, Ont.
Laporte, Martin & Cie., Montreal.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Peters, H., Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Canada Flour Mills Co., Chatham, Ont.
Castle, F. J. Co., Ottawa.
Frontenac Cereal Co., Kingston.
Goldie, James, Co., Guelph.
Greig, Robt., Toronto.
Hudon, Hebert & Cie, Montreal.
Lake Huron & Manitoba Milling Co., Goderich.
Lake of the Woods Milling Co.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Moore, W., & Sons, Meaford, Ont.
Natural Food Co., Toronto.
Ogilvie Milling Co., Montreal.
Parkinson Cereal Co., Thornbury, Ont.
Quance Bros., Delhi, Ont.
Seaforth Milling Co., Seaforth, Ont.
Shirk & Snider, Bridgeport, Ont.
Thompson, Walter & Son, London, Ont.
Wilson, James & Sons, Fergus, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Mountjoy, A., London, Ont.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa, Ont.
Robertson, Geo., & Son, Kingston, Ont.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. S., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal
Greig, Jas. R., Montreal.
Herron, R. & Co., Montreal.
Hudon, Hebert & Cie, Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Ledgers and Office Stationery.
Briggs Ledger System Co., Toronto.
Weese, G. A., & Son, Toronto.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Macnab & Roberts, Winnipeg.
McCuaig, Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, & Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Hudon, Hebert & Cie., Montreal.
Leggett, Francis H. & Co., New York.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal
Sutton, G. F., Sons & Co., London, Eng
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.
Myers Royal Spice Co., Niagara Falls, Ont.

Premium Furniture.
Underhill, J., London, Ont.

Printers.
Weese, G. A., & Son, Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Safes.
Taylor, J. & J., Toronto.
Winnipeg Safe Works.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co. Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.
Ritchie-Hearne Co., Brampton, Ont.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm, J. H., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
Rattray, D., & Sons, Montreal.
St. Lawrence Sugar Refining Co., Montreal
"Sugars" Limited, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Castle, F. J., Co., Ottawa.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Hudon, Hebert & Cie, Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Leggett, Francis H., & Co., New York.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Ram Lal Teas.
Robertson, Geo., & Son, Kingston, Ont.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.
Wilson, W. H., Co., Tillsonburg.

Warehouse Trucks.
Watson, John, Mfg. Co., Ayr, Ont.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Wines, Liquors, etc.
Beland, B. O., Montreal.
Hudon, Hebert & Cie, Montreal.
Laporte, Martin & Cie., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.
United Factories, Toronto.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

OUR TRADE IN PICKLES AND CONDIMENTS.

CANADIAN manufacturers of pickles and condiments report that their trade for the year 1904 has been on the whole the most successful in the history of the industry. The vegetable crops of 1903 were a pronounced failure, cucumbers being particularly scarce. This year shows a decided improvement in crop conditions, although gardeners have proved indifferent sellers except under contract. Pickle men have also experienced considerable difficulty getting tomatoes owing to the shortage of the crop. Canners have been buying up supplies right and left, and competition has been very keen. The report has reached The Grocer, however, from a reliable source that the requirements of manufacturers of catsup, sauces, etc., have been fully met, and that prices will not be higher this season than last, notwithstanding the shortage in raw material.

A representative of The Grocer gathered from an interview with a prominent manufacturer that the outlook in the Canadian pickle industry is improving steadily. This year high-class goods "Made in Canada" are selling more readily than ever before. For instance, until within the last two or three seasons pickles in bulk and a line sold to retail at 10c were the most popular articles on the market. Lately the demand has switched over to fancier goods, in fact several firms have stopped puting up cheap stuff altogether. Fifteen years ago practically no fine goods were put up in Canada; now one hasn't the slightest difficulty in selecting 30 or 40 varieties of fancy pickles or sauces, every one of which compares favorably with the imported article. The feature of the pickle trade in Canada to-day is the increasing favor with which the domestic product is meeting.

Our pickle manufacturers have begun to consider the possibilities of the export trade and are looking to South Africa, Australia, the West Indies and Japan as suitable markets for their products.

In 1899 our impotts of pickles, sauces and catsups amounted to $184,387, in 1903 to $313,514, and in 1904 to $365,403. The latter figures were distributed as follows: Great Britain $233,663, United States $114,662, and other counteries $17,078.

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D'Olier street, Dublin. (46)

INDEX TO ARTICLES.

Bakery test attached to a Montreal flour mill.... 127
Building a new industry..... 141
Canada at St. Louis..... 25
Christmas goods and novelties..... 36
Confectionery for the holiday trade 42
Changing from a credit to a cash system..... 49
Champagne industry in France.... 78
Cigars for Christmas..... 88
Contraband tobacco in Great Britain 91
Cool curing room for dairy produce 95
Canadian flour and the West Indies 107
Codfish philosophy..... 118
Canadian butter and bacon in Scottish markets..... 100
Canadian canned goods in Great Britain..... 108
Co-operative packing and shipping of apples..... 112
Export apple trade..... 121
Fancy goods in the grocery..... 38
Foreign confectionery and biscuit trade of Canada..... 41
Finance and insurance..... 83
Fruit in the grocery store..... 121
Good advertising..... 71
Mexico; a market for Canadian products..... 46
New ideas in crockery for the holiday season..... 33
Office..... 85
Our foreign trade in breadstuffs.... 139
Present day jobbing..... 60
Progressive retailing..... 56
Provision trade of Canada..... 98
Sugar cane of the West Indies..... 30
Sixty years in business..... 75
Source of our fish supplies..... 115
Trade and commerce in the magazines..... 52
The man behind the store..... 54
The delectable haddie..... 115
Veteran Montreal grocer..... 92
Window and interior displays..... 67

INDEX TO ADVERTISEMENTS.

Accountants' Cards..... 84
Acme Can Works..... 74
Adamson, J. T., & Co..... 124
Allison Coupon Co..... 63
American Tobacco Co..... 91
Auer Light Co..... 20

Baker, Walter, & Co..... 103
Balfour & Co..... 113
Barnard & Holland..... 37
Bates, Peacock Co..... 103
Beland, B. O..... 153
Belleville Canning Co..... 109
Belleville Business College..... 84
Bell Telephone Co..... 86
Bennett Mfg. Co..... 42
Bickle, John W., & Greening..... 119
Black Bros. & Co..... 114
Blue Ribbon Tea..... 47
Bowser, S. F., & Co..... 63
Bradstreet's..... 89
Braid, Wm., & Co..... 165
Brantford Starch Works..... 153
Briggs Ledger System Co..... 86
British America Assurance Co..... 82
Burlington Canning Co..... 63

Calvert, F. C., & Co..... 58
Canada Business College..... 84
Canada Maple Exchange..... 41
Canada Flour Mills Co..... 137
Canada Paper Co..... 118
Canada Sugar Refining Co..... 31
Canadian Bank of Commerce..... 82
Canadian Canners Limited..... 109
Canadian Press Clipping Bureau..... 20
Canadian Salt Co..... 161
Canadian Swiss Trading Co..... 43
Capstan Manufacturing Co..... 20
Cassidy, J. L., Co..... 32
Castle, F. J., Co..... 136
Ceylon Tea..... 8
Chaput, L., Fils & Cie..... 148
Chase & Sanborn..... 48
Christie, Brown & Co..... 40
Clark, W..... outside back cover, 118
Coles Manufacturing Co..... 55
Colson, C. E., & Son..... 81
"Commissioner" Tea..... 63
Common Sense Mfg. Co..... 103
Confederation Life Association..... 82
Cowan Co..... 44
Cox's Gelatine..... 63
Creed, J. N., & Co..... 119
Cullen, Orlan Clyde..... 157

Davidson & Hay..... 145
Dawson Commission Co..... 124
Dingle & Stewart..... 12
Dominion Canister Co..... 74
Dominion Molasses Co..... 85
Dominion Packing Co..... 97
Douglas, J. M., & Co..... 48
Douglas & Ratcliff..... 70
Duncan Company..... 158
Dunn, Wm. H..... 10
Dutch Chemical Works..... 51
Dwight, John, & Co..... 140

Eby, Blain Co..... 104
Eckardt, H. P., & Co..... 110, 111
Edwardsburg Starch Co..... inside back cover
Empire Tobacco Co..... 88
Enterprise Mfg., Co..... 58
Epps's Cocoa..... 118
Estabrooks, T. H..... 139
Eureka Refrigerator Co..... 103
Ewing, S. H. & A. S..... 5
Ewing, S. H., & Sons..... 166

Fairbank, N. K., Co..... 51
Fearman, F. W., Co..... 97
Finkle & Ackerman..... 124
Fortier, J. M..... 93
Foster Pottery Co..... 12
Frontenac Cereal Co..inside front cover

Gibb, W. A., Co..... 123
Gillard, W. H., & Co..... 140
Gillett, E. W., Co., Ltd..... 58, 59
Goldie James Co..... 20
Gorman, Eckert & Co..... 149
Gowans, Kent & Co..... 39
Greig, James R..... 45
Greig, Robt., Co..... 73
Grimm, J. H..... 159
Grocers Engineering Co..... 55

Hamilton Cotton Co..... 63
Heinz, H. J. Co..... 65
Herron, R. & Co..... 168
Hill, Evans & Co..... 61
"Horse Shoe" Salmon..... 117
Hotel Directory..... 86
Hudson, Hebert & Cie..... 3, 22, 101, 146, 155 and 163
Husband Bros. & Co..... 124, 159

James' Dome Black Lead..... 109
James, Eben..... 24
James, F. T., Co..... 159
Japan Teas..... 4
Joynt, John..... 124

Keen, Robinson & Co..... 69
Kingston "Gleaner"..... 20
Kinnear, Thos., & Co..... 144
Klotz, E. W..... 35

Lake Huron & Manitoba Milling Co.. 137
Lake of the Woods Milling Co..... 129
Lambe, W. G. A..... 12
Lamont, Corliss & Co..... 44
Laporte, Martin & Cie..... 6, 7, 14
Legal Cards..... 84
Leggett, Francis H., & Co..... 15, 59
Leonard Bros..... 117
Lemesurier, J. & Sons..... 90
London Guarantee and Accident Co.. 82
Lowney, Walter M. Co..... 45
Lucas, Steele & Bristol..... 166
Lytle, T. A., Co..... 17

Maiden, J. H..... 70
Marceau, E. D..... 18
Matthews, Geo. Co..... 99
Metallic Roofing Co..... 157
Metropolitan Bank..... 82
Metropolitan Business College..... 84
Millman, W. H., & Sons..... 12
Milne, Chas..... 12
Mooney Biscuit and Candy Co..... 42
Moore, W. & Sons..... 133
Morse Bros..... 142
Mott, John P., & Co..... 45
Mountjoy, A..... 164
Mackintosh, John..... 43
MacLaren's Imperial Cheese Co..... 144
MacNab & Roberts..... 13

McAlpin Consumers Tobacco Co.. 90
McCann Wm., Milling Co..... 159
McCuaig, J..... 159
McDougal & Lemon..... 124
McDougall, D., & Co..... 91
McGregor-Harris Co..... 157
McIntosh, P., & Son..... 126
McLaren's Cooks' Friend Baking Powder..... 20
McLean, J. A., Produce Co..... 94
McWilliam & Everist..... 123

Napoli Macaroni Co..... 103
National Licorice Co..... 51
Natural Food Co..... 137
Nicholson, Bain & Johnston..... 12
Nicholson & Bain..... 12
Nicholson & Brock..... 157

Oakey, John, & Sons..... 69
Oakville Basket Co..... 20
Ocean Mills..... 9
Ogilvie Milling Co..... 130
Old Homestead Canning Co..... 77
Ontario Sugar Co..... 29
"Ozo" Co..... 5

Page, C. S..... 157
Park, Blackwell Co..... 97
Parkinson Cereal Co..... 137
Patrick, W. G., & Co..... 19
Payne, J. Bruce..... 89
Peek, Frean & Co..... 43
Peters, H..... 125
Provost & Allard..... 143
Pure Gold Mfg. Co..... 66

Quance Bros..... 133
Queen City Oil Co..... 12

Ram Lal's Tea..... 24
Rattray, D., & Sons..... 16
Reckitt's Blue and Black Lead..... 166
Reed, Jos. B..... 83
Robertson, Geo., & Son..... 93
Robinson, O. E..... 123
Rose & Laflamme..... 61, 81
Row & Co..... 124
Royal Baking Powder Co..... 57
Rutherford, James, & Co..... 93
Rutherford, Marshall & Co..... 157
Ryan, Wm., Co..... 157

"Salada" Tea Co..... 150
Seaforth Milling Co..... 164
Sells Commercial..... 84
Shirk & Snider..... 135
Sherbrooke Cigar Co..... 90
Somerville, C. R..... 87
Southwell & Co..... 55
"Sovereign" and "Lynx" Salmon.. 117
St. Charles Condensing Co..... 43
t. Lawrence Starch Co..... 140
t. Lawrence Sugar Refining Co..... 21
St. Margaret's College..... 84
Stavanger Preserving Co..... 118
Stewart, A. J..... 44
Stringer, W. B., & Co..... 124
"Sugars" Limited..... 118
Sutton, G. F., Sons & Co..... 167

Taylor, J. & J..... 86
Taylor & Mulveney..... 38
Thompson, Walter & Son..... 135
Thum, O. & W., Co..... 63
Tippet, Arthur P., & Co..... 1
Todhunter, Mitchell & Co..... 143
Toronto Pottery Co..... 37
Toronto Salt Works..... 20
Truro Condensed Milk & Canning Co. 19
Tuckett, Geo. E., & Son Co..... 89
Turner & Co..... 157
Turner, James, & Co..... 23

Underhill, J..... 149
United Factories..... 65
Upton, Thos., & Co..... 145

Verret, Stewart & Co..... 159

Wallaceburg Sugar Co..... 53
Walker, Hugh, & Son..... 125
Walkerville Match Co..... 61
Warren Bros. & Co..... 2
Watt, J. L., & Scott..... 45
Watson, John Mfg. Co..... 74
Weese, G. A., & Son..... 84
Western Assurance Co..... 82
Winn & Holland..... 149
Wethey, J. H..... 99
White & Co..... 120
Whyte, Packing Co..... 99
Wilson, Archdale..... 103
Wilson Commission Co..... 12
Wilson, C., & Son..... 55
Wilson, D. D. & Co..... 20
Wilson, James, & Sons..... 133
Wilson, W. H., Co..... 69
Winnipeg Safe Works..... 86
Wood Thomas, & Co..... 140
Woodstock Cereal Co..... 135
Woods, Walter & Co..... 103

Confidence is the basis of business!

If your customers have confidence in the quality of your goods successful trade is assured;

For nearly **Half a Century**—

Edwardsburg "Silver Gloss" Starch

AND

Benson's Prepared Corn

have had the confidence of the consumer and the dealer; their absolute **Purity** has never been questioned, and they are to-day the acknowledged **Standards** in their line in Canada, and they are for sale by every jobber and up-to-date grocer from **Sydney** to **Dawson.**

Can you afford to be without them?

Reason says **Not.**
Self-interest says **Not.**
Your customers say **Not.**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858.

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

WM. CLARK
PACKER AND EXPORTER
of MEATS
HAM
TONGUE
MONTREAL
PRIME
OX TONG
W. CLARK
ENGLISH
BRAWN
SAUSAGE
MEAT
Wm CLARK
BONELESS
PIGS FEET
W. CLARK
BEEF LOAF
CLARK'S
BEEF
Wm CLARK
JELLIED
HOCKS
BOILED
WILLIE BRIGHTEYES MET A GROCER
OPENING UP HIS STORE
SAID 'BRIGHTEYES' TO THE GROCER
"I'M HERE TO GET SOME MORE"
SAID THE GROCER TO LITTLE BRIGHTEYES
"AH! - YOU LIKE GOOD THINGS TO EAT"
"YES, SIR, INDEED," SAID WILLIE
"I DO JUST LOVE - CLARK'S MEAT."
MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, OCTOBER 28, 1904. NO. 44.

Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

ZEPHYR CREAM SODAS

(In Three-Pound Tins)

Crisp
Sweet
Appetizing

No other Soda Biscuit equals them, and no other will satisfy your customers like them.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

Fix Prices

We fix and endeavour to maintain the prices of Mathieu's Syrup of Tar and Cod Liver Oil, and Mathieu's Nervine Powders, at figures which give dealers a living profit.

We advertise liberally to help him sell.

We maintain the quality of our remedies.

All we ask is that when we bring you a customer, you should not try to sell him other remedies and damage our reputation by substituting inferior goods.

J. L. MATHIEU CO., LIMITED
SHERBROOKE, P.Q.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED
WALKERVILLE, ONT.

Instant Powdered

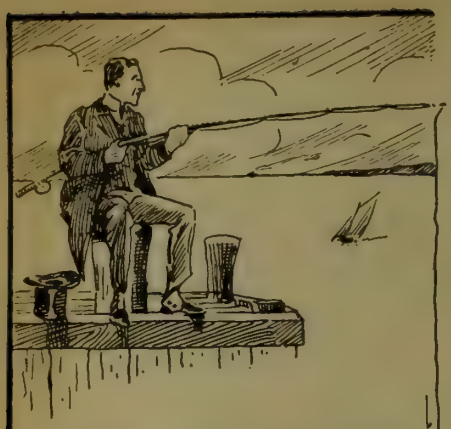
This is put up in packets making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week —looking for bait to build up their businesses with — in THE CANADIAN GROCER. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait agin;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E., Toronto. 232 McGill St., Montreal

Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada

Prime Pea Beans
a specialty
WIRE US.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

POTATOES
NEW BRUNSWICK WHITE STOCK
GUARANTEED
SOUND AND SAFE FOR STORAGE
STRAIGHT VARIETIES IN CAR LOTS
J. McCUAIG, TORONTO
BOARD OF TRADE BDG. L. D. PHONE MAIN 1965

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., - MONTREAL,
Sole Makers.

WHEN YOU BUY

RETURNED
OCT 31 1904
Cat Book 26
Page 22

Pickles and Relishes you want something that will please your customers—and bring them back the second time. "Sterling" brand pickles and relishes are household favorites. Housekeepers know them to be of the finest quality and so ask for them.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO, Can.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

Experience is, after all is said, the best teacher—

Trifling with the teas that are imitations of a better article is poor policy and financially serious to a merchant.

Substitutes of **JAPAN TEAS** will never succeed in pleasing your customers used to the **delicious, fragrant, healthy** and **invigorating** teas of **JAPAN.**

My Truss is endorsed by the most prominent Surgeons and Physicians of Canada and the United States as the **Best on the Market**, and I guarantee perfect fit. Consultation free.

B. LINDMAN

130 Peel Street, - - MONTREAL

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,
Burlington, Ont. **Limited,**

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Don't Run Away with the Idea

that we are nervous about whether or not our goods will sell. This year's history has settled this question beyond a doubt. What we are after is a big, big sale for them.

Old Homestead Brand
of
Canned Vegetables and Fruits

is superfine, so far as quality goes. Prince Edward County can grow more fruit and vegetables than we can pack, but we can keep old Mother Earth working overtime to supply the raw material if you will but give us your orders.

You see, when you buy OLD HOMESTEAD BRAND you are getting the highest possible quality, put up in the most attractive shape—the label is a winner.

Order a trial lot from your wholesaler

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman and Cole, Messrs. Geo. S. DeForest &. Sons, St. John N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

Let us talk it over.

Old conditions in the grocery trade should not last forever.

If a new and better order of things has been evolved, it is surely sound business sense to drop the old and adopt the new.

Take the tea business for example. Our fathers and grandfathers and great-grandfathers used China and Japan Teas. That was all right. But now that better teas are to be had—

CEYLON TEAS

—we mean, the present generation is not called upon to cling to the old-time article.

Neither does the grocer require to keep on carrying a stock of China and Japan Teas. He should move with the crowd.

Ceylon Teas come in Black and Green.

MR. GROCER

Our new sugar is now ready, not a single barrel of old sugar in stock.

WE HAVE

both Coarse and Fine grains of

ABSOLUTELY PURE SUGAR

Drop us a postal card and we will send you samples and prove to you that Canadians can make as good sugar as any in the world.

"CRYSTAL" BRAND

Manufactured for fine trade by

WALLACEBURG SUGAR CO., Limited

Wallaceburg, Ont.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE
Approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

What counts best in trade is an established reputation for rigid uniformity in the high-grade goods one may handle.

The field for increased trade in WOOD'S COFFEES is unlimited.

Our methods, coupled with the ever necessary adjunct of purchasing the best, have made possible a condition that might be called, the Grocer's Paradise, in the Coffee Trade.

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St. MONTREAL

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

3 POINTS

ABOUT GOODWILLIE'S FRUITS IN GLASS

Sell Well.
Give Satisfaction.
Show You a Profit.

ROSE & LAFLAMME,
MONTREAL.

The Potato Growing Industry in Ashcroft, B.C.

Written Specially for THE CANADIAN GROCER by H. L. Roberts.

ONLY a small percentage of the tourists who visit British Columbia think it worth while to stop off there a day or two at Ashcroft, not knowing that it is one of the most interesting towns along the route of the Canadian Pacific Railway. Some of the largest sheep ranches in America are located thereabouts, the outstanding feature, however, is the Ashcroft potato growing industry, which is assuming very large proportions in territory that until recently was thought unproductive owing to the comparative absence of moisture. This difficulty has been effectually overcome by irrigation, and to-day the visitor to Ashcroft may enjoy the novel sight of hundreds of acres of luxuriant potato crops surrounded by areas utterly devoid of vegetation.

Ashcroft is a small town on the main line of the Canadian Pacific Railway, about 204 miles east of Vancouver, situated in the midst of what is known in British Columbia as the "Dry Belt." The town owes its importance to the fact of its being the forwarding point for the whole of the Cariboo and Lillooet districts; all freight and passengers destined for points in these districts leave the railway at Ashcroft and reach their destination either by stage coach or freight wagon via the well known Cariboo road, which terminates at Barkerville, 285 miles from Ashcroft.

Shipping Potatoes at Ashcroft.

Outside freighting and forwarding the main interests of the town and surrounding district are cattle and potatoes. Large numbers of prime beef cattle are shipped every year, principally to coast markets. There are many large cattle ranches in the immediate neighborhood whose herds grow fat on the succulent bunch grass of the ranges and the excellent alfalfa provided for them at the home ranches.

The fame of the Ashcroft potato is almost national; it is certainly provincial, and "Ashcrofts" are the ideal to which less fortunate potato growers aspire.

These potatoes are grown on the lower benches of the Thompson River Valley, and as the soil is especially suitable, the moisture scientifically supplied, and the requisite amount of sun and heat always to be depended upon, the crops are enormous and the quality second to none.

Sample of Potatoes Grown on an Ashcroft Ranch.

Ten tons of marketable potatoes to the acre is not considered a very large return, and occasionally this yield is doubled. Three years ago a crop of 84,000 lbs. was taken off 2¼ acres of land.

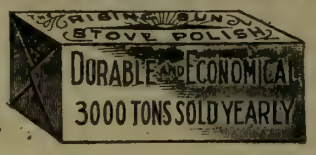
Throughout the "Dry Belt" irrigation has to be resorted to in all agricultural operations, and it is this which is probably the main reason for the extraordinary keeping quality of the Ashcroft potato. The crops are only given sufficient water to enable them to grow, and there is no possibility of a wet Summer keeping the ground and crop constantly soaked, thus producing a watery and soggy potato.

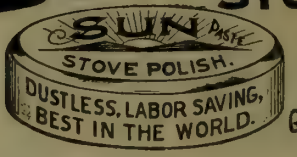
The potato grown is a large, white, smooth variety, somewhat kidney shaped, and is in great demand throughout British Columbia. Occasionally it is shipped to the Northwest, and even as far east as Winnipeg.

The price varies, of course, with the season from $10 to $25 a ton, sacked and on board cars at Ashcroft, the average for Fall delivery being about $12. This year the price is very good, viz., $18 a ton, owing to short crops throughout the west.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES WELL KNOWN AND RELIABLE





IN TINS GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

AMONG OURSELVES.

A SUBSCRIBER to The Canadian Grocer in Christiania, Norway, writes asking to be put in connection with some first-class and sufficiently large manufacturers and exporters of Canada in such lines as flours, grains, rolled oats, oatmeal, feeding stuffs, fresh and dried fruits, lard, oleo oil, meat and pork, tinned goods, cheese, salmon, lobsters, sardines, etc.

He remarks that Canada has a splendid chance of competing favorably in that country, and our correspondent is desirous of making Canadian produce a specialty.

A list is attached of firms already known in Norway, and it is worthy of notice that nine-tenths of them are advertisers, either in the regular or special numbers, of The Grocer.

* * *

Mr. McLeod, the largest wholesale grocer in the Republic of Mexico, has been kind enough to say a word of appreciation of The Canadian Grocer. Provided the volume of trade between Canada and Mexico becomes sufficiently large, there is no question but that it will be possible to work up a large circulation in Mexico for Canada's premier trade paper, simply because it covers the grocery trade thoroughly and cannot but be more acceptable to the Mexican grocer than certain American publications occasionally seen in that country.

GOVERNMENT AGENT FOR MEXICO

Mr. McLeod, president of the International Grocery Co., Mexico City, Mexico, who is on a visit to Canada, suggests the immediate appointment by the Dominion Government of a commercial agent for Mexico, who will be able to follow up trade questions at first hand. As president of the Canadian Commercial Club he has promised the co-operation of leading Canadian business men in Mexico in putting such an agent in direct touch with Mexican manufacturers, etc. There isn't the slightest doubt but that the time is ripe for Canada to inaugurate an aggressive trade policy with the Republic of Mexico.

MR. WOTHERSPOON.

MR. I. S. WOTHERSPOON, Montreal, has returned from a trip to England and Scotland, after spending some ten weeks abroad. He reports business generally as dull, the country having not fully recovered from the effects of the late war. Canadian affairs are receiving more attention and consideration from the business community than ever before, and there is a strong sentiment in favor of extending trade with Canada. Those merchants and manufacturers who have had commercial relations with Canada are anxious to extend the same. While abroad Mr. Wotherspoon made arrangements for representing some of the largest houses in their respective lines, among them the following:

Mr. I. S. Wotherspoon, Montreal.

Black & Ferguson, Aberdeen, established in 1797, makers of the well-known "Belted Plaid" brand of Scotch Whisky.

Poulet Pere & Fils, Beaune, France, established 1747, vintners of red, white and sparkling wines under the following brands: "Moulin-a-vent," "St. Armour Beaune," "Tommard," "Chambertin" and "Poully-Fuisse."

Alvarey & Co., Cadiz and Oporto, sherries and port.

Besides the above Mr. Wotherspoon will represent one of the largest beer agencies in the United Kingdom, who have the only royal warrant on Burton-on-Trent. Particulars of these will be made known later through The Canadian Grocer.

Mr. Wotherspoon also represents Boutillier G. Briand & Cie., Cognac, one of the largest shippers of French brandies and cognac.

FIRMS INCORPORATED, ETC.

The Farmers' Supply Co., of Rosthern, N. W. T., has been incorporated with capital of $30,000, to deal in wheat, binder twine, etc. The company will either purchase or build an up-to-date elevator.

The Peachland Real Estate and Fruit Co., of British Columbia, with share capital of $50,000, has been incorporated to carry on the business of fruit and vegetable dealers and canners in the Okanagan district.

CANADIAN WHISKY IN JAPAN.

In a report to the Department of Trade and Commerce, Ottawa, A MacLean, Canadian commissioner to Japan, says there is a good market there for Canadian whisky. Of $62,830 worth of whisky imported last year, Canada contributed only $415 worth, but this trade is on the increase on account of a preference lately shown by the Japs for the Canadian product.

PEELS EMPIRE and PUNCH

Right up to Last Year's Standard

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

IN STORE

New Apricots
New Peaches
New Peels
New Raisins

James Turner & Co., - Hamilton
WHOLESALE GROCERS.

Do You Like Good Coffee?

GIVE US A TRIAL ORDER FOR OUR THREE BLENDS:

Royal Stuart, retails at - 40c.
Gordon, retails at - - 35c.
Rob Roy, retails at - 25c.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers *HAMILTON*

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers. **49 Front St. E., Toronto**

ORDER NOW

for Fall shipments of imported cheese.

JUST ARRIVING

Roquefort
Gorgonzola
Swiss
Edam
Pineapple
Camembert
Limburger
Neufchatel

Quotations on Application

Finest Selections

A. F. MacLAREN IMPERIAL CHEESE CO, LIMITED
51 COLBORNE ST., TORONTO, ONT.

Business Changes

ONTARIO.

BAKER & MARSHALL, tobacconists, etc., Kingston, have dissolved partnership; Wm. J. Baker continues in business.

James Moore, cigar dealer, Brockville, is dead.

John Skitch, general merchant, Bracebridge, has assigned.

James J. Yokom, grocer, Welland, is going out of business.

J. A. Higginson, grocer, Ottawa, is retiring from business.

W. E. Cochran, grocer, Milltown, has sold out to James Shirely.

Watt Bros. & Co., grocers, Ridgetown, have dissolved partnership.

G. Park, provision merchant, London, has advertised his business for sale.

C. Dignard & Co., biscuit manufacturers, have opened a branch at Ottawa.

Brady & Moore, general merchants, Hamiota, are opening up a new store.

Newcombe Bros., general merchants, Hantsport, have dissolved partnership.

J. W. Hunt, general merchant, Dorchester, has sold out to Wray & Hodder.

J. W. Landon, general merchant, Bonfield, has been succeeded by Moran & Cahill.

R. C. George, of Toronto, has purchased the grocery business of S. A. Arthur, Port Arthur.

J. Edgar Rutledge, grocer, Fort William, expects to move into his new store in a day or two.

A meeting of the creditors of R. S. Dunlop, grocer, Chatham, was to have taken place on Oct. 20.

Thomas Steele & Co., bean growers, Ridgetown, has been succeeded by Schindler, Dillicott & Co.

A meeting of the creditors of C. A. Kinzie, general merchant, Shedden, was to have been held on Oct. 22.

Homer & Co., general merchants,

Worth Attention

When you sell your customers black lead, give them

"JAMES' DOME"

it will win trade for you every time.

W. G. A. LAMBE & CO., Canadian Agents.

Gravenhurst and Rosseau, have advertised their Rosseau branch for sale.

The F. Williams Co., wholesale cigar dealers, Morrisburg, have been damaged by fire; loss partially covered by insurance.

The Henry Co., grocers and liquor dealers, Peterboro, have assigned to Harry Bush; meeting of creditors announced for Oct. 25.

QUEBEC.

J. Vernier, grocer, Montreal, has assigned.

Falardeau & Morency, grocers, Quebec, have registered.

J. A. Lafrance, grocer, Grande Mere, has compromised.

D. S. Brault, grocer, Montreal, has suffered loss by fire.

Mills & Sparrow, cheese exporters, Montreal, have registered.

The assets of A. C. Dionne, grocer, etc., Montreal, have been sold.

The assets of F. M. Labrecque, grocer, Lambton, have been sold.

E. Sabatier & Cie., grocers, Montreal South, have dissolved partnership.

The assets of D. Godin, flour, etc., dealer, St. Johns, are to be sold.

C. Spector, grocer and liquor dealer, Montreal, is offering to compromise.

The assets of Arthur J. Gagnon, general merchant, St. Romuald, are to be sold.

P. Lefaivre & Co., general merchants, Bulstrode Station, have assigned voluntarily.

Ed. Jean, general merchant, Amqui, has assigned; V. E. Paradis provincial guardian.

Miller & Gagnon, grocers, Quebec, have assigned; P. Drouin provincial guardian.

The assets of Compagnie La Florida, coal, fruit, etc., dealers, Montreal, have been sold.

John Stetson has registered under the style of the Montreal Grape Wine Mfg. Co., Montreal.

The assets of Samuel Viner, general merchant, Rimouski, were to have been sold on Oct. 26.

The assets of A. Charlebois, general merchant, Boucherville, were to have been sold on Oct. 24.

D. Belleheumer, general merchant, St. Guillaume D'Upton; has assigned; V. E. Paradis provincial guardian.

Mrs. Joseph Daigneault has registered under the style of Joseph Daigneault & Co., grocers and butchers, Montreal.

Martel & Martel, crockery dealers, Quebec, have dissolved partnership; business continued by J. B. Martel, style of firm-name unchanged.

NEW BRUNSWICK.

Charles S. Babbitt, grocer, St. John, has closed business and removed to Gagetown.

W. A. Magee, grocer, St. John, is to be succeeded by Walter Gilbert November 1, 1904.

D. J. Hamilton, general merchant, Highfield, has sold out to James Sproul.

H. R. Coleman, grocer, St. John, has compromised at 40 per cent.

NOVA SCOTIA

Desjardine & Boudeau, grocers, Glace Bay, have dissolved partnership.

James Kennedy, late of Boston, is opening up a grocery business in Kingsport.

Consent has been registered by Jos. E. Petrie, for his wife, Theresa B. Petrie, Louisburg, to carry on a fruit and grocery business in her own name.

MANITOBA AND N.W.T.

H. Gordon, grocer, Edmonton, has sold out.

Louis Walsh, general merchant, Yorkton, has assigned to C. H. Newton.

Whitelaw & Nairn, grocers, Edmonton, have admitted W. M. McNab to partnership.

Peardon & Co., general merchant, Lacombe, has assigned to A. McDonald, Lacombe.

The stock of G. M. Miller, tobacconist, etc., Winnipeg, has been damaged by water; loss covered by insurance.

BRITISH COLUMBIA.

Jones Bros., general merchants, Grand Prairie, have sold out.

Upton's Orange Marmalade

Jams and Jellies

are a pure fruit natural flavor product. This is **One** of the reasons why they are popular.

THERE is one characteristic in every one of your customers on which you can work to good advantage, if you sell the right goods, and that is that they are all partial to good things to eat.

Now, take **Halifax Fish Cake.** There's nothing nicer, tastier, or more healthful, and if you sell a package once to a customer you will sell lots of them afterwards and will continue to sell them as long as you do business.

The reason lies in the permanency of the article. It isn't a fad or a fancy. It's just a good wholesome, nourishing, tasty food that people will like to use on their tables quite frequently.

There's a good profitable trade in **Halifax Fish Cake** for you if you only take the pains to be sure that each of your customers has tried it once.

Once is enough. The merit of the article will do the pushing for you.

BLACK BROS. & CO.

LIMITED

HALIFAX and LaHAVE, N. S.

A. H. Brittain & Co., Agents, Board of Trade Bldg. Montreal

Fresh and Cured Fish

Western Canadian Fish Trade.

PROBABLY the most neglected and uncultivated branch of trade in that portion of Western Canada extending from Winnipeg to the Rocky Mountains is that pertaining to fish. True it is that the population on the whole is not a fish eating people, nor as a matter of fact is the fish offered to the customers the best as regards flavor or variety, still there is no doubt but that the population might be tempted to eat more of this wholesome food were dealers to offer or exhibit a larger variety. This portion of the west depends very largely upon inland waters for its supply of fish, and consequently the bulk of the trade consists very largely of whitefish, goldeyes and trout. These fresh water denizens lack very materially the flavor and nutritive qualities of those taken from the salt water.

Occasionally halibut, salmon, smelts, and some other varieties may be procured, but fresh cod and halibut are a scarcity, one may almost say an unknown quantity. In Eastern Canada a profitable business is carried on in cured fish of all kinds, and such is the case in a small degree in the west, but there is ample room for further development in this department of the fish business. In the smaller towns of Manitoba fish stores are scarce, and it is extremely doubtful if they would pay. Until quite recently the city of Brandon could boast of nearly every kind of store but a fish store. This want was, however, seen by an enterprising inhabitant who is now doing a flourishing business. Before that time the only fish offered to the consumer was by meat dealers during the Summer as a side issue only, while in the Winter the place was bombarded by Jews with the most unwholesome looking cargoes. In the Spring these sons of Jacob departed, leaving the trade in the hands of the butchers.

The comparatively small amount of salt water fish used is imported from British Columbia. Owing to the long route freight rates are high and the price of fish brought to a very considerable figure.

In this way are procured smelts, flounders, halibut, and shrimps. All these salt water fish find a ready market notwithstanding the prices. Owing to the large influx of Maritime people into this portion of Canada, who are in the habit of consuming large quantities of sea fish, there is no doubt a first-class field in the centre of Canada for a trade in salt water fish, both fresh and cured.

Fish Weirs, St. John Harbor.

Poor Salmon Outlook.

Mr. J. P. Babcock, provincial fisheries commissioner, has just completed a tour of inspection of the salmon spawning grounds tributary to the Fraser River, B. C., and reports that the outlook for salmon in British Columbia is poor Very few sockeyes are to be found on any of the spawning grounds, save at the head of Lillooet Lake and at Morris on the Harrison. The take of eggs so far this season is considerably less than it has been at this time of the year for the past three seasons, while the closed season from August 25 to September 15 inaugurated this year does not appear to have been as advantageous as was expected, owing to the fact that there were no fish running this year.

The one thing to be done to bring about better conditions is to give the fish greater protection, thus ensuring a sufficient number to reach the spawning grounds. Judging from the observations the past season the present outlook for a good run of sockeye four years hence is a blue one.

Fish Guano Works Stopped.

AS a result of strong representations made to Ottawa, B. C. Fisheries Inspector Sword has ordered the Japanese "fish guano" industry at Nanaimo to cease operations.

For a long time the white fishermen have been making efforts to drive the Japanese out of the business on the grounds that they were doing permanent injury to the British Columbia fisheries and that they were conducting an illegal industry.

The law distinctly states that edible fish may not be caught for the manufacture of fertilizers. The fish used by the Japanese are herring—not only edible by mankind, but the main source of food

supply for the larger fish which make the waters of British Columbia's coast so valuable to the province. The salmon, cod and halibut depend to a great extent upon the herring for their food.

When the Japanese first started operations, representations were made to the department, but as the Japanese claimed that they were manufacturing oil and that the guano or fertilizer was only a by product, no orders were issued to have their factories closed. The venture was a very profitable one, but it can be plainly seen that as the guano sold at nearly eighteen dollars a ton while the oil brought only some fifteen cents a gallon, the chief revenue was derived from the former.

Having succeeded in their first efforts, the Japanese were about to launch out on a larger scale when the Ottawa department interfered. They were ready to open new factories at Nanaimo (three in number), a new one at Vancouver, and two new ones at Pender Bay.

Fish Reduction Plants.

The plant for the three fish reduction works to be erected in the Maritime Provinces has already been shipped. One of the works will be situated at Canso, N. S.; points for the other two are yet to be selected. Dogfish, cod heads and fish waste generally will be treated at the reduction works, at a cost of from two to three dollars a ton, whereas the resultant product will bring $30 a ton.

The Biggest Swordfish.

To Captain Manuel Enos, of the sloop Malicia Enos, belongs the honor of having brought in the largest swordfish of the season. The fish with the sword on must have measured fifteen feet. With head and tail off it measured ten feet, and trimmed for the market weighed seven hundred and five pounds. Allowing a conservative figure for head, tail and sword, the fish must have weighed nine hundred pounds when it was taken out of the water.

The fish was caught off Jeffers, abuot thirty-five miles from Thacher's Island. It put up a strong fight against capture, and but for the fact that it had lost part of its sword in some previous battle would probably have been able to get away. When it was tired out and killed it took all the strength of the captain and five men of the crew to get it on board the sloop.

Captain Enos had only four fish in all, but three of them were big fellows. The second in size weighed five hundred and thirty pounds, and the next three hundred. The smallest weighed a hundred and fifty pounds, making 1,685 pounds of fish in all. Swordfish sold this morning for eight dollars a hundredweight, and the three days' fishing brought to Captain Enos and his five men, $134.80. —Boston Globe.

Fish Notes.

The largest cargo of cased salmon ever taken from a Canadian port by steamship was that of the Telemachus, which sailed this week with considerably over 65,000 cases of salmon.

The strike of the halibut fishermen at Vancouver, B. C., still continues, notwithstanding the efforts put forth to arrange the dispute between the fishermen and the New England Fish Co.

A company known as the Crescent Oyster Co. has been formed in Vancouver to develop the oyster fishing industry in British Columbia. Among those interested are W. J. Bowser, G. J. Wilson, F. W. Burpee, J. M. Letson and A. Lormbert. There ought to be a good field for such a concern, as it will have a decided advantage over the American companies on the Pacific Coast, the duty on oysters in the shell being 25 per cent.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Haddies

in 15-lb. boxes.

Kippers

in half-boxes.

Bloaters

in boxes.

Fresh shipments arriving daily by express.

Order by mail, 'phone or wire.

LEONARD BROS.

St. John, N.B. Montreal. Grand River, Gaspe, Que.

RETURNED
OCT 28 1904
Cut Book 26
Page 14
Ans
To Owner.

THE DAVIDSON & HAY LIMITED
Wholesale Grocers,
TORONTO, ONT.

RETURNED
OCT 28 1904

THREE LEADERS!

and

"THE OLD POLICY"

Honest Standard Goods. Lowest Market Prices. Prompt Shipment.
Guaranteed Delivery. Liberal Treatment.
No "Gold Bricks."

We take this opportunity of reminding our large connection throughout the Province that, as we have always done irrespective of market conditions, all orders placed with us for

TOMATOES, CORN AND PEAS

will be filled in full—100% delivery. There has been some delay in receiving goods from canners, but we hope to have all our orders completed in full in a very few days, just as fast as stock can be received.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

No Bogus Canadian Cheese.

WORD comes from London, Eng., that the High Commissioner's staff is giving the closest attention to the development of an important case that has arisen at Hastings affecting the quality of Canadian cheese.

The facts of the case are as follows: A quantity of alleged "margarine" or "loaded" cheese bearing no distinguishing label was recently seized from a firm of provision merchants at Hastings, Eng. The cheese was purchased by this firm from a wholesale firm who received it in turn from the largest importers of Canadian cheese in London, Eng., and sold it in exactly the same state in which it was shipped from Canada. The local sanitary authorities entered an action on the grounds that the cheese in question contained 20 per cent. of fats not obtained from milk. Through the intervention of Lord Strathcona the cheese was submitted to the Government laboratory, which reports the cheese contains no fat other than milk fat. The case will be decided on Nov. 24. Obviously the outcome is of the highest interest and importance to Canada.

Margarine cheese is made in many parts of the United States, and it will likely be shown on fuller investigation that the cheese which is the subject of the present inquiry was made in the United States, shipped through Montreal and, not being branded or labelled, became inadvertently mixed with a shipment of Canadian cheese in transshipment from railroad to ocean steamer. One thing is certain, it was not made in Canada, where the manufacture of "margarine" or even "skimmed" cheese is prohibited under very severe penalty. If there were the faintest suspicion that the "margarine" cheese seized had been made in Canada there would be an outcry from one end of the country to the other, since the Canadian cheese industry is too vast and too important to be tampered with. The Canadian Department of Agriculture is to be congratulated on its prompt and vigorous action and for its determination to see the blame placed where it belongs.

Canadian Dairy Produce in England.

Canada is receiving congratulations on the excellence of her display at the Fall Dairy Show, London, Eng. The exhibit consists of a most appetizing collection of dairy produce, including cheese, butter, eggs, condensed cream and milk, dressed poultry, hams, and bacon. The high standard of Canadian produce is admitted on all hands though, as an English official remarks, while welcoming Canadian friends, the British dairy farmer cannot forget that to some extent Canada competes with his own produce.

Mutton Canning Enterprise for Russia.

NEWS has been received from Russia that the war has stimulated the establishment of a mutton canning enterprise in that country. The immense armies of the Czar in far-off Manchuria must have meat. The live meat supply was long ago exhausted and imports by water from America were practically shut off by Japanese supremacy of the seas. Russia had to look to herself for the supply in a great measure, and this mutton canning project is said to have been one of the attempts to solve the problem.

It is reported that Brand Bros. are erecting a canned mutton factory in the Kokchetav district, Province of Akmolinsk, at a cost of 500,000 roubles. Besides canning sheep meat, the blood, fat, skins, bones, etc., will be handled in by-product factories, and the works will have its own can factory. It is expected to have the plant in operation this month, and a contract for 200,000 poods of tinned meats for the Russian army will be the first output.

Canadian Cheese Vindicated.

The following message was received by the Department of Agriculture, Ottawa, from Lord Strathcona on October 22:

"Understand local authorities assent to dismissal of case without further discussion. Will make a statement through the press vindicating the purity of cheese."

The last shadow of suspicion is now removed from Canadian cheese against a sample of which the charge of adulteration was brought by the authorities in Hastings, Eng. The sample was finally forwarded to the leading official bureau of analysis in the United Kingdom where it was pronounced pure.

English Butter Market.

ACCORDING to latest English market reports the Copenhagen committee, tired of waiting for trade to come along at the high levels recently ruling in butter, have reduced the official quotation by 2 kroner. This reduction, however, comes at a time when supplies have become too numerous from all quarters and the net result is not an accretion of business to Denmark. Unless there is a very great alteration, there will have to be a further declension in price before demand is set running on Danish. It is altogether too dear a purchase at the present time with such a lot of colonial about. The Australian import is big for the time of year, and combined with a liberal assortment from the continent and a not insignificant contribution from English dairies, the tendency is certainly towards lower levels. Canadian has not taken the drop in value that other imports have as it has taken up the demand which the others have let go. The supply has kept up remarkably from Canada and the quality is of a high order, which accounts for it being able to maintain its price with all other imports tumbling round it. There has been a slight improvement in the tone of the Canadian butter market, but not sufficient to improve prices.

Provision Notes.

It is reported that P. Burns & Co., the largest wholesale and retail butchers and packers in the Northwest, intend building an abattoir, cold storage and pork packing plant in Vancouver, to cost in the neighborhood of $150,000.

The Toronto Milk Producers' Association has decided to take immediate steps to organize a co-operative company for the delivery of milk throughout the city. A complete system for the proper handling and distribution of the products of the association's dairies will also be introduced.

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

HAMS

Hams are the cheapest line in smoked meats to-day. You can make a good profit on them and sell at reasonable prices. We have a stock of the finest goods on the market, small, medium or large, smoked, unsmoked or cooked.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

ROSE BRAND LARD

The high-class Lard of Canada—is made from "Leaf" only. No other ingredient, no bleaching or other process, simply the pure leaf, rendered in open kettles, for best family trade.

Fresh every day at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

Tales of **MAGIC**

Let us tell you about

MAGIC BAKING POWDER

In the first place **IT** is **pure** and **wholesome;** secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best work, and, what interests you particularly, **IT**

Pays you a good profit.

Order from your jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market is unchanged and prices remain the same. The demand is good and stocks are low in bacon and hams. No changes are recorded in fresh meats, but there is a slightly stimulated demand on account of the cold weather. We quote the following prices:

Long clear bacon, per lb	$0 08½	$0 09
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08¾
" pails "	0 08¾	0 09
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 50	8 50
" front quarters	4 50	5 75
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 25
Veal	6 00	8 50
Hogs, light	7 50	7 75

Poultry—Slightly larger quantities of poultry are being received but the amount and demand are so small at present prices that the market cannot be said to have opened up. However for what is to hand the following prices rule:

Chickens, spring	0 10	0 11
Hens	0 07	0 08
Geese	0 07	0 09
Turkeys	0 14	0 16
Ducks	0 10	0 11

Butter—Creamery butter has strengthened a little. Large dairy rolls are beginning to come forward and the amount of prints received is increasing. Tubs of all qualities are offering, much being of no commercial value on account of the length of time country merchants have carried it, and their poor facilities for storing. For this week the prices are:

	Per lb.
Creamery prints	0 20
" solids, fresh	0 19
Dairy prints	0 16 0 17
" in tubs	0 13 0 16
" large rolls	0 14 0 15

Cheese—Conditions in the cheese market remain as they were last week. The boards drew high figures and there was little sign of a drop. The export demand is not especially strong, but buyers must be in hopes of an increased sale abroad to pay as high as 9 1-4 on the board. Reports for the week ending October 24 are as follows:

Board.	Boxes.	Price.
Ingersoll	280	(no sales) 0 09
Campbellford	750	(530 sold) 0 09½
Woodstock	3,350	(no sales) 0 08¾ 0 09
Picton	780	(70 sold) 0 09½
Brockville	1,740	(no sales) 0 09¼
Tweed	500	(no sales) 0 09
Kingston	460	(320 sold) 0 09
Madoc	600	(130 sold) 0 09 1-16
Barrie	554	(no sales) 0 08⅞
Winchester	781	(no sales) 0 09
Napanee	1,220	(100 sold) 0 09
Perth	1,465	0 09
Kemptville		(no sales) 0 09 1-16
Brantford	2,002	(637 sold) 0 09 1-16 0 09⅛
London	1,235	(no sales) 0 08¾ 0 09
Belleville	1,700	(700 sold) 0 09⅛
Cornwall	1,087	0 09 1-16

Sellers are holding in many cases for 9 1-4 and even 9 3-8. We quote:

	Per lb.
Cheese, large	0 09¼ 0 09¾
" twins	0 09¾ 0 10

Montreal.

Provisions—Considerable easiness has been noticed in the provision market, especially live hogs, where a decline has taken place of from 12c to 15c per hundred. Abundant supplies have come to hand and choice lots been sold at $5.25 to $5.37 1-2. Mixed at $5 to $5.15 and heavy fats at $4.50 to $4.75 per hundred. Steadiness marks the dressed hog market, with a good demand, while fresh killed abbatoir dressed stock has sold at $7.25 to $7.50, and country dressed at $7 per hundred. Cured meats of all descriptions have been selling well, and lard remains unchanged with good demand. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11¼	0 12¼
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07½
" ½-tierces, per lb		0 07¾
" 60-lb. fancy tubs		0 07¾
Cases, 20 3-lb. tins, per lb		0 08¼
" 12 5-lb. tins "		0 08
" 6 10-lb. tins "		0 07¾
20-lb. wood pails, each		1 52½
20-lb. tin pails, each		1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¼
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese—The cheese market is in a peculiar condition. No startling change has taken place during the week, the improvement of last week having been fairly maintained. A large quantity changed hands at 9 to 9 1-8c. Considerable excitement has been occasioned among exporters, owing to the noise in the Old Country over an alleged batch of filled cheese. Exporters generally have denied the possibility of Canadians being implicated in this business, and to their credit it may be stated that a complete exoneration has been telegraphed by Lord Strathcona to the Department of Agriculture. The following prices are the ruling ones at present: Finest Ontario, colored, 9 1-2c; white, 9 3-8c; Townships, 9 1-8c; Quebec, 9c; Summer stock, 8 1-2 to 8 3-4c.

Butter—No improvement has been noticed in butter, the market ruling about the same as last week. Considerable quantity was sold at the wharf at 18 3-4c. The following prices rule: Townships, unsalted creamery, 19 3-4c; salted, 19 1-4c to 19 1-2c in boxes, and in tubs 18 3-4c to 19c; undergrades, 18c to 18 1-2c; dairy butter, 15c to 16c.

Winnipeg.

Lard—The market has now resumed a more even basis this week and our quotations are as follows:

Lard, 50-lb. pails	4 70
" 20-lb. "	1 95
" 10-lb. "	5 90
" 5-lb. "	6 00
" 3-lb. "	6 10
" compound, in 20-lb. pails	1 65

Cured Meats—A general firmness is now pronounced in the cured meat lines. The market now quotes prices at the last advance as in last week's price list. Our quotations are as follows:

Hams, per lb	0 14
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 10
Shoulders	0 08½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Dry salt long clear rolls, per lb	0 08¾
Dry salt backs, per lb	0 09½

St. John.

Provisions—While western American packers in particular have light stocks

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Macaroni

Nothing better made than

NAPOLI BRAND

fine assortment. Handsome package. Lower priced, and therefore more profitable than the imported.

Order From Your Wholesaler

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

BUY THIS BOOK

SUCCESSFUL ADVERTISING—How To Accomplish It.—By J. Angus MacDonald.

Every Merchant and Salesman

will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

Sent postpaid for $2.00.

MacLEAN PUBLISHING CO. LIMITED
TECHNICAL BOOK DEPT. TORONTO.

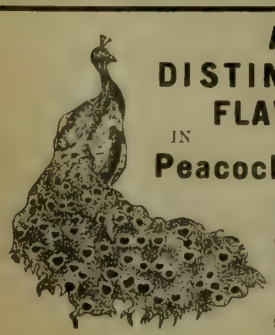
COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.



A DISTINCTIVE FLAVOR IN **Peacock Brand**

makes it preferable to any other make of Condensed Mince Meat.

Your wholesaler will supply it.

The Bates, Peacock Co.
HAMILTON, ONT.

of barreled pork, prices are unchanged and stand at very reasonable figures. Beef continues low with limited business. While American lard is unsteady local prices are firmly held. There is a steady sale; smoked meats bring quite full figures. In fresh meats prices are low. Beef is very freely offered. Lamb is rather off in price. Pork is lower. Mutton is dull. Some nice veal is offered.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	12 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09½
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08½	0 09¼

Butter—Market is firm, real good butter is scarce and higher.

Creamery butter	0 20	0 22
Best dairy butter	0 17	0 19
Good dairy tubs	0 14	0 16
Fair "	0 12	0 14

Eggs—Rather higher prices are asked. Supply continues light. New Brunswick does not at all supply itself.

Eggs, henery	0 23	0 25
" case stock	0 18	0 20

Cheese—Market is firm with price tending higher. Local demand is for twins.

Cheese, per lb	0 10	0 11

To Establish Dairy Exchange.

J. X. Perrault at the Chambre de Commerce has raised the question of the establishment of a dairy produce exchange in Montreal. He recommends its establishment on the ground that, merely for lack of market facilities, cheesemakers in the Province of Quebec are not obtaining a fair price for their commodities, the loss being as much as one-fourth of a cent per pound. One result of the present system, he says, is that dairymen sell their produce at points in Ontario and at Alexandria Bay, N. Y., at a higher rate than they can obtain in Montreal. He argues that the business might be kept in Montreal if the chambre would provide facilities to enable them to make profitable sales here.

The proposal is favorably regarded by the chambre and a special committee has been appointed to look into the matter and report at the next meeting.

A MUSHROOM FACTORY.

THERE seems to be little doubt that Middle Sackville, N.B., has the unique distinction of possessing the only mushroom factory in America. Factories for canning mushrooms are found in France, but, so far as can be learned, no similar factories are found on this side of the Atlantic. J. R. Ayer, proprietor of the Sackville cannery, has for years been making experiments in the putting up of mushrooms, but until recently he has not been able to can them to his satisfaction.

This is the third year that Mr. Ayer has been canning the mushrooms. The first year he put up only about twenty cases, as he had no facilities for canning them, and the work was largely experimental. Last year the mushroom season opened earlier than was expected, and was over almost before the factory was in operation. In consequence of this, only about half a dozen cases were put up. This year, however, things are running smoothly, and over sixty cases, each containing ninety-six half-pound cans, have already been made ready for market.

Pickers scour the marshes every day for the delicious fungus, and at present about ten cases of 480 pounds are being canned each week. Upon being brought to the factory the mushrooms are first carefully assorted and cleaned. The highest grade are canned, the second grade made into catsup, while the poor ones are thrown away. About fifteen persons are at present employed at the work of picking, assorting, canning, etc.

USEFULNESS OF TRADE JOURNALS

A MERCHANT or manufacturer, an industrial or professional, or a manager or operator, who assumes to "get on" without the trade journals directly or collaterally bearing on his particular specialty, is seriously handicapped in the stress of competitive strife, says a writer in the Boston Herald. Wilfully, though perhaps not wittingly, he deprives himself of sources of information and of material for progress and profit, lack of which must inevitably leave him in the lurch. The managing head of every "house," no matter how large the "concern," should, above all things, see to it that each department head and so many of the working force as by their intelligent interest show that they would profit by technical and professional information—that all these men are provided with the trade journals best fitted to promote the advancement of each in efficiency. This at the expense of the firm, of course, since the firm, in turn, cannot fail largely to profit by such policy. And don't commit the folly of balking at the preponderence of ad. pages. The information these contain is never less and often far more valuable than that found in the "reading matter."

FISH

Anticipating a good demand, we have stocked up on all lines. Our values are the best and quotations the lowest on the market.——

——SEND US YOUR ORDERS.

DRIED FISH—

Boneless—bulk, boxes 25 lbs.
" —1 and 2 lb. blocks, boxes 25 lbs.

PURE COD—
"Sealeys"—1 lb. blocks, boxes 24 lbs.
"Halifax"—1 lb. packages, " 24 lbs.
3 lb. boxes, crates 36 lbs.

SHREDDED COD—
"Halifax"—1 lb. packages, boxes 2 doz.
"Beardsleys"—1 lb. " " 2 doz.

SKINLESS AND BONELESS COD—
"White Star" (finest guaranteed) cases 100 lbs.

HERRINGS—

Scaled—fine fish, good flavor—bdls. 5 boxes.
Labrador—extra fine large fish—brls. and half brls.

FRESH WATER FISH—

HERRINGS, TROUT AND WHITEFISH.
Guaranted No. 1 Fall caught—Special prices f.o.b. Midland.

FIGS

AN EYE OPENER—

To many grocers it is almost incredible the amount of business to be done and the money to be made on

Washed Figs—

We have a complete stock and can offer you—

WASHED AND PULLED FIGS—Wooden boxes,		to retail at	10c.
" " " "		"	30c.
" " " "	Fancy baskets,	"	25c.
" " " "	"	"	30c.
STUFFED FIGS—with NUTS,	Round boxes,	"	35c.
" " " "	Fancy cartons,	"	35c.
" " with NUTS and FRUITS,	Fancy boxes,	"	40c.

Stuffed Dates——

SUGARED HALLOWEE—Fancy round boxes,		to retail at	25c.
FARD—stuffed with NUTS,	" "	"	30c.

——**ORDER EARLY** — **REMEMBER—**
"There's money in them."

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO

A SIDE LINE FOR THE GROCER.

ENTERPRISING grocers or general merchants are beginning to appreciate the value of an attractive side line both as a means of attracting new business and holding and rejuvenating regular trade. Confectionery and crockery departments have been tried and not found wanting in the majority of instances where they have been carefully handled. For the town, and particularly the country merchant, no better or more profitable side line can be suggested at the present time than a reliable stock food, of which such a great variety are being manufactured. Farmers and stockraisers throughout the country are welcoming the advent of these animal foods and veterinary preparations wherever they have been introduced, which in itself is pretty good evidence that stock foods are already recognized as a distinct boon to the stock-raising industry of Canada. It is an indisputable fact that the ordinary grass and cereal foods which serve as fodder for horses, cattle, etc., require reinforcement if they are to serve their purpose fully; it is to fill this need that stock foods have been placed upon the market.

The Fall and Winter is the season when animals require the extra tonic supplied by stock foods. After being taken off the grass and put on a regular diet of cured hay, etc., horses and cattle require an occasional judicious mixture of medicinal herbs and drugs with their food if they are to be kept in good condition during the long period of Winter confinement. Thus a stock food is an article of necessity, and the retail trade can make no mistake in stocking it for the requirements of their customers. Where its merits are known so much the better; where they are not it is the pleasant duty of the merchant to educate the farmers within his territory to the advantage to be derived from using a reliable medicated stock food.

One of the leading Canadian firms manufacturing the article in question is the Naisbitt Co., of Toronto, Winnipeg and St. John. Under the head of "Anglo-Saxon Stock Foods" they manufacture a variety of medicated foods suitable for all kinds of stock, as well as remedies for the ailments peculiar to domestic animals.

These preparations are sold only with the guarantee of the Naisbitt Co., and are offered on absolute trial. Since "Anglo-Saxon Stock Foods" were put on the market the firm report that there has not been a single case of dissatisfaction, nor of an order being lost.

The Naisbitt Co. started in business in February, 1904. By June 15 the volume of trade had increased so far beyond the expectations of the firm that a complete reorganization was found necessary. The capitalization was increased and additional support secured from a number of the most eminent agriculturists in Canada. In order to facilitate the rapid handling of goods branches were established in Winnipeg, Calgary, St. John, N. B., as well as a distributing agency in British Columbia.

Within the last five months the capacity of the plant has been increased five times, which speaks volumes for the success of "Anglo-Saxon Stock Foods" on the market. The motto of the Naisbitt Co. is "nothing but the best," and as it imports and grinds its own drugs and roots, and guarantees its products to be non-injurious, a ready market for them will doubtless be found among farmers and stock-raisers all over the Dominion.

ANOTHER GRAND PRIZE.

The officials at the World's Fair, St Louis, have awarded the grand prize for superiority of cocoa and chocolate preparations to Walter Baker & Co., Dorchester, Mass. This firm was established in 1780, and has received 13 awards from the great expositions of Europe and America.

Self-Rising Buckwheat Flour . . .

Most people think one pan-cake flour is as good as another, but there's a difference.

Forest City Buckwheat Flour is ground from the highest standard grain by the most improved mills and is thoroughly mixed — is not reduced in price and quality by low grade mixtures as in common flours.

Will make a delicious, light, fluffy pan-cake like mother used to make and can be prepared and served in three minutes.

Packed in fancy cartons. Get your orders in early and cinch the trade in your town.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

Many dealers have come to realize that a display of really first-class goods in the window or on the shelf does much to elevate the **TONE** of a store; does much to attract a class of trade worth having.

LIPTON'S
½-Pint Onions

This is why the Lipton Pickles and Jams are found in the best shops from Sydney to Vancouver.

Now, how about your store?

For information address the Canadian agents:

J. N. CREED & CO.,
HALIFAX, N.S.

or **J. S. CREED,** Board of Trade Bldg., **MONTREAL**

40 years'

experience and thousands of testimonials have established the high reputation of . . .

Borden's "Eagle" Brand Milk

AND

"Peerless" Cream..

Are you handling it?

Write for pamphlets and particulars.

SELLING AGENTS IN CANADA

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
McLaren's Cooks Friend.
Greig, Robt., Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougal & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.

Flavoring Extracts.
Greig, Jas. R., Montreal.

Fly Paper.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto,

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. S., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McCuaig, J., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, & Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Salt
Toronto Salt Works, Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co, Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISEMENTS.

Adamson, J. T., & Co. ... 53
Allison Coupon Co. ... 4
American Tobacco Co. ... 59
Auer Light Co ... 3

Balfour & Co. ... 11
Barnard & Holland ... 26
Bates, Peacock Co ... 22
Black Bros. & Co. ... 14
Blue Ribbon Tea ... 54
Bradstreet's ... inside front cover
Braid, Wm., & Co ... 61
Brantford Starch Works ... 30
Burlington Canning Co. ... 4

Canada Paper Co. ... 53
Canadian Press Clipping Bureau ... inside back cover
Canadian Swiss Trading Co. ... 51
Capstan Manufacturing Co ... 3
Cassidy, J. L., Co ... 26
Ceylon Tea ... 6
Chase & Sanborn ... 41
Christie, Brown & Co. ... outside front cover
Clark, W. ... 43
Coles Manufacturing Co ... 30
Colson, C. E., & Son. ... outside back cover
"Commissioner" Tea ... 4
Common Sense Mfg. Co ... 22
Cowan Co. ... 48
Cox's Gelatine ... 4
Creed, J. N., & Co. ... 24
Cullen, Orlan Clyde ... 44

Davidson & Hay ... 17
Dawson Commission Co. ... 52
Dingle & Stewart ... 2
Dominion Molasses Co. ... 51
Dominion Packing Co ... 19
Douglas, J. M., & Co. ... 41

Downey, W. P ... 43
Dunn, Wm. H ... 24
Dutch Chemical Works. ... inside back cover

Eby, Blain Co ... 23
Edwardsburg Starch Co ... 63
Empire Tobacco Co. ... 56
Epps's Cocoa ... 43
Estabrooks, T. H. ... 47
Ewing, S. H. & A. S. ... 64
Ewing, S. H. & Sons ... 3

Fearman, F. W., Co ... 19
Fortier, J. M ... 58
Foster Pottery Co ... 2
Frontenac Cereal Co ... 55

Gibb, W. A., Co. ... 52
Gillard, W. H., & Co ... 8
Gillett, E. W., Co., Ltd ... 20
Gorman, Eckert & Co. ... 24
Gowans, Kent & Co. ... outside back cover
Greig, Robt., Co. ... 48

Heinz, H. J. Co. ... 54
Hill, Evans & Co. ... 3
Husband Bros. & Co. ... 52

James' Dome Black Lead ... 13
James, Eben ... 53
James, F. T., Co. ... 44
Japan Teas ... 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ... inside back cover
Kinnear, Thos., & Co. ... 12

Lake Huron & Manitoba Milling Co. ... 54
Lambe, W. G. A. ... 2
Lamont, Corliss & Co. ... 51
Lawson, Reginald ... 36

Leonard Bros ... 16
Lindman, B ... 4
Lucas, Steele & Bristol ... 11
Lytle, T. A., Co. ... 3

Mathieu, J. L. ... inside front cover
Matthews, Geo. Co ... 20
Metallic Roofing Co. ... 44
Millman, W. H., & Sons ... 2
Milne, Chas. ... 2
Mooney Biscuit and Candy Co. ... 50
Morse Bros. ... 10
Mott, John P., & Co ... 49

MacLaren's Imperial Cheese Co ... 12

McAlpin Consumers Tobacco Co 58
McCann Wm., Milling Co ... 50
McCuaig, J. ... 2
McDougal & Lemon ... 53
McDougall, D., & Co. ... 59
McGregor-Harris Co. ... 32
McLaren's Cooks' Friend Baking Powder ... inside back cover
McLean, J. A., Produce Co. ... 20
McWilliam & Everist ... 52

Naisbitt Co ... 42
Napoli Macaroni Co ... 22
National Licorice Co ... inside front cover
Nicholson, Bain & Johnston ... 2
Nicholson & Bain ... 2
Nicholson & Brock ... 44

Oakey, John, & Sons. ... inside front cover
Oakville Basket Co, ... inside back cover
Ogilvie Milling Co ... 37
Old Homestead Canning Co ... 5
Ontario Sugar Co. ... 39
"Ozo" Co ... 26

Page, C. S. ... 44
Park, Blackwell Co. ... 19
Payne, J. Bruce ... 57

Rattray, D., & Sons ... 39
Robinson, O. E. ... 58
Rose & Laflamme ... 8, 62
Row & Co. ... 53
Rutherford, Marshall & Co ... 32
Ryan, Wm., Co. ... 32

"Salada" Tea Co ... 30
Simpson, R. & J. H. Co. ... 43
"Sovereign" and "Lynx" Salmon ... 16
Stringer, W. B., & Co. ... 53
"Sugars" Limited ... 53

Tippet, Arthur P., & Co ... 1
Toronto Salt Works. ... inside back cover
Tuckett, Geo. E., & Son Co. ... 57
Turner & Co ... 32
Turner, James, & Co. ... 11

Upton, Thos., & Co. ... 13

Walker, Hugh, & Son ... 53
Walkerville Match Co. ... inside front cover
Wallaceburg Sugar Co. ... 7
Warren Bros. & Co ... 48
Watt, J. L., & Scott ... 51
Wethey, J. H. ... outside back cover
White & Co. ... 53
Wilson, Archdale ... 21
Wilson Commission Co. ... 2
Wilson, W. H., Co. ... inside back cover
Wood, Thomas, & Co ... 8
Woods, Walter & Co ... 21

THE OLDEST CROCKERY HOUSE IN CANADA

UNDER UP-TO-DATE MANAGEMENT

A NEW STOCK OF PATTERNS

FOR SPRING DELIVERY

Be sure and wait till you have seen our

"ECLIPSE" Edge Line and Sprig

The JOHN L. CASSIDY CO. Limited

MONTREAL.

"Tak' a cup o' Tea; it's unco refreshin'."—

SEND FOR A $25.00 ASSORTMENT

OF

SCOTCH MOTTO WARE

It is most Quaint Artistic and Attractive

BARNARD & HOLLAND CO.

HAVE YOU EVER HANDLED ELECTRIC SHADES? WE SUPPLY THEM IN FANCY STYLES

English Pottery Representatives and Importers of Foreign China and Glassware

MONTREAL

DON'T BUY TROUBLE

IT'S A STOCK THAT IS BOUND TO STICK

It's the stock with the rapid turnover, the quick easy selling stuff, that is going to make your store a success. Goods with a reputation, that you don't have to argue your customers into accepting, net a larger profit because of the time saved and no returns, nor dissatisfaction. For the past 60 years the Michel Lefebvre Vinegar Works have turned out goods that have earned a national reputation for quality. Your customers know this and are glad to buy. The first cost is the same as any other line, while the aftermath of satisfaction is really a doubling of the original profits. Premier Pickles in bottles, usual size, $1.05, in cases of 3 doz., $1.00 per doz., in barrels of 6 doz. or in 1, 2, 3, 5 and 10 gal. pails.

THE OZO CO., LIMITED, MONTREAL.

Do you get our Price Current? A post card will bring it, every season, four times a year.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Wm. Braid & Co., Vancouver, B.C.
B. Lindman, Montreal.
J. McCuaig, Toronto.
J. L. Mathieu, Sherbrooke, Que.
The Naisbitt Co., Toronto.
Wallaceburg Sugar Co.. Wallaceburg, Ont.

OUR DAIRY INDUSTRY.

THE disastrous wind up of last season naturally put operators on both sides of the Atlantic in a cautious frame of mind at the opening of the present year. Fortunately factorymen did not begin operations as early as usual and the output of fodder-made goods was much below the average. This proved to be anything but an unmitigated evil as supplies of old stock held over from last season were more than sufficient to supply the demand until full grass goods could be placed on the market.

Opinions have differed since the beginning as to how the season would end. Prices paid factorymen during the first two weeks in May ranged from 6 1-2 to 7 1-8c and all sorts of reports were sent out by cable, circular and letter. Some predicted that cheese would go below record prices, and in addition that factories would shut down and milk be fed to stock; prices, however, have not been the lowest on record and factories have not shut down.

In some instances in factories equipped for making both cheese and butter the patrons decided to make butter instead of cheese, particularly in some parts of the Province of Quebec. The result is that there will be some decrease in the make of cheese, and some increase in the season's output of butter for the season. The following figures may prove interesting to our readers:

May	16	to	21	7½	to 8 3-16
"	23	"	28	8½	" 8⅝
"	30	"	June 4	8	" 8⅜
June	6	"	11	7¾	" 8 5-16
"	13	"	18	7⅞	" 8 3 16
"	20	"	25	7½	" 7¾
"	27	"	July 2	7¾	" 8⅜
July	4	"	9	7¼	" 7⅝
"	11	"	16	7¼	" 7¾
"	18	"	23	7 1-16	" 7⅜
"	25	"	30	7½	" 7¾
Aug.	1	"	6	7¾	" 8⅛
"	8	"	13	8¼	" 8¾
"	15	"	20	8	" 8⅜
"	22	"	27	8⅜	" 8⅝
"	29	"	Sept 3	8⅞	" 9 5 16
Sept.	5	"	10	8½	" 9
"	12	"	17	8⅝	" 9
"	19	"	24	8¾	" 9 3-16
"	26	"	Oct. 1	8⅝	" 8⅞
Oct.	3	"	8	8¾	" 9

The above figures are the ruling prices bid and paid on different boards or markets in Ontario. In the best sections of Quebec where regular sales take place there has been little, if any difference. There are those in the business to-day who can well remember buying cheese as low as from 5 to 6c per pound at the factories; hence it will be seen that prices have not touched a record low price.

The quality for the season has been fully up to the average, some say better, while there are those who make the statement that the quality has been poor. From reliable sources we are told that there are poor cheese made every year; but while this is a fact, the percentage this year is not larger than in others, if as large. The cool season has been a great boon to the trade as a whole. Actual figures up to about October 15 show receipts to be about 125,000 boxes less than last year, the decrease in shipments being 385,000 boxes.

While some have endeavored to "bear" the situation there are others who have made desperate efforts to bring a boom. British importers have repeatedly and persistently refused to follow any spasmodic advances from this side, their experience of the past evidently justifying their actions. While Canada is a cheese producing country it is not a cheese consuming country. We have only one outlet, namely Great Britain, on which we are dependent to handle and consume our cheese. It is well that all interested should do all in their power to cultivate and foster an industry which is bringing to our shores a portion of the great wealth expended to feed the millions of people across the seas.

AIDING BRITISH EXPORTERS.

A GOOD example has been set recently by some of the Canadian importers which, if generally followed, would go a long way to enlighten British exporters and dispel the doubt and uncertainty existing there regarding the latest changes in the Canadian tariff laws. A notice, in the form of a letter, is being sent by some jobbers to all the British firms with whom they deal informing them to the letter of the requirements necessary, and they are not a few, in fulfilling the law when sending goods to this country. Although no doubt the British importer is already aware of what is required of him in this direction to a certain extent at least, and more or less vaguely perhaps, yet a letter sent, as the one mentioned, coming from a customer, is going to bring the matter before him more prominently and in a more definite manner than would be possible of accomplishment in any other way.

The form of the declaration to accompany all invoices is given in full, in six clauses, as called for by the Dumping Act, with a note added regarding German goods. Below appears an invoice form, such as is required by the department, and underneath the specific directions regarding triplicate invoices, addressing and marking of packages, inserting extra goods, bills of lading, etc.,

concluding with the request that all regulations be carried out. If this practice were more generally observed it would doubtless do away with a lot of inconvenience and delays that at present exist. The British jobber or manufacturer would probably not appreciate such a letter, as far as the notice itself is concerned, but will recognize the spirit in which it is sent, and that it was instituted with a view to helping both parties and to obviate the vexatious delays attendant upon the non-fulfillment of the required regulations.

SHALL MANITOBA WHEAT BE MILLED ABROAD?

IN a recent issue the New York Journal of Commerce makes the statement that the milling industry in the United States is in a position not only to convert every pound of American wheat into flour before sending it to foreign markets, but actually needs to import raw material in order "to keep busy" The American Northwest is so situated that it can do this to great advantage, not only to itself but to the country's transportation and export trade on account of the large and increasing production of wheat across the border in Manitoba and the Territories. Our contemporary goes on to say there is no reason why the United States should not receive supplies of material from Canada free of duty and convert the bulk of the Canadian surplus into flour for export. Unfortunately an import duty of twenty-five cents per bushel prevents this, and encourages the building up of manufacturing and transportation in Canada instead of the United States, and that, too, by an expatriation of capital and labor.

It cannot be gainsaid that American millers have become "wise" to the exigencies of the wheat situation in the United States, where the surplus of wheat and flour for export is getting smaller every year, and that they are casting longing glances on the wheat fields of Canada as the only available source of supply for raw material in a time of need.

They are beginning to appreciate the vast possibilities of the milling industry in relation to foreign trade, and are determined to have a share in supplying the non-producing cereal countries of the world with manufactured breadstuffs.

Clearly it is in the interest of the American miller that if American industries can use more raw material than is available at home they should be permitted to import it free of all tax. At the same time, however, Canadian millers have not been blind as to the possibilities of the export flour trade, and judging from the rapidly increasing number of milling industries springing up in the Canadian West, Canada will have less and less wheat to export as raw material, but will require the bulk at home to feed domestic mills. When it comes to an aspect of trade so important as the flour milling industry Canada is not likely to be as unselfish as the New York Journal of Commerce supposes. She certainly would not be content to sit with arms folded while Canadian wheat was being milled for export by her next door neighbor. So far from this being the case Canada is sparing no pains in developing the milling industry within her boundaries, and we may expect to see as a direct result gn impetus given to the live stock and kindred agricultural industries such as this country has not yet experienced.

CANADA AN EXAMPLE.

CANADA has a new role to play, namely, that of preceptress to the nations of the east in the science of agriculture. Most of the colonies have recognized her claim to be the "Granary of the Empire," and are already emulating her example, the latest convert being the Orange River Colony, which wishes to effect a thorough reorganization of its staple industry and to that end is recruiting from our agricultural colleges experts in Canadian methods of farming.

It is particularly gratifying to hear that Mr. Palmer, recently appointed director of agriculture for the Orange River Colony, is giving the utmost satisfaction, and that he promises to be a living example of what Canadian agricultural colleges can produce in the way of practical, scientific and technical equipment.

NOTICE THE CHILDREN.

IN any retail business the personal element wields such influence that the merchant should be constantly on the alert to win confidence and sympathy. Unless the merchant has the confidence of his customers he is ever in danger of losing them, whereas if they are his friends they are likely to continue his customers.

To win confidence in any neighborhood one cannot afford to neglect the children in the slightest degree. If a child and a gentleman come into the store together it is a safe rule to wait on the child first, engaging the adult customer in conversation at the same time. In no case should a child be left until a later arrival is first served. Each child is a good friend to win and as children are more sensitive in every way than older persons, their friendship is more easily won or lost than that of the adult customer. Above all, never neglect them.

HIDES AND WOOL SITUATION.

THE Canadian market for wool, hides and skins at the present time may be said to have reached the highwater mark. In wool the tendency has been steadily upward during the past three years, present prices being the highest since 1898. Many factors have been influential in bringing about this state of affairs, among them the absence of a surplus of wool in the world's markets the war between Russia and Japan which has increased the demand for military supplies, and the comparatively small and steadily decreasing crop of Canadian fleece wool.

The hide situation is similar. Supplies are being readily taken up at home and abroad and prices ruling to-day are higher than they have been at any time since 1900. The outlook is for a fairly steady market since tanners will consume the output as fast as it arrives on the market. At the same time there is the possibility that if the price of leather does not advance a large percentage of tanners will be obliged to curtail operations or perhaps shut down, thus throwing a great many hides on the market. These remarks are equally applicable to calfskins.

The price of sheepskins is influenced directly by the wool market. Owing to high prices and scarcity ruling in the latter there has lately been an active inquiry for sheepskins. In fact quotations on this article have become somewhat exaggerated and working margins for both dealer and puller reduced to a minimum.

Until three months ago the price of tallow was below the normal. During the interval, however, there has been a decided improvement and two weeks ago prices reached a record mark. Since then there has been a slight decline with the market at the close so uncertain that it is impossible to forecast prices.

TRAVELERS' TALES.

ON the occasion of the travelers' holidays in July last The Grocer offered three prizes for the three best answers to the question:

> What is the best stroke of business you ever heard of?

The competition was open to the grocery travelers of the Dominion. The prizes were:1, a silk hat; 2, a silk umbrella; 3, a seal wallet.

A goodly number of stories were submitted and after a careful weighing of them all the three best, according to the judges' views were sent in by G. W. Prescott, 507 Huron street, Toronto, with Hudon, Hebert & Cie., Montreal; C. Masters, St. John, N.B., with R. Herron & Co., Montreal; and R. E. Smith, of Toronto, with the Eby-Blain Co. The winners rank in the order named.

Not a few of the stories submitted, while excellent in their way, missed the mark by not conforming to the demands of the question. Many sent in "good stories," but these did not purport to be accounts of "the best stroke of business," and were barred accordingly.

The Grocer may in the near future call for something new. In the meantime it extends its thanks to all who took enough interest to send in answers to the question propounded; to the winners it offers its congratulations.

First Prize Story.

Sent in by G. W. Prescott, with Hudon, Hebert & Cie.

The best stroke of business ever undertaken and completed successfully was by William Kyle (of late Wm. Kyle & Co., carrying on business about the year 1882 or 1883). Hope & Co., of Montreal, were then, and are, I believe yet, the Canadian agents for John De Kuyper, of Rotterdam, of Holland gin fame. Kyle went over to Rotterdam and got acquainted with De Kuyper and shortly got upon very intimate terms. Later he invited him and his daughter to the Charing Cross Hotel in London, England, where they were his (Kyle's) guests for some time.

While they were there visiting Kyle or shortly after their return to Rotterdam, he succeeded in securing for his firm an agency for "The United States" except the state of New York, with a proviso in the agreement that he might from time to time bring so much of the gin here to Toronto to his own order as he (Kyle) might require for the use of his customers. This gave him a sole agency in every state of the Union except "New York State" and so far as Toronto was concerned gave him and his firm what was tantamount to an agency here, for while he could not bring "De Kuyper" Holland gin to Toronto to the order of his customers as Hope & Co., the agents for Canada could, yet still he could bring it to his own order and compete with them in price.

In short he was in a position if he saw fit to sell Holland gin of "De Kuyper" brand to the retail trade at as low a price as other Toronto wholesale houses got it from De Kuyper via John Hope & Co. The only proviso made by De Kuyper in the agreement that enabled him to nullify it was in case the said William Kyle & Co. became bankrupt or insolvent then said agreement was to be null and void.

This to my notion was the best stroke of business ever done, and it was cleverly done too, obtained largely by showing a combination map of United States and Canada and a skeleton combination map showing the State of New York, island of Montreal and city of Toronto.

Second Prize Story.

Sent in by C. Masters, with R. Herron & Co.

A, a country trader, visits the city on business bent. He owes B, a jobber, an old account of sixty dollars. A, however, goes to C a neighbor of B, and also a jobber, to purchase his season's supplies. B, hearing of this, is naturally annoyed at losing a customer, as well as at the prospect of losing an overdue account. Among other goods A requires 6 barrels of beef, which C has not in stock. C takes the order, and buys the 6 barrels of beef from B, promising to send his (C's) teamster with 6 address cards for the 6 barrels which are to be delivered at once to a schooner. On arrival of teamster B discovers from the address cards that the 6 barrels of beef are for country man A. B delivers beef to teamster and watches him place goods on the schooner for A, and immediately takes legal proceedings and garnishees the 6 barrels of beef for payment of his old bill of sixty dollars against countryman A.

Third Prize Story.

Sent in by R. E. Smith, with Eby, Blain Co.

One evening I was writing out my orders in a wayside hotel writing room. In the same room two fellow travelers were discussing business, etc., when laughter attracted my attention; naturally thinking it was a new yarn or joke, I butted in and learned that one man had sold nineteen carload lots of coal oil during the first three days of that week, leaving little or nothing for the opposition that was following him.

His explanation was as follows: At the first town he struck he sold to his man then called the man at the next town up by phone, and informed him that he would pass through on such a train asking him to be at the station with his order. Arriving at the station he would jump off, shake hands, get his order, run over to telegraph operator, hand him a telegram (and charges) to be forwarded to his customer at the next town at which he was due to call. He would write and address the telegrams while on the train between stations. They were all the same with the exception of the hour and read as follows: "Will pass through at ————. Be at station with your order."

He kept this up for three days with the result that he sold nineteen carloads. He said he felt a little tired and wondered if the firm would make a kick if he rested half a day.

ENTERPRISING BUTTER CO.

The William Murphy Co., manufacturers of Jersey cream butter, have recently opened a branch office in Montreal, under the management of R. J. Russell, and are temporarily occupying premises at 509 St. James street. Mr. Russell is familiarly known to a large circle of friends in the trade as "Bob.," and since he opened has shown conclusively his fitness for the appointment. In addition to Mr. Russell's personal qualities as a hustler, he has behind him one of the best brands of butter to be found on the market to-day. In a circular the Murphy Co. deal very pointedly with the merits of this butter. In the course of this circular one line reads: "A triumph of purity from the meadow to the home. A table delight that adds new charm to the breakfast, dinner and supper." In addition to these nice things which Mr. Murphy claims for his butter, he has adopted a new system of packing and delivery. The firm uses Cowan & Sons', Edinburgh, parchment paper, and the butter is sold only in pound lots; it therefore cannot leave the creameries unwrapped, which means hands off, dust out, and immaculate cleanliness. The market price is all that Mr. Russell quotes. The business has always been a good one, and is most likely to increase.

The World's Fair
St. Louis

Awards its **First Prize** and **Gold Medal** to **"Salada"** for its delicious teas, both Black and Green.

Can any better proof be given of **"Salada's"** superb quality?

"SALADA" TEA CO.

Toronto, Montreal, New York, Boston, Buffalo, Detroit, Pittsburg, Minneapolis, Philadelphia, Baltimore, San Francisco

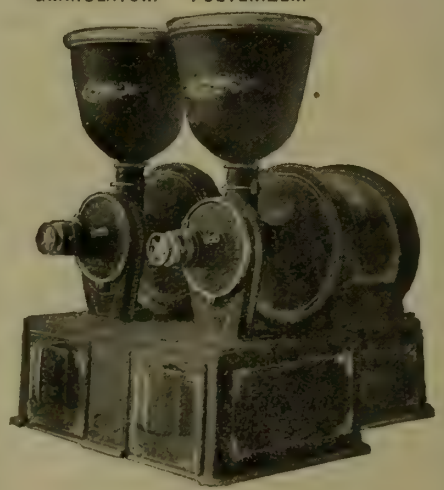
---

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating



Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Catch the Eye

Our principal object in putting up

LILY WHITE GLOSS STARCH

in handsome drum packages is to catch your customer's eye. The attractiveness of the package gets the attention of the purchaser and the goodness of Lily White Gloss Starch secures their continued trade.

Drums— 6 lbs starch, 8 drums in a case, a pair of drumsticks with each drum.

Trunks— 6 lbs starch, 8 trunks in a case.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Oct. 27, 1904.

Groceries.

EXCELLENT activity is noticeable in all lines. Orders are numerous, and collections are prompt, and abundant. Notwithstanding the fact that the whole country is more or less occupied by election influences, trade has not been better for many years. Country produce of all descriptions continues in good demand at strong prices. Sugar is still in good demand, but the prices are showing a tendency to easiness, and the drop of the past week has been thoroughly maintained. Canned goods are holding up well and salmon is still in its statistical position of strength. Canned corn and tomatoes are still holding at the advance of ten cents which opened the new pack goods. Dried fruits are tending towards easier prices, owing to abundant supplies. Excellent new figs are being sold at very reasonable prices, in all the different brands. Molasses is comparatively uninteresting although spot offers are being made at somewhat reduced prices, with not much turnover taking place. In the grain market the feature is peas, which are selling at advanced prices to the New York market and in car lots, bring as high as $1 a bushel. The tea market is still inclined to dullness. Dodwell & Co., Limited, of Colombo, report that there has been less competition for black tea of all kinds and common to mediums were rather irregular, with a tendency towards lower rates. Green Ceylon tea has been quite neglected though a few import orders were taken this week. Coffee maintains a steadiness, with a declining inclination, in sympathy with the easier New York, European and Brazilian markets. The European political situation may have had something to do with the uneasiness in foreign markets. In green fruits the abundance of grapes still keeps up and plenty of new apples are on the market at good prices. Pears, peaches, and Italian plums from California are retailing in large quantities. New chestnuts are on the market at 12 cents a pound, and large quantities of new crop nuts are attracting attention and suggesting Christmas trade. In vegetables, Spanish onions are very scarce and high-priced. Red onions in bags of 75 pounds are bringing $1.50 per bag. Fish of all kinds are coming in more freely and oysters are showing a briskness never before equalled in this district. Flour and other cereals maintain their strength.

SUGAR.

The market for refined sugar remains steady, with the decline of last week still dominating. Still all prophecies of experienced men point to a stronger sugar market. No distinct change has taken place in the local market, but considerable increase in the demand has taken place and all kinds of refined sugar have been selling freely. News from the different sugar experts regarding American beet sugar announce that for the season of 1904-5 the estimate is about 191,000 tons, dependent upon the favorable conditions until the beets are harvested. The production last season was 208,135 tons. Willet & Gray in their report add that their estimates which correspond with the ones quoted are as close as possible at this early date, and it must be remembered that the weather during October and November may affect the outturn of the crop in nearly all the States. They conclude their report with the paragraph: "According to our latest information from the best sources, there are now 10,100 acres of beet in good stand in Canada, which it is estimated will yield 5,900 tons of sugar, with favorable conditions during the next two months. Last year there were 16,100 acres in good stand, and the actual yield of sugar was 6,710 tons." We quote:

Granulated, bbls.	$4 55
" ½-bbls	4 70
" bags	4 45
Paris lump, boxes and bbls	5 05
" " ½-boxes and ½-bbls	5 05
Extra ground, bbls.	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 20
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 35
Bright coffee	4 30
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 05
No. 1 " bbls.	3 95
No. 1 " bags	3 85
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES.

Molasses is very quiet, although the advance of a month or so ago has kept up and the market is quite firm. Changes if anything, are expected in the upward direction, and the whole tendency seems to be against buyers. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Considerable easiness has been noticed in the coffee market, in sympathy with the cables from Europe and Brazil. Advices from Santos increasing estimates of current crop, also had some effect locally. There is, however, a steady demand for good coffee and business is brisk with a tendency towards higher prices and greater consumption. We quote:

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

Spices are interesting. Scarcity of spot stocks of pepper and some due to arrive, coupled with the fact that sellers in the countries of production have been asking higher prices, causes the firmness still to hold. The advance in white pepper has been maintained, the Singapore price being quoted at 17c, Penang at 16 1-2c. Holders of cloves in London are firm at the equivalent of 17 1-4c ex dock, New York. Nutmegs are likely to go higher, owing to short crop. Ginger is still quoted at 8 1-2 to 9c Cassia seems to be growing more popular, presumably owing to the good fruit crop. The tendency is towards higher prices. There is a reported scarcity in Batavia cassia. We quote:

	Per lb.
Peppers, black	0 20 0 22
" white	0 25 0 31
Ginger	0 17 0 24
Cloves, whole	0 25 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

TEA.

Dullness rules in the tea market From abroad, Dodwell & Co., of Colombo point out a decline in competition for black teas, and the irregularity in common and medium teas, with a tendency towards lower prices. Fine teas have held their own at former quotations,

IT SELLS THE GOODS

A good name counts.

McGregor

Jams, Fruits, Marmalades are of the highest quality. For fine trade, yet comparatively low priced.

Send for Price List.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

Turner's Home Made Catsup

Flavor Superb

Orders Always Repeated When Tried.

Give us a trial and you'll be well pleased.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

where quality was maintained, while such gardens as Attempettia, Tommagong, Glassaugh, etc., realize satisfactory averages. The demand continues at advancing rates for good liquoring Dusts and Fannings. Green tea is practically neglected. Locally prices are steady, but there is little demand and stocks are held indifferently, without much trading being done. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

The advance made in certain new pack canned goods has held firmly and large trading has taken place. Corn and tomatoes are still scarce and the demand is sharp and brisk. Salmon maintains its strong position and buyers are watching the market with the same nervousness as a month ago, feeling, however, that the tendency to advance has not been realized to such an extent as was expected. The unfavorable reports from the French sardine fisheries have continued to come in, and appear more disastrous than ever as October nears the close. Nearly all the good fish are finished when this month ceases. It would be well to prepare for abnormal prices in sardines in the near future. In canned fruits there are likely to be shortages in some varieties and prices have stiffened considerably. We quote:

Fraser River salmon		5 75
Skeena "		5 65
River Inlet and Lowe Inlet salmon		5 35
Spring sockeye		5 00
Cohoes		4 00
Humpbacks		2 75
Tomatoes		1 25
Corn		1 20
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00½
Blueberries		1 10½
Raspberries		1 47½
Lawtonberries, 2s		1 57
Raspberries, black		1 42
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20½
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47
Cherries, red pitted, 2s		2 30½
Baked beans, 3s		1 03
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10½
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later:

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 35
Peas	$0 82 0 85
Fine French Peas	1 30
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.	
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

Plenty of dried fruits are now in the market and the demand is steady. Prices are inclined to be easier. The position of these articles seems to be stronger than last year at the same period. The customs returns of the fruit in bond show considerable increase over the same period of last year. In addition to the Escalona which arrived in Montreal last week with dried fruit, the Frederica has arrived in New York, and the Regina Elena, which is now loading in Greece, is expected at New York later. There are signs of a stiffening in prices for currants, according to news from Greece. Some new boats with raisins are expected in within a week and best grade four crown layers have been offered at 7 1-2c.

In Malaga fruit, the market shows a slight advance, in sympathy with the market in Malaga. A new cargo of dates direct from Persia has arrived in New York. Figs are also attracting attention in the market. Washed figs are moving freely. The new crop of almond nuts from Spain are on hand and are bringing good prices, offerings being quoted to arrive at 12 3-4c. Valencia shelled are expected in a few days and the first of the new crop are in excellent demand. Reports from France indicate a falling off in the crop of walnuts, and higher prices may be expected. Filberts are reported easier. We quote:

VALENCIA RAISINS,

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03	0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ⅛s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

NEW FIGS.

Six crown, extra fancy, 40-lb. boxes	....	0 13
Five crown, fancy, 10-lb. boxes	....	....
Four crown, fancy, 10-lb. boxes	....	0 09
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28

ELEME FIGS.

12-oz. boxes	0 08	0 08½
16-oz. "	0 10	0 10½
10-lb. "	0 08	0 09½ 0 10
30-lb. "	0 12	0 12½

Dried Fruit Report.

Valencia almonds advanced 2s this week above the price of goods shipped by Jacona.

Pure Mayette earliest Grenoble walnuts shipments will take place on 29th inst., and are due in New York on the 7th November. Crop is reported only moderate in quantity but the quality is turning out better than was expected.

No change is reported in filberts except that speculators who rushed into the market during the Summer and hoisted prices to their present high level are finding some difficulty in realizing a profit.

Valencia raisins have eased off somewhat and are now offered at 23s for selected and 21s for f.o.s. for both brands Trenor's Blue Eagle. The market for sultanas is very firm and there are no changes to report.

The market for currants as might have been expected after the sailing of the Jacona, advanced in proportion to the increased freight and remains steady.

Comadras figs are now close at hand and quality is reported fine.

Cables this week from England advise present stocks of cocoa butter exhausted and until next auction in November no prices can be obtained.

Green Fruits.

Trade is active in green fruits of all descriptions, with plenty of California fruit coming in. Tokay grapes are still bringing $3.50 a crate, and Italian plums $2.25 a box. Florida pineapples have dropped to $4.00 for twenty-fours. Grape fruit are selling at $6 for sixty-four size and oranges are holding firm at strong prices. Selected Jamaicas bringing as high as $5.50 per barrel. New stock of cocoanuts are selling at an advance of 25c per bag. We quote:

Cocoanuts, per bag of 100	....	3 75
Canadian apples, in bbls.	1 00	2 75
Pineapples, 24 to case	....	4 00
" 30 to case	....	3 50
Cranberries, finest dark	....	8 00
" dark	....	7 50
" 25 quart boxes	....	2 25
Bananas	1 10	1 50
Bananas, red, per bunch	....	1 00
New Messina lemons 300's	....	3 75
" " 360's	....	2 75
Peanuts, Bon Tons	....	0 12½
" Sun brand	....	0 11½
" Diamond G brand	....	0 09½
" Coon brand	....	0 08
New Brazils	....	0 13
Sweet potatoes, per bbl	2 75	3 50
Limes (100)	....	1 25
California peas, per box	....	3 25
California peaches, per crate	....	1 65
California plums, per crate	2 00	2 25
California late valencias, per box	....	4 75
Verdelli lemons, 300's, per box	....	4 25
California grapes, per crate	2 50	3 00
Canadian grapes for wine making	0 13	0 14

NUTS.

Grenoble walnuts	....	0 13
Tarragona almonds	....	0 13
Sicily filberts	....	0 10
Shelled walnuts	....	0 19
New Brazils	....	0 14
Jumbo pecans	....	0 14
Large "	....	0 12
Shelled almonds	....	0 28
Peanuts, Spanish shelled	....	0 12
" Virginian brand, shelled	....	0 11
New chestnuts, per lb	....	0 12

Vegetables.

A steady demand has continued for vegetables of all descriptions. Red onions are still scarce and are bringing big prices. The advance in mushrooms has been maintained and in other lines little change has taken place, although considerable trading has been carried on. We quote:

Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 25
Mushrooms, per lb	....	1 70
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 35
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	3 25
" " crates, per case	....	1 00
Red onions, in 75-lb. bags, per bag	....	1 50
Yellow onions, in 80-lb. bags; per bag	....	1 60
Green house water cress, per doz	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush	....	1 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 45
Michigan celery, per doz	....	0 40
Canadian celery, per doz	....	0 35

Fish.

Fresh fish of all kinds are coming in freely and prices have eased off a little, in haddock especially. Other kinds remain about the same. Haddies in consequence are in brisk demand and prices are firm. Green cod is scarce and prices have a tendency to the advance. New Labrador herring are now arriving and dealers can fill orders promptly, which they were unabfe to do during the past week, owing to the scarcity. Oysters are in good demand. For bulk oysters the trade has not been so brisk for years. The demand for bulk oysters, as well as shell, has been increased this week, owing to the approach of Hallowe'en. Supplies of shell oysters are considerably better in some lines, especially cheaper grades. Fancy malpecques continue scarce and prices are higher than ever before. We quote:

Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	8 00	9 00
Caraquet	4 00	5 00
Dressed bullheads	....	0 08
" perch	....	0 08
Haddies	....	0 07
Bloaters in boxes, 100 fish	....	1 25
Kippered Herring in half boxes	....	1 00
Smoked herring, per box, new	....	0 15
Fresh haddock, per lb.	....	0 04
Pike, " round and dressed	....	0 06½
Halibut, per lb.	....	0 11
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, fresh	....	0 15
Fresh steak cod	....	0 06
Market cod	....	0 04
Lake trout, per lb	....	0 08
Whitefish	....	0 08
Dore	....	0 07½
No. 1 Labrador herring in 20-lb pails	....	0 80
No. 1 Herring, Labrador, per bbl	5 50	6 00
" " half bbl	3 25	3 50
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " "	....	0 05½
" " loose, in 25 lb. boxes	....	0 04½
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb. (new)	....	5 00
Green Codfish, (200-lbs.) No. 2	....	5 50
" " No. 1	6 50	7 00
Large "	7 00	7 50
Labrador Salmon, half bbl	....	9 00
" " (200 lbs.) bbls	....	17 00
" " Large (300 lbs.)	....	25 00
Sea Trout in bbls. 200 lbs	....	9 00
" half bbls	....	5 50
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25

Country Produce.

EGGS.

Eggs are continuing firm. The demand is steady and supplies have not been abundant. Prices have a distinct tendency to advance. At wholesale straight gathered stock is sold from 21

to 21½c, and in some cases 22c was realized, while the best cold storage stock sold at 19 to 19½c per doz. Selected stock still brings good prices, and in a jobbing way 24c is the ruling price, and for Montreal limed eggs 29c is the figure.

BEANS.

The bean market is very strong and the demand is excellent. Advances are probable. December sales have been made at $1.40 for primes. Scarcity in Old Country markets is affecting local demand. We quote :

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes	....	1 40

POTATOES.

The potato market is active, there being a steady demand from local and outside buyers. Carlots of choice stock sold at from 55c to 65c per bag, and in a jobbing way at 70c to 75c per bag.

HONEY.

No change has taken place in the honey market and quietness rules. We quote :

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

There is nothing doing in maple products of any note. Some goods are beginning to move as the cold weather advances. We quote :

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

No change has taken place during the week in hop markets, and the demand is steady. We quote :

Choice	0 33	0 35
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

The strong position of flour has been maintained and dealers and manufacturers are inclined to believe that it may remain high for some time, especially as the wheat market holds out. We quote :

Manitoba spring wheat patents	....	5 80
" strong bakers'	....	5 50
Winter wheat patents	....	5 70
Straight rollers	....	5 35
Extra	....	4 50
Straight rollers, bags, 90 per cent	2 50	2 60

ROLLED OATS.

The market is steady and active. There is a good demand for oatmeal and rolled oats. We quote :

Fine oatmeal, bags	....	2 60
Standard oatmeal, bags	....	2 60
Granulated " "	....	2 60
Rolled oats, " " brls	....	2 55
	....	5 00

FEED.

The strength of feed is based largely on the cereal market, which is very firm. Peas have sold freely to the American market, owing to scarcity in the United States, as high as $1 a bushel having been paid for carlots. We quote:

Mouillie	22 00	28 00
Ontario bran, in bulk	17 00	17 50
" shorts	....	19 00
Manitoba bran, in bags	....	19 00
" shorts	....	21 00

HAY.

The hay market is still easy. Export continues strong. Local business is very brisk. Prices remain steady with a tendency to advance. We quote :

No. 1 timothy	9 00	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

BUTTER AND CHEESE EXPORTS.

The exports from the port of Montreal for the past week include 95,822 boxes. In this amount the through shipments amounted to 18,617. For last year the shipments up to Oct. 23 were 72,958.

Butter.—The butter shipments have increased considerably, amounting to 12,834 boxes, in comparison with last year for the same period, to Oct. 23, 8,115 boxes. Total shipments of butter since May 1 to date were 447,087 boxes, in comparison with 301,592 boxes for the same period last year.

Cheese For the Season.—Since May to Oct. 17 the total exports of cheese were 1,791,436 boxes; for the corresponding period of previous year 2,132,693 boxes, showing a considerable falling off for the present year. These figures, however, cover a certain period and might be much improved upon during the remaining months of the export season.

ONTARIO MARKETS.

Toronto, Oct. 27, 1904.

Groceries.

TRADE in groceries during the week is reported as satisfactory, the feature being a heavy volume of back orders in canned goods, Mediterranean fruits, etc., now being filled. Orders for the close of navigation are also receiving a good share of attention. Firmness rules in the canned goods department, particularly in tomatoes and corn, each of which has advanced from 5c to 10c on opening prices owing to the shortage of the pack. As the bulk of orders were booked at opening prices, very little of these goods will remain after requirements have been fully met. For such, however, high prices will rule. Sugar is quiet and easier; since the drop of 10c in Canadian refined there has been a partial recovery of 5c in American refined, although there is no further change as far as Canadian is concerned. Tea is quiet at prices favorabfe to buyers. Supplies of coffee on spot are reported low and there has been some buying in Rios, notwithstanding the fact that the tendency of Rios is still upward. First direct shipments of Mediterranean dried fruits have arrived on the market, and orders for the holiday season are now being attended to. New crop beans are on the market at prices slightly stiffer than last year's, owing to shortage in crop. Evaporated apples are moving slowly and prices quoted are ¼c easier than those ruling last week.

CANNED GOODS.

The corn and tomato packs are practically over, the former being about 75 per cent. of its usual volume, while the latter is estimated at 55 per cent. Owing to the scarcity opening prices of tomatoes have been advanced from $1.15 to $1.20 and $1.25, and corn from $1.10 to $1.15 and $1.20. As compared with even dates last year the shortage is greater. It transpires that both these articles were pretty well sold out at opening prices. For the little that is left, however, high prices are expected to prevail. The season of congestion with the canners is now over and supplies are now coming more readily.

A fair trade is reported in canned fruits, particularly strawberries, peaches and plums. Apples, standard 3's, are quoted this week from 5 to 10c lower than last week. Standard gallon apples are also cheaper. The situation in salmon remains firm. "Clover Leaf" brand sockeyes, 1-lb. talls, have advanced 7½c. Our quotations are as follows :

Tomatoes, 3's	1 20	1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " whole	....	0 95
Pumpkin, 3's	....	0 75
" gal	....	2 50
Squash	....	1 00
Asparagus tips, 2's	....	2 50
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Spinach, 2's	....	1 40
" 3's	....	1 80
Baked beans, plain, 1's	....	0 45
" 2's	....	0 72
" " 3's	....	0 90
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce, same as tomato sauce.		
Catsups, tins, 2's	....	0 78
" " gal	....	4 50
" jugs	....	7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's	....	1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's	....	1 52½
" " " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 25
Cherries, red, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" English black, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" white wax, pitted, 2's	....	2 42
" " not pitted, 2's	....	2 00
Lawtonberries, heavy syrup 2's	....	1 57½
" preserved, 2's	....	1 75
" standard gal	....	4 97½
Plums, Damson, light syrup, 2's	....	1 00
" " heavy syrup, 2's	....	1 30
" " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" " heavy syrup, 2's	....	1 35
" " 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" " heavy syrup, 2's	....	1 47½
" " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " 3's	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Raspberries, red, heavy syrup, 2's	....	1 40
" " preserved, 2's	....	1 60
" black, heavy syrup, 2's	....	1 35
" " preserved, 2's	....	1 50
Rhubarb, preserved, 2's	....	1 15
" " 3's	....	1 90
" " gal	....	2 62½
Strawberries heavy, syrup, 2s	....	1 60
" preserved, 2's	....	1 75

Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf,"		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. talls, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SUGAR.

Dullness has been the prevailing note during the week under review, and transactions in raws have been limited to a few spot or nearby parcels with the exception of a lot of Java of 5,300 tons for September shipment at 11s 9d c.i.f. New York, equal to 4¼c duty paid for 96 test, thus confirming the market on that basis. Other sales made embrace a small lot of 300 tons British West Indian centrifugals in port at 4¼c basis 96; 2,500 tons Iloilos ex store on private terms and 5,000 bags Cuban centrifugals in port at a price equivalent to 4¼c for basis 96. There is no further business to report in new crop Demerara, which is still held firm for shipment at 2⅝c c. and f., equal to 4.31c duty paid; but buyers will not pay over 2 9-16c c. and f. Offerings are light, however, and holders show no disposition to recede from their position. A cargo of Java nearly due is held for 11s 10½d c.i.f., equivalent to 4 5-16c duty paid, but holders are indifferent sellers.

European markets have been dull with slight fluctuations. In last week's issue of The Grocer, page 156, appeared a slight error in English quotations. The item should have read "the European markets jumped 3¾d per hundredweight after declining to 10s 9¾d," instead of "declining to 9s 3¾d."

From the close of last week prices advanced ¾d per hundredweight to basis 11s ¾d; they have since reacted to the extent of 1½d per hundredweight, and are now quoted at 10s 11½d for 88 test.

Latest cable advices indicate no change in the situation for the growing crops, and as the weather has been more favorable of late it is believed by some that the crops may have derived some benefit. While there will be a heavy deficiency in the yield, the quality of root, it is believed, will partly compensate for the deficiency. There has been a large home trade doing in Germany, particularly during September, as the fruit crop there was exceptionally good, and it is hoped that the improved consumption will continue.

Stocks at U. S. Atlantic ports for the week ending Oct. 19 were 152,105 tons, a decrease of 3,503 tons for the week. Meltings remained unchanged at the former figure, say 46,000 tons, while receipts were only 42,497 tons. The reduction in Cuban stocks still continues and for the week figures have declined to 5,500 tons as compared with 133,000 tons at the same time last year. Combined U. S. and Cuban stocks show a reduction of 114,000 tons compared with the corresponding figures of 1903. Total stocks of Europe and America at latest uneven dates were down to the abnormally low figure of 798,605 tons, the decrease being 438,652 tons.

Preliminary estimates of the growing cane crops have been made by Willett & Gray, who figure the total for the season 1904-05 at 4,591,000 tons, a net increase of 278,426 tons as compared with last year's actual results of 4,312,574 tons. Against this increase in cane production we have to figure on a decrease in European beet production of 732,043 tons. It is also interesting to note that Willett & Gray's preliminary estimate of the American beet sugar crops shows a deficiency of over 17,000 tons, being 191,000 tons against last year's actual production of 208,135 tons. It must be understood, too, that the estimate of growing crops is presumed upon fair conditions continuing until after harvesting. Taking all figures together the net decrease in new beet and cane crops is estimated at 470,752 tons, while during last season the world's crops were 480,669 tons in excess of the previous year's production. This, however, was more than absorbed by the enormous increase in consumption. It may be that we shall see a falling off in the consumption owing to the higher level of values which must almost certainly prevail, otherwise there will be no surplus stock to carry over at the end of the campaign.

The U. S. refined situation has been unsettled for the week. Two refiners advanced the price 5c on sugar in 100 lb. bags, bringing quotations for sugar in that package to the same level as sugar in barrels and having the effect of stimulating the demand as stocks were running low. Since then the entire list has been advanced 5c per 100 lbs., making the New York net price 4.85c and leaving the margin between raw and refined at the abnormally low figure of 60c per 100 lbs.

The local market has not been affected by these changes, and we understand there has been no exceptional demand, the consumption being ordinarily light at this season. Our quotations are as follows :

Paris lumps, in 50-lb. boxes		5 28
" in 100-lb. "		5 18
St. Lawrence granulated		4 63
Redpath's granulated		4 63
Acadia granulated		4 53
Berlin granulated		4 53
Phoenix		4 53
Bright coffee		4 43
Bright yellow		4 38
No. 3 yellow		4 33
No. 2 "		4 13
No. 1 "		4 03
Granulated and yellow, 100-lb. bags, 10c. less than bbls.		

SYRUPS AND MOLASSES.

A seasonable trade in syrups and molasses is reported at prices unchanged from last week. We quote the following prices :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 36
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

Locally the tea market is quiet; some business is doing with prices exceptionally low. The trade, however, is prone to hang back waiting for a market still more favorable to buyers. The question of chief interest in the tea trade generally is whether Ceylons or Japans will ultimately capture this market. For some time Ceylons have apparently had the better end of the trade. This year, however, the low price ruling for Japans has had a tendency to improve the Japan situation. The Canadian trade, moreover, likes a straight rolled leaf. Latterly Indian teas have been giving great satisfaction.

The chief feature in Ceylon blacks is a widening of the range of prices between common and fine tea, the latter being exceedingly scarce, all parcels of stand out quality selling readily at about 1d advance. On the other hand, long medium to common teas might be quoted ½d lower. Samples of Indians coming forward seem to point to an early closing of the season. Some lots are already showing traces of red leaf. This would have the effect of shortening the crop estimate according to reliable London opinion by about 12,000,000 lbs., which would necessarily bring about an advance in price of lower grade teas, which advance might easily be accentuated if reports which have gone to many gardens are actually carried out, namely, to pluck finer and avoid the rougher

leaf characteristic of this year's crop. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 17

COFFEES.

There have been more inquiries for Rios during the week under review, and some transactions are reported, notwithstanding the high prices ruling.

We are indebted to Geo. Musson & Co., agents for F. J. West, New York, for the following report on the New York markets. The last week has seen a livelier coffee market. Prices advanced 35 to 40 points, and the situation is favorable to a further advance. The two largest interests in the coffee business in the United States are the heaviest holders and are increasing their holdings on every break in the market. What is good policy for these interests might be considered good policy generally, namely, to buy on every break and carry full stocks.

It is generally conceded by all coffee interests that stocks in the interior of Europe and the States are abnormally small, that consumption was never greater, and that it is only a question of a short time until these interests must come into the market as buyers. Brazil has remained firm with exchange about 1-16 higher. Receipts continue smaller than at eveo dates last year and the best authorities in Brazil cable that these receipts will fall off rapidly. The situation at Rio is particularly strong, stocks there being only about 5,000,000 bags. Although it is cabled that Santos has received 65 per cent. of the crop of 1904-05, its stocks show an increase of only 2,000 bags for the week. With the expected early decrease in receipts, and the demand which must naturally come from the interior of the United States and Europe, these stocks must decrease rapidly before the end of this year.

Mild coffees locally are steady, without special feature. Our quotations are as follows:

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6		0 10½
" " No. 5		0 11
" " No. 4		0 11½
" " No. 3		0 12
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

Rice and tapioca are in seasonable demand, without special feature in either market. Nothing further is heard concerning a reported advance in the tapioca market. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Tapioca, staple	0 03¼	0 03½
Patna	0 05	0 05½	" double goat		0 04½
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

SPICES.

A firm market is reported in spices, particularly in pepper, with fairly brisk demand. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 13	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Foreign Dried Fruits

Dried fruits are at present the most interesting item in the grocery markets. First direct shipments of Mediterranean fruit have arrived, deliveries being much more prompt this year than usual. Orders will begin to be filed during the coming week and by the time the second direct steamer Jacona lands her cargo supplies for the Christmas trade will be practically in. Supplies of 1903 stock are generally exhausted. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06¾
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 17
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 13½	0 14

PEACHES.

	Per lb.	
Californian evaporated	09	0 12½

PEARS.

California Evaporated, per lb		0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 07½	0 07½
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 07	0 07½
" 1-lb. boxes		0 08½
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04½	" new choice		0 09½

FOREIGN NUTS.

Trade in foreign nuts is brightening up to an appreciable extent. At present there is a good demand owing to the fact that Hallowe'en is drawing near. Prices are unchanged, although the market is firm. Our quotations are as follows:

Peanuts, green, Virginia, per lb	0 09	0 11
" roasted "	0 10	0 11
" Spanish, green, per lb		0 09
" " roasted, "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb		0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "		0 10
Filberts, per lb		0 11
Pecans, per lb	0 14	0 15
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

DRIED FISH.

A brisk demand for all varieties of dried fish is reported, with a shortage in cod and prices ruling firm. Our quotations are as follows:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½ 0 07
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06
Labrador herring, per bbl	6 00 6 50
" per ½ bbl	3 25 3 40
Scaled herring	0 17

BIRD SEED.

The bird seed market continues firm with prices unchanged, the bulk of sales being in package goods. We quote the following prices:

Canary seed, per lb	0 06 0 06½
Hemp "	0 05½
Cottam's	0 08
Brock's	0 07

SMALL AD. SMALL PRICE

Read the following if it is true:

83 barrels Boneless Shoulder Pork, at $14.50 per barrel

100 half chests Tea Sifting, at .05⅞ per lb.

500 pails 5 gal. new Pickles, at $2.00 per pail

100 barrels, 5 doz. each quarts, English Spiced Catsup, at .98 per doz

650 cases gal. Apples, at $1.85 per doz

275 cases 3 lbs. Apples, at .85 per doz.

500 cases Eagle Brand Blueberries, at .80 per doz.

100 barrels Plain Sweet Biscuits, at .04 per lb.

A variety of 25 kinds Fancy Biscuits, all at .08 per lb.

I take produce in exchange.

JOSEPH GRANT

Wholesale Grocer and Liquor Merchant,

OTTAWA, ONT.

REGINALD LAWSON

MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence Solicited

WINNIPEG, MAN.

The BEST Grocers

SELL

The BEST FLOUR

Proven Best by Daily Test

EVAPORATED APPLES.

A small volume of trade is reported in evaporated apples at 5 1-4 to 6c, the reason being the bulk of green fruit still available.

Country Produce.

EGGS.

There has been a fair quantity of egs received by the dealers during the past week, and prices on "fresh gathered" have not advanced. It is certain that laying will gradually fall off from this time as little more warm weather can be looked for. Stocks of pickled eggs are about the usual size, and it is likely that what is kept for home consumption will be much in excess of last year, when the bulk was exported. One of the largest dealers says his stock of pickled eggs is entirely contracted for. Winter prices will in all probability not reach the high level of last Winter. The total receipts for the year, while less in the aggregate than for 1903, have been of ordinary volume since May. It was the shortage in April and May that told against the year's receipts. We quote this week:

Eggs, fresh	0 20	0 21
" pickled	....	0 20

HONEY.

Comb honey is cleaning and market conditions are reported brighter. During the week prices have remained unchanged. Our quotations are as follows:

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz	1 90	2 00
" " No. 2, "	....	1 65

BEANS.

According to latest reports this year's crop now on the market is slightly larger than that of 1903. At present there is a good export and local demand. Prices remain unchanged. We quote the following prices:

Beans, handpicked, per bush	1 60	1 65
" prime, No. 1	....	1 50
" prime, No. 2	....	1 40
" Lima, per lb	0 07	0 07½

SEEDS.

The absence of foreign demand has occasioned an unusual dullness in the market. Reports state that Germany has an excellent crop of seeds; that in the United States is also reported fair; this no doubt is largely the cause of the dropping off in Canadian exports. Red clover, mammouth and timothy are beginning to move on the market. During the week mammouth has become firmer; otherwise prices remain the same. Prices quoted are as follows:

Alsike clover, per bush	4 65	6 25
Red Clover	6 75	7 25
Mammouth clover, per bush	6 75	7 25
Timothy	1 00	1 35

Green Fruits.

Reports to date state that the supply of local fruit during the week has been of first-class quality. Trade in general is brisk, brightening up to an appreciable extent at the beginning of the week. Of domestic fruits, grapes are arriving in large quantities; on account of the heavy frosts early this Fall the quality may be classed as medium. Canadian pears are also arriving in fair volume, and fine quality. The cool weather of the past Summer is hindering to a certain extent the sale of Canadian cranberries which have not colored well. As a result Cape Cod cranberries are selling much more readily. Apples are moving freely owing to the fact that a great number have been blown down by recent windstorms and growers are shipping those already picked. The season for crabapples is practically over, during the week we have struck off our list bananas in the loose state, tomatoes and California Tokay grapes.

Jamaica oranges are arriving more freely than in previous years. As a result of improved shipping conditions cars can now be unloaded with loss of less than one per cent. from waste, where as before the improvements were made dealers had to count on from ten to fifteen per cent. loss. Heavy storms are reported in Honduras, affecting the banana crop to an appreciable extent. Owing to these unfavorable weather reports the price of bananas has advanced. New Messina lemons are expected on the market next week to sell at from $3.50 to $4 per box. The supply of Almeria grapes is expected to be larger this year than formerly, but owing to the ruined California crop the market will be firm. Second shipments of figs (Smyrna) are arriving in good condition, also a small consignment of naturals. We quote the following prices:

Jamaica oranges, per bbl	5 00	5 25
" " per box	3 00	3 25
Verdelli lemons, 300's, per box	....	4 50
" 360's, per box	....	3 75
Bananas, large bunches, crated	1 50	1 75
Bananas, 8's, per bunch, crated	1 25	1 50
Apples, Fall varieties	1 50	2 75
" Winter varieties	1 75	2 25
Sweet potatoes, double heads, per bbl	3 50	4 00
" cloth covers "	2 75	3 00
Pears, Canadian, per basket	0 25	0 35
Grapes, small baskets	0 17½	0 25
" large "	0 30	0 35
Almeria grapes, per bbl	5 00	6 00
Canadian chestnuts, per bush	4 00	5 00
" per peck	1 00	1 25
Crab Apples, per bbl	2 50	3 00
" per basket	0 25	0 30
Cape Cod Cranberries, per bbl	....	8 00
Canadian Cranberries, per bbl	6 00	7 00
Smyrna Figs, four crowns	....	0 10
" " five "	....	0 11
" " six "	....	0 13
" " seven "	....	0 15
" " glove boxes, 1-lb	0 11	0 11
" " 12 oz. square boxes	....	0 08
Comadre figs	0 03½	0 03½

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool and London, have received the following cable from Liverpool on October 26, 1904:

"Seventeen thousand barrels selling. Market has advanced 1s. Kings, XXX, 15s to 19s; XX, 12s to 13s 6d; Baldwins, XXX, 12s to 13s 6d; XX, 9s to 10s 9d; Greenings, XXX, 10s to 11s 6d; XX, 8s 6d to 9s 6d; N. Spy, XXX, 13s 6d to 15s 6d; XX, 9s to 10s; Golden Russets, XXX, 14s to 16s; XX, 13s to 14s."

Eben James, Toronto, has received the following cables:

Woodall & Co., Liverpool, October 26—"20,000 barrels sold. Market active and higher. Greenings, 10s to 12s; Baldwins, 12s to 14s; Spys, 13s 6d to 15s 6d; Russets, 14s to 16s; Kings, 15s to 19s; seconds, 3s less."

M. Isaacs & Sons, London, October 26—"For choice, 10s to 12s 6d; inferior, 8s to 9s. Demand improving."

APPLE SHIPMENTS.

Shipments for week ending Oct. 22nd, 1904:

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Montreal	17,092	*2,000	12,875	2,662	34,629
Boston	20,237	4,458	....	2,970	27,665
New York	3,149	1,757	7,161	6,609	18,676
Portland, Me.	12,970	....	....	....	12,970
Halifax	....	18,964	....	....	18,964
St. John	....	400	....	....	400
Total for week	53,448	27,579	20,036	12,241	113,304
Same week 1903	81,217	60,960	21,490	42,940	206,607
*Same week 1902	81,794	30,795	13,465	28,489	154,543
Total since season opened					667,110
Same time 1903					1,214,171
Same time 1902					771,907

SS. Iona for London sailed on Oct. 23rd with about 2,000 bbls.

SS. Hector for Hull sailed on Oct. 23rd with about 2,100 bbls.

Vegetables.

During the week under review "carrots" in bags and "beets" in both bags and bulk have become easier in price, owing to the fact that farmers have gathered the larger portion of their root crop and the supply has been somewhat larger. A better supply of citrons has caused prices to decline slightly. Green corn, green peppers and pickling cucumbers have been struck off of the list as the season is practically over for these vegetables. The present outlook is for a smaller supply of vegetables and steady prices at present quotations. We quote the following prices:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 25	0 30
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Sage, per doz.	....	0 15
Savoury, per doz	....	0 15
Carrots, per bag	....	0 50
Beets, per bu	....	0 40
Beets per bag	....	0 50
Dry Onions, per bag	....	1 35
Dry Onions, per basket	....	0 40
Silverskin pickling onions, per basket	1 00	1 25
Green house water cress, per doz.	....	0 25
Cauliflowers, per doz	0 50	1 00
Red peppers, per basket	0 50	0 75
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Potatoes, per bush	....	0 75

In Barrels In 100-lb. Bags

THE ONTARIO SUGAR CO. LIMITED

EXTRA STANDARD GRANULATED

BERLIN, ONT.

HERRING

Finest quality **Holland** Herring in barrels—on spot.

Wholesalers wanting **Pickled** Herring

or

Green Codfish, write

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** OTTAWA

Butter squash, per doz	0 75	1 25
Parsnips, per bu		0 50
Cabbage, per head		0 05
" per doz	0 25	0 50
Turnips, per bag	0 35	0 40
Pumpkins, each	0 10	0 15
Citrons, per doz	0 50	1 25
" each	0 10	0 15
Spinach, per bu		0 50

Fish and Oysters.

Variation in sizes of baskets of "ciscoes" is responsible for a change in prices from $1.25 to $1.00 and $1.25. The Winter trade is beginning to open up and brisk demand in all lines reported. We quote the following prices:

Halibut, "		0 10
Sea salmon, "		0 18
Whitefish, fresh caught, per lb		0 09
Haddock " per lb	0 06	0 07
Cod, steak " "		0 07
Perch " "		0 06
Trout, lake, per lb		0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb		0 06
Finnan haddie, per lb	0 08	0 09
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 50
" "Standards," per small pail		4 50
" "Selected," " "		5 35
Ciscoes, per basket	1 00	1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 75	1 00	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

Recent reports state a shortage in the rye crop which has resulted in a stiffening of prices. Owing to the strong export demand for buckwheat prices have advanced. Speculation on the United States market has caused the price of wheat to advance. Oats are steadier and selling at 35 to 35 1-2c per bushel. There is a stronger demand with a good supply in most cases to meet the demand. Prices this week as are follows:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 06½	1 07
" " " No. 2 "	1 03½	1 04½
" " " No. 3 "	1 00½	1 01
Red, per bushel, new	1 08	1 08½
White " "	1 08	1 08½
Barley " "	0 47	0 51
Oats, " "	0 35	0 35½
Peas "	0 70	0 71
Buckwheat " Nominal	0 58	0 59
Rye, per bushel, " "	0 74	0 75

FLOUR.

Conditions on this market continue unchanged. The demand is strong for all items. During the week Ontario wheat patents have become easier and prices have declined accordingly. Otherwise prices remain unchanged. Our quotations are as follows:

Manitoba wheat patents, per bbl		5 70
Strong bakers "		5 40
Ontario wheat patents "	5 25	5 45
Straight roller "	5 20	5 35

BREAKFAST FOODS.

The trade in breakfast foods is seasonable and brisk. Oatmeal and rolled oats in bags, wood and broken lots are 15c easier, due to the fact that oats in the grain state have been steadily declining for the last few weeks. Other prices remain unchanged. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 65
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " " in wood	4 35
" " " " for broken lots	4 50
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

The tallow market continues dull, with prices in foreign markets weakening. The outlook in tallow is not at all satisfactory. Supplies of wool and hides are only fair and the market is brisk with active demand. Prices remain unchanged. We quote the following prices:

HIDES

No. 1 green steers, per lb		0 09
" 2 " "		0 08
No. 1 green, per lb		0 03½
" 2 " "		0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive		0 10
" " " 2 " " "		0 08
" " " 1 15 to 20 lb "		0 09
" " " 2 " "		0 07
Lamb skins		0 80

TALLOW.

Rendered Tallow, per lb	04½	0 04½

WOOL.

Unwashed wool, per lb	0 12	0 13
Fleece wool, new clip, per lb	0 20	0 21
"Rejections"	0 15	0 16
Pulled wools, super, per lb	0 20	0 22
" " extra "	0 21	0 23

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B.C., Oct. 20, 1904.

LOCAL features are few this week. Business keeps up well and payments are prompt. Prices for corn and tomatoes have been fixed and, as anticipated, are higher than last year. Corn is 50c to 55c per case dearer, and tomatoes 25c. Another increase during the week is dairy butter, which has gone up a cent per pound. Prices in general are very firm, and with the advent of Winter advances may be looked for. Coffees are very firm with no sign of a reduction and a probable increase.

Apples this year are the best for many years, owing to the fine dry weather which prevailed throughout the entire Summer. Great care is being taken by the orchardists, and instructions as to the production of the finest specimens are being followed. As most of the orchards are being set out, the growers are starting in the right way, and the result will be that in a year or two British Columbia will have some of the most magnificent fruit grown. As it is the premier on Tuesday received a cablegram from Hon. J. H. Turner, agent general of the province in London, stating that the exhibit of British Columbia fruit had taken first honors in England in competition with the fruit of the world.

Valencia oranges have stiffened considerably, and are now held at $4.50 to $5 per case. Early grapes are about over, and the first shipments of Concords are expected this week. They will be worth 35c and 50c per basket. There are no changes in flour or foodstuffs to report this week.

• • •

Another scheme to bring a portion of the interior of the province under cultivation is proposed by Messrs. W. H. Armstrong and C. F. Law, of this city. Mr. Armstrong is of the firm of Messrs. Armstrong & Morrison, of this city, and both are interested in mining ventures in the Similkameen. The idea is to sub-divide the Coulthard ranch in the Keremeos district into small holdings, establish a town, and settle up what holds the undisputed reputation of being a fruit region surpassed by none on the Pacific Coast except the Hood River section of Oregon. The ranch, 1,650 acres, has been purchased and the whole will be irrigated. This is very easy, as there is abundance of water. A Winter resort will also be made of the fine hotel to be erected, as little or no snow falls in the Keremeos Valley, and the climate all the year round is nearly perfect.

• • •

All through the west there has been prosecution of milk vendors who use various kinds of preservatives in the milk they offer for sale. The action was first taken in Seattle, and was followed in the other cities of Washington, British Columbia centres now taking the matter in hand. Formaldehyde was the favorite adulteration, while in Rossland the name of the drug used was "Freezine." The effect has been that many people are confining themselves to the condensed variety in the hope that it is free from such ingredients.

Following the example set by owners of many large ranches in the Okanagan district, the Lambly property at Peachland, containing 400 acres, has been divided into 70 lots, which are being rapidly disposed of at good prices. This property was the one which first gave the locality of Peachland a reputation as a fruit growing centre, the orchard being one of the oldest and best in the district.

Mr. Wm. Braid, of Braid & Co.'s tea and coffee house, left yesterday on a business trip to Calgary, Edmonton, and other points in the Territories.

PERSONAL MENTION.

Mr. Albert N. Reay, Canadian manager of the Force Food and H. O. Companies, left Thursday night for the Maritime Provinces in the interest of his respective firms. He will be gone some weeks.

H. P. Eckhardt & Co., Toronto, are selling Trinidad and Barbadoes grocery sugar at interesting prices.

"The Never-Streak Blue"

$150 FOR 5 CENTS!

$500 GIVEN AWAY

$150 for the FIRST nearest CORRECT GUESS
75 for the SECOND " " "
25 for the THIRD " " "
10 each for the next 5, and additional prizes for the next 400 nearest correct guesses.

952,496 VOTES were cast in the Dominion Election 1900! How many do you think will be polled on the 3rd November next?

Housekeepers, Housekeepers' husbands, brothers, sons, daughters, sisters, cousins, and aunts should all be interested in the $500 "BLUEOL" GUESSING CONTEST on vote Dominion Election, November 3rd next. Buy a 5c. package of "BLUEOL" the "NEVER-STREAK BLUING" and write your GUESS on the back of the Outside Wrapper, sign your name and address and send in to

J. M. DOUGLAS & CO.

21 St. Nicholas Street, MONTREAL.

Ask your Grocer about it!

Guess Early and Often! Contest Closes November 2nd, 1904.

The price at which **CHASE & SANBORN'S** Coffees are sold gives you a **good profit** and the **quality** enables you to double the amount of your sales.

CHASE & SANBORN

The Importers, Montreal

RETURNED
NOV 5 1904
Cut Both
Page 45
ans.

Anglo-Saxon Stock Food and Veterinary Preparations

Are sold to Dealers and to Dealers only.

We have nothing to say about the goods of others,—we are selling our own : and **we know that they are right.**

To demonstrate our confidence in them, we authorize dealers to sell **ON POSITIVE TRIAL.**

To help the Dealer's trade in our goods, we forward THE ANGLO-SAXON STOCKMAN, monthly, to each of his customers. It is admittedly one of the most attractive, practical and up-to-date farm papers published. Each issue contains articles by well-known experts.

WRITE US TO-DAY FOR OUR PROPOSITION : it will interest you.

THE NAISBITT CO., Limited,

TORONTO, CANADA.

WINNIPEG BRANCH: 184 James St.
P. C. POWYS, Manager.

MARITIME BRANCH: St. John, N.B.
W. W. HUBBARD, Manager.

MANITOBA MARKETS.

Winnipeg, Oct. 22, 1904.

THE first crop report of Manitoba and the Territories to be issued by Mr. F. B. Fowler, of the Northwest Grain Dealers' Association, was published yesterday, and indicates that, despite the sensational reports of rust and frost and delayed harvesting, the yield this year can truly be said to be a bumper one. In spite of the drawbacks encountered, Mr. Fowler estimates the total yield of wheat at 59,957,190 bushels, or on an average of 3,420,411 acres an average yield of 17.5 bushels. Mr. Fowler's estimate at this date last year of the production for 1903, was 50,290,974 bushels on 3,223,663 acres, an average yield of 16.1.

Business continues bright and trade is good, but collections are rather slow at present.

Sugar.

The market is quite firm in every respect, quoting Montreal granulated in barrels at $5.30, in sacks $5.20, and yellows $4.70. The market still quotes Wallaceburg at $5.20 in barrels, and $5.10 in sacks.

Evaporated and Dried Fruit.

All lines of California varieties are now moving towards the advance. Only a half crop of raisins and prunes is now being realized owing to the effect of the heavy rains which damaged the crops generally to a great extent. Valencia raisins, Treynor's brand, are still quoted at $2.10 per case. Quotations on evaporated apples will appear in the price list about the 10th of November.

Canned Fruits.

Market continues firm but active, quoting strawberries at $3.25 per case, raspberries $3 per case of 2 dozen, and peaches (1904 crop) 2 lb. yellow $3.75 per case, and 3 lb. yellow $5.75 per case. Pears are still holding the price good, 2 lb. F. B. at $3.25 per case, and 3 lb. F. B. at $4.25 per case.

Canned Vegetables.

The market is very lively but firm in all lines, quoting canned beans at $1.80 to $1.90 per case, canned pears at $1.90 per case, tomatoes at $2.75 per case and corn at $2.50 per case. Owing to the untimely frost we may look for an advance in both tomatoes and corn before long.

Beans.

The market continues active and bright, quoting beans the same as in last week's price list at $1.70 per sack.

Coffee.

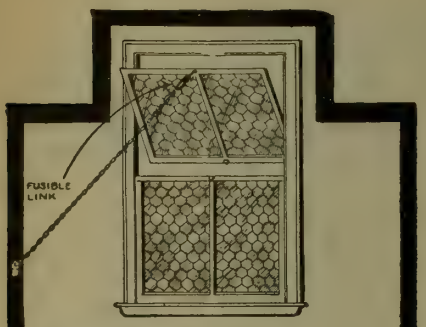
The market is still quite unsettled with the continued tendency towards an advance in price, but so far the quota

QUALITY, APPEARANCE AND WHOLESOMENESS
explain the large demand for
Clark's Meats
Don't forget that the turn-over counts.
Clark's Meats are advertised in the leading newspapers to help your sales, increase your turn-over and keep your sixpence nimble.

Cocoanut—"White Dove"
The only cocoanut manufactured containing the sweetness of the fresh nut, offered to the trade. Pails, Boxes, and Brls.
Chutneys—Setna's Brand
Finest goods, manufactured for the crowned heads.
Guava Jelly —Pts. } Finest Indian goods imported.
Mango Sauce —Pts. }
Please ask for quotations. Write for samples of cocoanut.
W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS. COCOA

LATEST ARRIVALS
Trenor's Blue Eagle Selected Raisins now in store.
Finest Filiatra Recleaned Currants.
Finest Amalia " "
Choice Vostizzas, large, fat, blue fruit.
Also new pack Corn, Peas and Tomatoes.
Sealy's new pack, Imperial Boneless Fish, Quail on Toast and Pure Cod Steak.
See our travellers for prices or send for quotations direct to
The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.



FIRE-PROOF GLASS WINDOWS.

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write

METALLIC ROOFING CO., LIMITED,
Wholesale Mfrs.
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Be sure to get
BROCK'S
advice given by a bird owner to her servant when leaving for her Summer holiday.

NICHOLSON & BROCK, TORONTO

tion holds coffee as before at 10¼c to 11c per lb.

Tapioca.

The market is now a little quieter than last week, but is still somewhat unsettled, quoting tapioca at 3½c per lb

Cornmeal.

Activity prevails with a general firmness in prices, quoting cornmeal at $1.75 per sack and 90c per ½ sack.

Rolled Oats.

The market is still holding rolled oats at the old advance in the price list, but a general firmness is now reported quoting 80 lb. sacks at $3.25 and the usual list prices on smaller sizes.

Flour.

The market continues very bright but firm, quoting No. 1 patent at $2.90, No. 2 at $2.70, No. 3 at $2.20, and No. 4 at $1.55.

Eggs.

The market is very active with a heavy demand on all available stocks and supplies from the country are rather light. Eggs are now jobbing to the trade at 23c per doz.

Syrups.

The market is now quite firm with a splendid demand. The market now quotes Imperial brand, ½ gals., 12 in a case, at $6; and Edwardsburg 2 lb tins $2.40 per case; 5 lb. tins $2.70 per case; 10 lb. tins $5.50 per case; and 20 lb. tins $2.40 per case.

Honey.

The new stock of honey which has now been on the market for about two weeks is holding prices firm but very active, quoting 5 lb. tins at 13c per lb., 10 lb. tins at 12½c per lb., 60 lb. tins at 11c per lb.

Green Fruit.

The market continues bright and very active, quoting late Valencia oranges $5 to $5.50 per case, California lemons $6 per case, fancy Montana crab apples $1.50 per case, Washington plums $1.10 per case, Washington pears (Winter Nellies) $2.25 per case, Ontario Fall apples $3 per barrel; Ontario snow apples $4 per barrel, Quebec famous snow apples $4.50 per barrel, fancy XXX Kings $3.50 per barrel, fancy XXX Greenings $3 per barrel, Ontario basket crab apples and pears 65c per basket, Malaga keg grapes $7, Ontario basket grapes (blue and green) 25c, Ontario basket red grapes 35c, California Tokay grapes $3 per case, cranberries (Cape Cod) per barrel $10, celery per doz. bunches 50c, green tomatoes 3c per lb., Jersey sweet potatoes $5 per barrel (Bell brand), Spanish onions $1.50 per barrel, and oysters (per express only) $2.50 per gal.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

WANTED, a purchaser for small manufacturing business, capital required about $5,000 00. Present owner would take an interest in the business with a reliable man. The present owner's reason for selling is other business takes up all of his time. Address box 191 Canadian Grocer, Toronto. (46)

SITUATIONS VACANT.

WANTED—Experienced, successful, crockery traveller for Ontario; best of territory; one also for Manitoba; must be persistent energetic worker; quality, values and facilities unexcelled. Liberal contract upon commission or corresponding basis. Apply Box 190, CANADIAN GROCER, Toronto.

SITUATIONS WANTED.

WANTED—Superintendent for Pork Packing factory in Ontario, chiefly interested in Export trade. None need apply but those thoroughly understanding every department. When applying state references and experience. Liberal salary to competent man. Address, Box 193, CANADIAN GROCER, Toronto. (44)

YOUNG MAN, age 23, desires position as grocer's assistant, four years' experience. Address stating particulars, etc., to Joseph Cook, Box 155 Wolseley, Assa. (44)

FOR SALE

FOR SALE—Balance of general store stock; about $1,000; 75 cents on the dollar; a bargain; move quick. For particulars, apply to L. McLuhan, Conn, P.O. Ont. f

FOR SALE—Old established combined grocery, meat and liquor business; Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. f

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D'Olier street, Dublin. (46)

FISH and OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N.B., Oct. 24, 1904.

THE advance in California dried fruits, particularly raisins, is perhaps the matter of chief interest here. New goods are now due. There have been few changes in prices. Onions are higher; cream of tartar is firm.

Oil.

Burning oil is at this season a very active line. Shipments are large. Prices have shown no change for some time. Lubricating oils are unchanged in price and business is somewhat dull. Paint oils continue to have a fair sale at quite full figures. In candles prices are rather easier. The receipts of cod oil are not large but price shows no change.

Salt.

In Liverpool coarse salts there is good steady business. There continue to be quite regular arrivals. This is an advantage to the importer enabling him to fill orders from ship's side at the lowest possible price. The salt is chiefly brought in Manchester steamers which have continued a regular service during the Summer. In fine salt while some Liverpool factory filled is sold the market is chiefly supplied from Ontario.

Green Fruits.

There is active business. Apples are very plentiful, very good and very cheap and there is a fair sale. Nice Jamaica oranges are now offered. Lemons are quite firm. Large quantities of Ontario grapes are now here and prices are low. Pears and tomatoes are also offered. Peaches have a light sale. Bananas are about out of season. The Cape Cod cranberries are very good with prices reasonable. Some native berries are offered.

Canned Goods.

Market is very firm, particularly corn and tomatoes. All lines of canned goods are held at full figures. Salmon is firm, springs and cohoes being the two grades offered. Lobsters are very high. Gallon apples are low. There is but a limited sale. Blueberries are quite plentiful. Meats have less sale. In domestic fish there is a fair pack of sardines. Kippers and haddies are rather light supply. Clams, which have a continued improved demand, are not a large pack.

Dried Fruits.

New California goods are now offered to arrive and are due. There is a wide range in price. Coast prices are higher and in some cases have been withdrawn. In both raisins and prunes crop will be much smaller than was expected. New Valencia raisins are here. Prices are lower than usual for first arrivals. There are no Malaga seeded imported this year and very few loose Muscatels. Even in layers the quantity is smaller than usual. Evaporated apples are rather easier with a fair sale only. Onions are moving freely and some Valencia stock is still here, but market is chiefly supplied with Canadian stock. Prices are higher. Shippers, if they want to hold the confidence of the trade, should be more careful, shipping only reliable stock.

Sugar.

While market is still firm, prices have shown no further advance for some time The continued receipts of foreign sugar no doubt affect the situation.

Molasses.

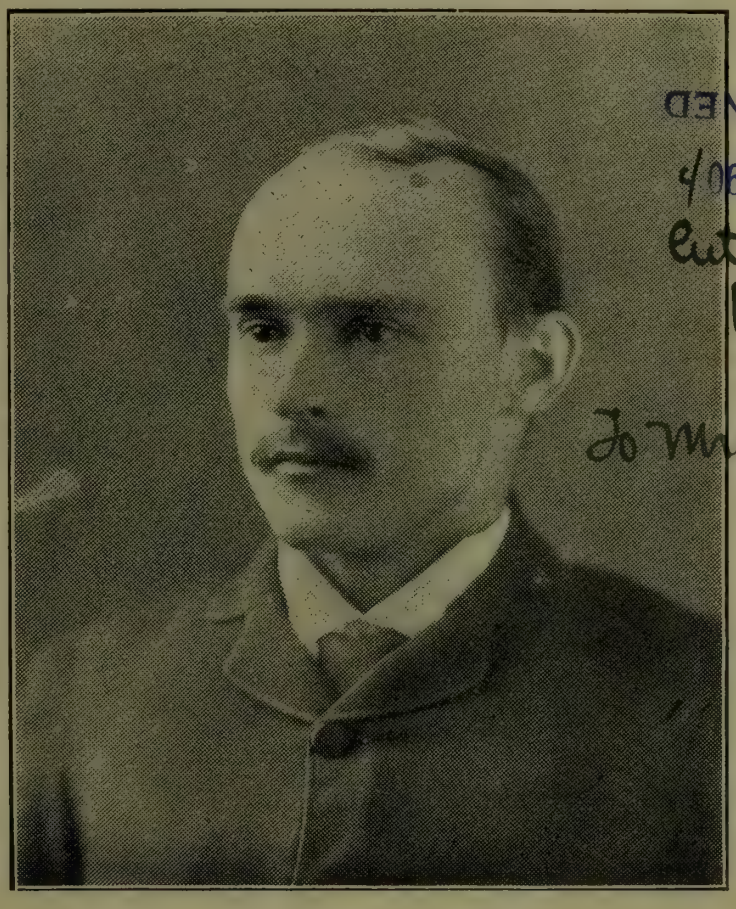
Market is quite well supplied. There is quite a full stock of Porto Rico held. While market is unchanged there is some range in price.

Fish.

There is little variety in fresh fish and supply is light. In dry fish and pickled herring prices are very high, perhaps as high as ever quoted. Smoked herring still holds at full figures. The slightly lower price of some weeks ago is unchanged. Quite a quantity of our alewives are going to Halifax for shipment south.

Flour and Feed.

Flour remains unchanged at the high prices and market is firm. In feed, supply is very light. Oats are not very freely offered, but oatmeal is rather lower. Cornmeal remains unchanged. Beans are a light stock. Market is firm. Barley of late years has but a limited demand. Price is quite high. Split and round peas are quite scarce.



RETURNED
OCT 28 1904
Cut Both 26
Page 16
Ans
To Mr Seyler.

The Late Mr. J. L. Mathieu.

THE LATE MR. J. L. MATHIEU.

The late Mr. J. L. Mathieu, chemist, Sherbrooke, P. Q., is remembered chiefly as founder of the J. L. Mathieu Co., and inventor of Mathieu's Syrup of Tar and Cod Liver Oil, one of the most successful cough remedies ever marketed in Eastern Canada.

On the death of Mr. Mathieu, which occurred in 1902, his business passed into the hands of a joint stock company, which is now extending its operations throughout Canada.

PERSONAL MENTION.

Mr. W. Johnson, canner, of Apple River, N.S., is dead.

Mr. H. Saunders, of Victoria, one of the pioneer grocers of British Columbia, is dead.

Mr. J. Murray, seed merchant, of Cayuga, was married last week to Miss M. Enright.

Mr. W. H. Millman, of the firm of W. H. Millman & Sons, Toronto, is in Dunnville this week.

Mr. R. J. Matheson, Dartmouth, N.S,. has retired from the wholesale flour, feed and milling business.

Mr. F. J. White, of White & Co., Toronto, has returned from a two weeks trip to Detroit, Chicago and St. Louis.

Mr. Thomas Smith, of McWilliam & Everist, Toronto, after a few weeks of quietness and seclusion, is again on the road.

Lieut.-Col. Labelle, manager for the Ogilvie Flour Mills Co., Montreal, is out of town for a couple of weeks, enjoying his annual holiday.

The marriage of Mr. T. J. Williamson, of the Acadia Sugar Refinery, Halifax, to Mrs. M. E. Skelly will take place on October 31.

In last week's issue of The Grocer appeared an item to the effect that Mrs. W. Mills, formerly of the American Coffee Co., had joined the coffee department of the Eby-Blain Co. This should have read Mr. W. Ellis.

The Liberal candidate in the constituency of East Kent for the coming Dominion elections is Mr. D. A. Gordon, president and general manager of the Wallaceburg Sugar Co., one of the principal beet sugar industries in Canada.

Mr. C. Westaway, secretary-treasurer of the Brantford Starch Works, was presented with a handsomely bound set of Thackeray's works by his fellow employes last week on the occasion of his departure for Winnipeg, where he has secured a position with the Massey-Harris Co.

Mr. L. C. Archibald, of the Canadian Milk Condensing Co., Antigonish, N.S., was in Montreal last week. It will be remembered that this company's "Owl brand" milk got the Government analyst's highest award at the last analysis of milks sold in Canada. J. S. Creed, 525 Board of Trade Building, Montreal, has received the agency for this product.

Mr. Dickie has been appointed manager of the Sarnia Salt Co., in place of Mr. Wanness. Some changes in the plant are also contemplated with a view to manufacturing a higher grade of salt.

Mr. F. A. Graham, of the grocery firm of Graham & Co., Halifax, has severed his connection with that firm to accept a position with De Long & Seaman. His territory will be in Nova Scotia and Cape Breton.

Mr. Frank Loggie, of A. & R. Loggie, Loggieville, N.B., was in the city this week on his way west to complete his annual tour of inspection of the large centres. In addition to visiting Western Canada he will take in St. Paul and Minneapolis. The Loggie firm is one of the largest packing and canning industries in the east. They have so stamped their enterprise and personality upon the district that the town has been namd after the family. Mr. Loggie reported business very brisk.

Mr. R. B. Ellis, insurance agent, Vancouver, has received the nomination as Conservative candidate for Vancouver in the approaching Dominion elections. Mr. Ellis was formerly associated with the old Toronto coffee and spice firm of Ellis & Kneighley, predecessors to the Toronto Coffee and Spice Co. Every one in the trade will remember him as a prominent Front street tea broker. He removed to Vancouver about 10 years ago to take charge of the Pacific coast branch of the Manufacturers' Life Insurance Co.

HINTS TO BUYERS.

White & Co., Toronto, expect their first car of Florida oranges November 5.

"Grimo," the new cleansing soap paste is in stock with the Eby-Blain Co., Toronto.

Leonard Bros., Montreal, report the arrival of large quantities of haddies, bloaters and kippered herrings daily by express, and are able to fill all orders promptly. This is a good time to buy a barrel of shell oysters for customers. Leonard Bros. have a large supply of all grades at reasonable prices.

The R. & J. H. Simpson Co., wholesale grocers and tea importers, Guelph, advise Mediterranean dried fruit in stock per steamer Escalona as follows: One carload Mouton's choice selected Valencia raisins: also one carload Dem Schisas cleaned currants, Filiatras, Amalias and Vostizzas in cases and half cases. They have also in stock new top figs, seeded raisins, prunes, peels and choice quality Sultana raisins at 6 1-2c. The trade is recommended to stock vinegars before the weather gets too cold.

E. D. Marceau, Montreal, reports arrival of 57 chests Saryune Congou teas showing fine cup quality and good leaf. This is offered to the trade at 12 1-2c; samples supplied on application.

The A. F. MacLaren Imperial Cheese Co., Toronto, reports the arrival of Fall shipments of imported cheese of the finest quality which they are offering for immediate delivery.

The first Florida grape fruit of the season arrived this week for White & Co., Toronto.

The Eby-Blain Co., Toronto, has an attractive line of washed and stuffed figs and dates that sell and pay well.

Since the beginning of 1904, sales of "Salada" in black and mixed tea, in the Toronto branch have shown an increase of 168,087 lbs. This shows an average weekly increase of 4,000 lbs. during the present year over the year 1903, and this in Ontario and the Northwest alone, which markets have been exploited for fourteen years. This is not taking into consideration sales of "Salada" green tea (which doubled last year's sales) nor the sales of the Montreal nor United States branches where the increase has been equally large.

Intending purchasers of potatoes or those desiring information would do well to write H. L. Roberts, commission merchant, Ashcroft, B.C.

The Walter M. Lowney Co., Boston, Mass., are showing a splendid line of Christmas goods in fancy cartons at their Montreal sample rooms on St. Paul street. Buyers will find it profitable to write for particulars.

"White Dove" brand cocoanut is a favorite with the grocery trade; orders received are taxing the capacity of W. P. Downey's Montreal plant.

The Eby-Blain Co., Toronto, is quoting close figures on guaranteed Fall caught fresh water herrings, trout and white fish. Dealers will do well to book their orders ahead for requirements.

McWilliam & Everist, Toronto, are expecting the arrival of one car of new Messina lemons, one car of Jamaica oranges, and three cars of Spanish onions.

TOOK TWO GRAND PRIZES.

The jury of awards at the St. Louis World's Fair has awarded to H. J. Heinz Co., of Pittsburgh, two grand prizes, one for the purity and excellence of their "57 varieties" of food products and the other for the advanced work accomplished by that firm in welfare work among their employes.

Copy of Extract from "The Canadian Grocer."

"A decided stand was taken by the Association on the 'Premium' question, the majority of the members being of the opinion that any firm giving away premiums with goods cannot carry on a legitimate business, since the retailer, not the manufacturer, has indirectly to stand the cost of the coupons as well as the profit cut off by the use of coupons. A suggestion was made by the President that measures be taken immediately to investigate the tea trade, and that the members of the Association give a special amount of business to firms selling the best brand of tea without premiums."

The opinion expressed above by the Retail Grocers' Association of Toronto is the opinion that I have held and maintained strenuously ever since I have been in business.

Premiums, prizes, coupons of all kinds savor of deception ; somebody is led to expect "something for nothing." Goods that are not worth their price, and can only be sold by the giving away of some premium, should not be on the shelves of any respectable store.

The Tea trade has been very much abused by the use of premiums, and I am much pleased that the Toronto Grocers' Association have taken steps to immediately investigate this important part of their business.

RED ROSE TEA is one of the brands that from the time it was first put on the market has sold on its intrinsic value only. It has not been connected with any premium, prize or coupon scheme, and the enormous sale it has attained without extensive advertising is, I think, very good proof that merchants generally appreciate goods which have real merit, and value the premium schemes for what they are worth.

T. H. ESTABROOKS,
ST. JOHN, N.B.

BRANCHES: TORONTO,
WINNIPEG.

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX

MOTT'S: No better Chocolate

Leaders

MOTT'S PREPARED COCOA
in ¼-lb. tins, **32**c. per lb.

MOTT'S BREAKFAST COCOA
½-lb tins, **35**c. per lb.

MOTT'S COOKING CHOCOLATE
Elite, ¼-lb. blocks, **30**c. per lb.

MOTT'S EATING CHOCOLATE
Diamond, 6s or ¼s, **24**c. per lb.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:
A. TAYLOR, Montreal. R. S. McINDOE, Toronto JOS. E. HUXLEY Winnipeg.

A high-grade English Sauce of long reputation and tried merit,

LORIMER'S WORCESTER SAUCE

Good 25c. value, but can be sold at 10c. and give you a good profit.

THE ROBERT GREIG CO., LIMITED

White Swan Mills
TORONTO

TEAS

New Season's Japan "BUTTERFLY"

Extra fine style and superior cup quality.

PLACE YOUR ORDER NOW FOR DELIVERY ON ARRIVAL.

WARREN BROS. & CO., = = TORONTO

A CANADIAN CAPTAIN OF INDUSTRY.

THE term "Captain of Industry" has become hackneyed principally because it has been used in connection with cheap puffs and paid write-ups. The ocean, however, cannot be condemned because it sinks one ship and floats a million. One Canadian business man who thoroughly deserves the title, and as thoroughly detests cheap notoriety, is Mr. Robert Meighen, for fourteen years president of the Lake of the Woods Milling Co.

Mr. Meighen is a man of strong personality. His methods are entirely his own. He is known for these peculiarities from the Atlantic to the Pacific, in fact in many parts of the Old World. In Montreal his familiar presence on 'Change Hall is looked for every day. When exciting and critical corners turn up in the grain and flour markets, the brokers stand around and frequently exclaim, "Where's Meighen? Let's hear what he has got to say." The cause for such remarks are two-fold. First, Mr. Meighen is keen and thoroughly posted on the probability of the market. He makes it his business to be well informed always and his anticipations of changes are based upon a judgment ripened in the severe school of hard-earned experience. He has a faculty of seeing through any scheme like a search-light, and the slightest attempt at "rigging" the market will be scented by him in a trice. The grain brokers know well that they need never try to put up any job on Mr. Meighen.

Sometimes his fondness for some particular policy, political or commercial, upon which he has very definite opinions, causes him to be argumentative. It is usually the custom with those who know him, to jokingly gloss over any excited words with the remark, "You have studied that subject too much for me, Mr. Meighen." These arguments sometimes hinge on Mr. Chamberlain's fiscal policy, sometimes on politics, and sometimes on grain prices. Whatever it may be, Mr. Meighen is usually very positive about his information, and the man who measures swords with him must be sure of his fact else he will be floored in the first round.

It is now many years since Mr. Meighen advocated the policy of Imperial preferential trade. His confident belief in it has been instrumental in educating Canadians in many parts upon this question. His clear-cut, original expressions, his quick decisions in business and withal pleasant aggressiveness at all times, make him a business man easy to remember. He has stamped his character on the extensive business of which he is the head, and his individuality runs through all their important ramifications.

Mr. Meighen is an Irishman, being born near Londonderry, at Dungevan, Ireland. His father died when he was very young and the family came to Canada and settled at Perth, Ont., where the children were educated. It was there the Meighen boys established themselves in business as wholesale and retail general merchants. The firm of Arthur Meighen & Bros. soon became widely known for probity and enterprise, in fact they were known as one of the largest firms doing business in the old Bathurst District. In 1882 Mr. Meighen removed to Montreal, where he became associated in business with Sir George Stephen, now Lord Mount Stephen, whom he succeeded as president of the

Mr. R. Meighen, President of Lake of the Woods Milling Co.

New Brunswick Railway, which now forms part of the Canadian Pacific Eastern line. This position Mr. Meighen still holds. It was in the Canadian West that he first became interested in milling, having made some investments in the Portage Milling Co., at Portage La Prairie.

Shortly afterwards he participated in the founding of the Lake of the Woods Milling Co. The immense growth of this company since its inception has been due in no small degree to the foresight and judgment exercised by Mr. Meighen, not only in his own personal efforts, but in securing heads of departments capable of carrying on so extensive a business with marked success. To know such a man one would be a first-class guarantee for investing money in a business over which he had control. In the natural course of events he has been chosen to fill important positions in the world of finance. He is a director of the Bank of Toronto (one of the strongest financial institutions in Canada), the Northwest Land Co. and the Dominion Transport Co. As a member of the Montreal Board of Trade and the Corn Exchange Association he is always active and progressive, and was a delegate to the fifth congress of Chambers of Commerce of the Empire.

In his public utterances Mr. Meighen is famous for his common sense—one of the rarest of gifts. He can translate moods and manners of merchants, intricate financial problems, and complexities of all kinds into the simplest and plainest of English, which tells in an incisive, effective manner exactly what he is getting at. It was such a speech as this that he made at that congress of the Chambers of Commerce of the Empire. That vast audience, comprising the master commercial minds of the British Empire, listened attentively to the hard sense of his expression, and so attractive was that public address that it was afterwards published in pamphlet form and widely circulated.

Notwithstanding the excessive calls upon his time for business, he has found time to become the author of another pamphlet on the fiscal question, which he has especially addressed to the farmers of Canada. A strong principle in Mr. Meighen's business creed is that he believes in Canada, first, last, and all the time. Mr. Meighen has a great belief in the young men of Canada, and his open-handed generosity to the energetic and capable young men in different walks of life is known only to the donor himself and those whom he helps. He is a Presbyterian and a trustee of St. Paul's Church. In politics he is a Conservative. His palatial residence at 140 Drummond street is one of the finest homes in Montreal. His clubs are the Mount Royal, St. James, and Canadian. Mr. Meighen has achieved his personal success by his adherence to the principle of prudence, hard work, and the "neglect of nothing." He has frequently been asked to take part in public life, but he believes that his duties run in the lines of business more than in the active arena of publicity. In fact, it was difficult indeed to induce him to allow his photograph and character sketch to appear in the public press

STRATFORD, CANADA

NOT

STRATFORD, ONTARIO

Our business has grown beyond provincial boundaries—so good are

PERFECTION CREAM SODAS

No matter where you reside you can have

Perfection Sodas

—and you ought to have them —now.

Send us an order.

In 3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED, Stratford, - Canada.

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS

AND GRAIN DEALERS

192 King Street East TORONTO.

BOOKS, PAMPHLETS, ETC.

THE Board of Trade of Innisfail, Alberta, is distributing a small brochure containing information about Innisfail, "the dairying centre of the Canadian Northwest," which ought to interest prospective settlers. The enterprise shown by the Innisfail Board of Trade might well be copied by similar organizations in the west desirous of pursuing an aggressive immigration campaign.

The Grocer is in receipt of a booklet by H. E. Sloan, manager of the Western Grocer Co., Kansas City, Mo., on "Salmon Catching and Canning on Puget Sound."

"Tea Hints for Retailers." By J. H. Blake.

This publication is one which should appeal to every retail grocer. Perhaps no department of the grocery trade requires such close attention as that of tea, and the retail trade throughout the country is coming to realize more and more the necessity of knowing something about the commodities that pass over the counter daily. For these reasons Mr. Blake's book on "Tea Hints for Retailers" will serve to meet a long-felt want. It is divided into two parts, the first being historical, while the second comprises half a dozen pertinent and timely essays on subjects of vital interest to every grocer and general merchant, such as "Where to Buy Teas," "Bulk versus Package Teas," and "How to Establish a Tea Trade." The work will undoubtedly prove valuable to the trade not only from an educational but from a practical standpoint.

The Trust Company Idea and its Development. By Ernest Heaton, Barrister-at-Law, Osgoode Hall, Toronto. Price $1.00.

In this little handbook of 45 pages, a short account is given of the American, Canadian, New Zealand and Australian trust companies, and of the trust company idea in England. In the latter country the least progress has been made. According to our conception, a trust company exists principally or solely to discharge the functions and perform the duties of a trustee, an executor or administrator of an estate. Such is its legitimate and sole function and as such its duties are performed with much advantage to those requiring its assistance. In the United States, trust companies have proceeded far beyond this conception. Some of them have become in finance a departmental store, in addition to the duties just mentioned they reorganize and promote corporations and underwrite their stock or act as a bank and particularly in the savings branch.

In 11 years from 1893 to 1903, 41 failures of trust companies are reported in the United States. This we are told compares very favorably with the records of national and state banks during the same period. To us this appears a shocking record. Mr. Heaton might with advantage emphasize more strongly the contrast between a properly managed trust company on the Canadian or English plan and the American departmental store.

We note the legislative provision in Ontario against excessive competition and the excellent record of trust companies in Ontario and notably of the pioneer, the Toronto General Trusts Corporation whose careful and conservative management has been the means of averting much loss to its clients and patrons. We hope the author will issue a further edition with more extended information on this important subject.

A.M.

BUSINESS FAILURES IN 1903-04

FOLLOWING is a comparative statement of business failures in Canada and Newfoundland for the first nine months of 1903 and 1904 as just issued by Bradstreet's. It indicates 832 failures, involving $7,696,688 of liabilities for 1904, an increase of 16.8 per cent. in number and of 22.6 per cent. in liabilities over those of 1903:

Provinces.	No. of Failures		Assets.		Liabilities.	
	1904.	1903.	1904.	1903.	1904.	1903.
Ontario	283	296	$ 917,555	$1,539,243	$2,318,766	$3,169,035
Quebec	364	280	1,306,550	793,844	3,729 918	1,996,457
New Brunswick	28	17	164,000	30,325	279,468	71,600
Nova Scotia	53	32	474,394	192,644	665,580	403,012
Prince Edward Island	3	7	8,300	62,900	15,260	125,500
Manitoba	42	27	73,507	60,380	192,979	127,932
Northwest Terntories	21	6	98,500	9,897	177,042	22,696
British Columbia	36	46	160,150	197,090	266,175	356,400
Yukon Territory	2	1	35,300	1,000	51,500	1,500
Totals Canada	832	712	$3,238,256	$2,887,323	$7,696,688	$6,274,132
Newfoundland	....	1	....	36,140	....	49,905
St. Pierre et Miquelon	1	..	800	....	1,000	....

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

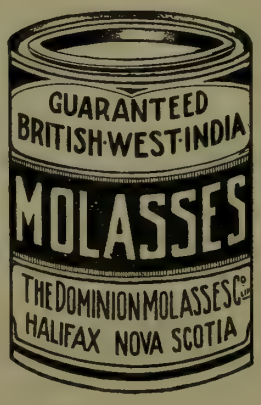
Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

MOLASSES

2 lb. 3 lb.



5 lb. 10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

ELEME FIGS

The season's pack is exceptionally fine. The finest selections we now offer the trade.

WRITE FOR PRICES.

McWILLIAM Mc. AND E. EVERIST

Phone Main 645.
TORONTO, CANADA.

Almeria Grapes

GREEN or TINTED.

Heavy importations and direct consignments from the GROWER enable us to meet your WANTS.

RANGE OF WEIGHTS.
RANGE OF PRICES.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK

New Figs Spanish Onions
Celebrated Camel Brand.

Jamaica Oranges Malaga Grapes
Bbls. or boxes.

If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Foreign Fruit and Vegetable Trade of Canada.

THE following figures concerning the Canadian export and import trade in green and dried fruits, vegetables, nuts, etc., have been taken from the Blue Book of the Department of Trade and Commerce, Ottawa :

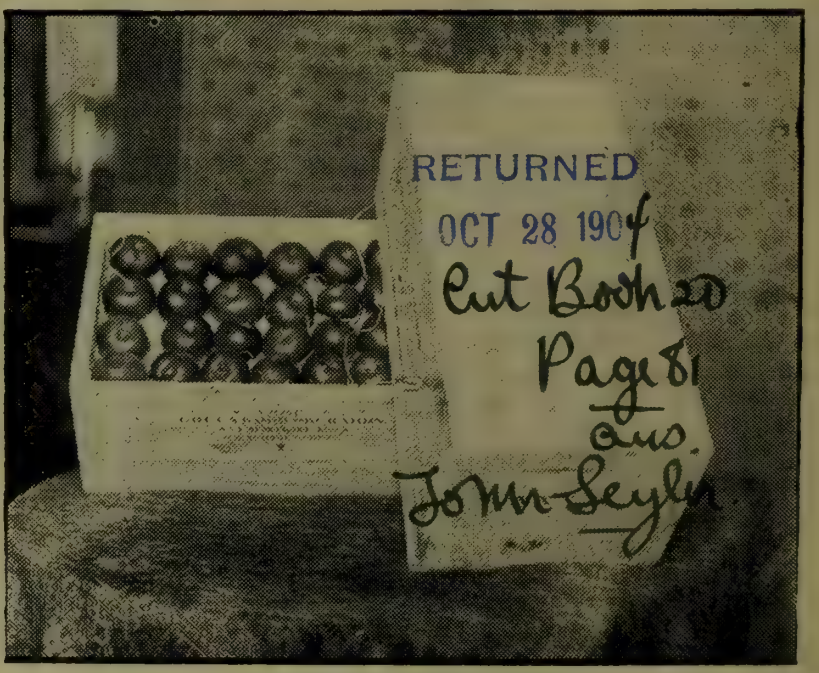
IMPORTS.

Imports are distributed as follows : Dried apples, currants, dates, figs, prunes, raisins, almonds, brazil nuts, pecans, walnuts, etc., in 1899 amounted to $1,220,546. In 1903 these imports were valued at $2,061,979, and in 1904 at $2,000,634. The following countries contributed to the importations of dried fruits, nuts, etc., in 1904 : The United States $887,860, Spain $491,567, Greece $213,795, France $118,974, Great Britain $46,792, other countries $241,616.

In 1899 Canada imported bananas, oranges, lemons, pineapples, limes, guavas, mangoes, plantains, pomegranates, shaddocks, blackberries, gooseberries, raspberries, strawberries, cherries, cranberries, grapes, peaches, plums, quinces, blueberries, to the following values : $1,892,209 in 1899, $2,555,158 in 1903, and $2,152,898 in 1904. Importations of green fruits for the year 1904 were distributed as follows : The United States, $2,102,761, Great Britain $130,885, Italy $116,015, other countries $93,237.

In fruits, canned and preserved, jellies, jams, preserved ginger, fruits preserved in brandy or other spirits, rind and peel of citron, lemon and orange in brine, Canadian importations for 1899 amounted to $166,786, for 1903 to $169,552, and for 1904 to $204,524. To the latter amount Great Britain contributed $100,431, the United States $62,514, and other countries $41,579.

In vegetables Canada imported in 1899 melons, potatoes (American and sweet), tomatoes, corn, and fancy vegetables, to the value of $328,332, in 1903 to the value of $717,866, while in 1904 Canada's importations of vegetables totalled $694,407



Fameuse Apples, Packed in Tissue.

EXPORTS.

Canada's exports of dried fruits, nuts, etc., in 1899 were $433,126, in 1903 $413,100, and in 1904 $378,408. The distribution of the last mentioned am-

Bunch of Fameuse Apples from Como, Quebec.

ount was: Germany $194,168, Great Britain $25,539, the United States $27,451, other countries $131,350. In Canadian green fruits, from which apples are excluded, the exports were valued at $657,910 in 1899, $579,820 in 1903, and $624,867 in 1904. Of the exports of green fruits in 1904 Great Britain took to the value of $331,448, the United States $263,189, and other countries $30,230. The total value of fruit exported from Canada, excepting green apples, in 1899 was $1,091,036, in 1903 $992,920, and in 1904 $1,003,275. Canada's exports of vegetables in 1899 and 1904 were $152,597 and $243,125, respectively, the bulk going to the United States.

Latest Prices for New Figs.

A direct steamer from the east has arrived in Montreal, and the dried fruit market is now well stocked. The latest prices on new figs are as follows:

Six crown extra fancy, 5, 10 and 28-lb. boxes, per lb.	$0 13
Five crown fancy, 5, 10 and 28-lb. boxes, per lb	0 19
Four crown fancy, 5, 10 and 28-lb. boxes, per lb	0 09
Glove boxes, fine quality, per box	0 11
Fancy washed figs in baskets, per basket	0 20
Fancy pulled figs in boxes, per box	0 22
Fancy stuffed figs in boxes, per box	0 28

The Shipment of Apples.

Both the G. T. R. and the C. P. R. eastern lines are giving notice that after November 12, 1904, apples will not be received at Port Arthur or Fort William from connecting lake steamers for transportation to western markets. It is, therefore, pointed out that with the close of business, November 5, agents of the companies mentioned will discontinue the acceptance from shippers or connecting lines of consignments of apples for transportation via lake and rail when destined to points west of Port Arthur or Fort William.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

McDOUGAL & LEMON

OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Jamaica Cocoanuts.

Very scarce at present, but have secured a car of New Nuts. Guaranteed 100 to a sack and up to standard weight.

CAN'T YOU USE A SACK?

Oysters Try Long Island Natives. $1.65 per Imperial Gallon. As good as selects.

WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East **TORONTO.**

W. B Stringer
J. J. McCabe

NEW LEM

'Phone Office Main 520.

New Lemons are on the market. The first to arrive came this week to Toronto. You'll find good profit and satisfaction in handling

"ST. NICHOLAS," Ex. Fancy — "KICKING," Ex. Choice

State clearly when sending orders to your dealer that you want those brands—they're the best.

61 Front St. East TORONTO **W. B. STRINGER & CO.** Agents Fruit Brokers

Diamond Brand

MAPLE SYRUP

High Grade Moderate Price

All Wholesale Grocers

WESTERN ONTARIO HEADQUARTERS

FOR EVERYTHING IN FRUITS

JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.

CRANBERRIES Strictly Fancy, Early Blacks. Prices close.

Phone, Wire or Mail Orders. **HUGH WALKER & SON** GUELPH, ONT.

TRADE MARK

This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO. Toronto LIMITED Montreal

Do You Buy APPLES?

Let us quote you on good stock, packed according to Government standard by expert packers. Carload lots for Northwest trade our specialty.

EBEN JAMES

BOARD of TRADE BLDG.
TORONTO

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.

Why is Blue Ribbon Tea better than any other package teas at the same price?

A fair question, but it would require a book almost to give a sufficient answer. The **fact** more than the **reason** is what most people are interested in.

Blue Ribbon *Ceylon* Tea

is better—its sales prove it.

Push the Red Label, 40c. worth 50c.

HAVE YOU A HEINZ DE-PART-MENT

No Scheme ABOUT IT.

There is no scheme about the Heinz method of dealing with the retailer. Full weight and count at a price which yields a good profit; goods that appeal to the best trade and upon which the public is educated never to expect a cut price; no premiums or gifts connected therewith. It's an interesting proposition to the legitimate retailer — this selling of the "57 Varieties."

Ask our salesman about arranging a "Heinz Department" for you.

H. J. HEINZ CO., PITTSBURGH, U.S.A.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co. LIMITED

GODERICH, ONTARIO.

FLOUR AND CEREAL FOODS.

The Grain Situation.

ACCORDING to the latest report of the Northwest Grain Dealers' Association, this year's yield of grain in Manitoba and the Northwest will be a bumper one, in spite of drawbacks of rust, frost and delayed harvesting, namely, 59,857,190 bushels on an acreage of 3,420,411 acres, an average of 17.5 bushels. The percentage of wheat grading under No. 4 is figured at 30 per cent., or 17,955,000 bushels, due largely to the effect of the rust blight and early frosts, while the threshing of grain this Fall before the grain was dry is also a reason for the lowering of the grade.

The oat crop is estimated at 44,620,520 bushels on an acreage of 1,205,960 acres, an average of 37 bushels per acre; barley 10,520,850 bushels on an acreage of 392,569 acres, an average of 26.8 bushels; flax 530,550 bushels on an acreage of 46,540 acres, an average of 11.4 bushels.

The grain movement in Manitoba has now attained maximum proportions, the average daily shipments from Winnipeg for Fort William aggregating 400,000 bushels, and the railways have their hands full transporting the wheat—in fact they are now refusing to supply cars for uses other than wheat shipment.

Mr. W. P. Wood, president of the London, Eng., Corn Trade Association, who has recently completed a tour of the wheat areas in the Canadian west, says "it is merely a matter of getting settlers on this land until instead of a yearly output of sixty million bushels of wheat the output will be raised to six hundred millions. The fertile plains of Western Canada will grow the wheat of the world."

The American wheat crop is estimated at 554,713,000 bushels, compared with 703,000,000 bushels in 1903. The Russian wheat crop is fourteen million quarters less this year than last, so that it is doubtful whether Russia will be able to spare as much as last season unless she draws upon old stocks. India promises a good crop unless weather conditions should interfere with present bright prospects. France, notwithstanding a marked falling off this year, would still have enough wheat for home consumption, even if all the old wheat were used up and the country left bare. Cable advices from Argentina represent crop prospects as excellent, with a largely increased area under wheat cultivation this year as compared with 1903.

Owing to the increase in the visible wheat supply of the world usual at this season, which has amounted to 1,236,000 bushels in Canada and the United States alone during the past week, the feeling is for the present somewhat easier abroad, notwithstanding the fact that the world's crop is estimated at 133,556,000 bushels less than that of a year ago.

Canadian Wheat in States.

An epoch in the grain trade of the United States was reached last week with the first importing of wheat from Canada since the duty of 25c per bushel was imposed. The shipment was comprised of 10,000 bushels of Manitoba No. 1 northern wheat, and went to the Consolidated Elevator Co., Duluth. In the past wheat has been imported by American interests for seed or other special purposes, but this wheat will go into the same channels as ordinary American grain. It is thought that much more Canadian wheat will be imported during the crop year on account of the shortage of good milling wheat.

To Expedite Grain Deliveries.

In order to expedite grain deliveries the C. P. R., it is understood, is sending special representatives to the outlying communities in the district of Virden, Man., to notify intending shippers to order cars without delay.

Cereal Notes.

As a result of protests on the part of Ontario grain dealers, standards of oats for Ontario have been fixed by the chief Dominion grain inspector. Barley standards will be fixed as soon as additional samples from Western Ontario are received. Wheat standards will be determined about the same time.

The cleaning and drying plant recently installed by the Canadian Northern Railway in its Port Arthur terminal elevators is now in working order, and in addition to handling no-grade grain arriving over its own rails, is receiving damaged grain from the C. P. R. for treatment. The C. P. R. cleaning plant at Port Arthur has been disabled, thus throwing the entire work on the Canadian Northern.

Have You Taken Note of Its Growth?

PEOPLE

said that Orange Meat would never have any success They were not concerned about its worthiness. They said that the public and the grocery trade were sick to death of new breakfast foods.

And yet to-day

ORANGE MEAT

is sold from ocean to ocean; has conquered prejudice, and is pronounced to-day to be the very best of all ready-for-serving cereals.

Such is history.

These are reasons why the grocers of the country have given their support to this triumphant cereal.

THE FRONTENAC CEREAL CO., Limited

KINGSTON, ONT.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Pipes and Pipedom.

IN pipes and smokers' accessories there is not a great deal to chronicle in new season's goods with which the connoisseur of tobacco is not already familiar. For the Christmas trade a large assortment of American silver and gold-mounted pipes in bent, square, bull-dog and billiard shapes with and without silk lined morocco cases is being shown. There is also great variety in briars, with flat, round and square bent and bull-dog shapes up to B.B.B.'s and G. B.D.'s to be bought wholesale at from 90c to $6 a dozen. Companion pipe sets in handsome cases are in great demand for the holiday trade. Another attractive line is the B.B.B. pipe with sterling silver hall mark.

Match safes are seen this season in endless variety, made mostly of sterling silver to sell at from 75c to $4. There are in addition the usual lines of cigar and cigarette holders, with and without cases and a very attractive assortment of fancy tobacco pouches in buck and kangaroo skin, more or less richly embossed in silver and oxidized metals.

Leaf Exports of Cuba in 1903.

FOLLOWING are the official Cuban statistics on imports and exports for the calendar year of 1903 which have reached the Canadian Grocer. The value of exports of leaf tobacco to the United States for 1903 is given at 9,940,406 pesos, a considerable falling off from the exportations of 1902, which were valued at 10,554,033 pesos. The exportation to the United States in 1902, was, however, much larger than that of any other year since 1888, and the exportation in 1903 is the largest of the past five years, with the exception of 1902. The next largest importation of local tobacco is to Germany, valued at 1,921,559 pesos. The total exportation of leaf tobacco for 1903 is valued at 13,255,146 pesos, which is larger than that of any other year within the past five years except that of 1900, when the exportation of leaf tobacco was valued at 13,793,783 pesos. The exportation of cigars to the United States in 1903 was valued at 2,888,111 pesos, an increase from the exportation of 1902, which amouted to 2,775,500 pesos. The total exportation of cigars in 1903 was valued at 12,391,969 pesos of which England took 5,197,785 pesos' worth Germany, 1,768,385 pesos; France, 556,933 pesos; Spain 405,385 pesos, and Canada 370,500 pesos. The total exportation of cigars shows a falling off from 1902, when they were valued at 12,374,911 pesos' and from 1901, when they were valued at 12,481,775 pesos. The exportation of cigarettes amounted during year 1903 to 404,173 pesos, of which Colombia took 191,854 pesos. The total exports of leaf and manufactured tobacco in 1903 amounted to 26,042,319 pesos. In 1902 they were 25,404,180 pesos; in 1901, 25,327,175 pesos; in 1900, 26,087,968 pesos and in 1899 21,084,750 pesos.

Problem of Selling Matches.

The difficult problem of selling matches in such a way as to satisfy both the consumer and the retailer has been solved by the United Cigar Stores Co. A number of the stores of the company are equipped with a penny in the slot machine which dispenses matches. All that the customer has to do is to put in his penny, yank a handle and out drops a neat little sack containing matches. The transaction is easily and quickly accomplished, the consumer does not have to buy what he does not want or accept of charity, nor is the dealer bothered with picayune transactions of a cent or two. The earnings of the machine, too, are said to be considerable.

Cheap Cigars in the Orient.

A gentleman now in Toronto, who has lived fifteen years on the Malay Peninsula, states that fine cigars are very cheap in the free ports. Fine Manila cigars sell for $3 per hundred to the consumer in Mexican money, which is worth about one-half American money. The indulgence of a fine cigar in that country is therefore not a very expensive habit.

Personality in Business.

Other things being equal, people in cities the size of Montreal and Toronto buy their cigars from some man whom they know personally and with whom they deem it a pleasure to deal. While this is not true of every individual purchaser of cigars, as a matter of course, yet it is true of the great majority. It is individuality that counts. Of course, there must be the attractiveness about the store, and the quality of goods to back it up, but the biggest single item in the year's business is the personality of the dealer. John Smith might step into a store where Richard Jones had done a successful business, and not hold the trade because the personality of Jones is lacking.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Make Money While You Can.

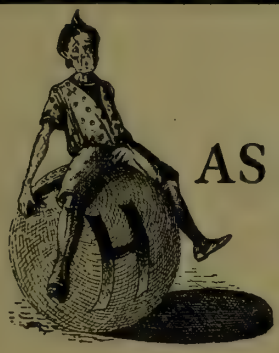
And there is one safe, sure, good way for every grocer to make a nice extra income every month---by selling cigars.

Yet it is very easy to make a mistake at the very outset---the grocer may stock the wrong cigar.

No mistake is made, no loss can occur if the grocer deals with us and orders our **Pebble** for his 5-center and **Pharaoh** for his 10-cent line.

You know our standing offer?

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.



AS ball bearings, so to speak. **T & B.** smoking tobacco produces no friction between smoker and grocer. This can't be said of other tobaccos. This is a good reason, aside from the question of profit, why all grocers should push the sale of **T & B.**

Sell the 10-cent size.

Geo. E. Tuckett & Son Co., Limited,

Hamilton, Canada.

QUALITIES THAT WIN IN BUSINESS.

"THERE is room at the top for any young man who is energetic and resolves to serve his employer and the business in the same manner as though the business were his own. The young man animated with this spirit, if he applies himself and dedicates his time and abilities to the work in which he engages, whether professional or mercantile, has every opportunity to reach the top."

That is the opinion expressed convincingly by no less an authority than John C. Juhring, vice-president and secretary of Francis H. Leggett & Co. He is a thorough believer in the existence of opportunity for every one, but he doesn't believe that opportunity is waiting idly round to be discovered. The young man, to succeed, must seek it persistently. He must be energetic, cool-headed, ambitious, enthusiastic, capable, thorough and economical. "He must," says Mr. Juhring, "understand the practical meaning and application of the qualities that these words stand for. There is more incentive for a young man to succeed now than there was twenty years ago, and to the willing, struggling aspirant for success—the man who is not daunted by competition, and whose purpose is honest, and whose methods are above reproach—the way is open.

"A young man choosing a business or profession should enter that one for which he shows capacity. A pronounced preference for any calling is not necessary to full success in it, but where a preference is combined with ability and adaptability the road is easier. Strict honesty is necessary to business success. Ability to work— to 'keep on keeping on'—contributes more to success than experience. Ability will acquire experience and make a study of what is necessary to win in the battle. Incompetency, lack of thoroughness and self-discipline are causes of a majority

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

When you are

An Old Man

and review your life, what will you think of yourself if you never sold

McAlpin's Tobaccos?

—the most profitable of any made in Canada,— and liked thoroughly by every man who uses them.

Not too late yet to get right.

McAlpin Consumers Tobacco Co., Limited, Toronto

of the failures. The doing of a duty, simplicity in living, earnestness of purpose, hard work, careful study of what is to be accomplished, energy, enthusiasm and the will-power to surmount obstacles mean success, and wherever success is attained you will find that these qualities have been present in living force."

Words like these coming from a member of one of the most successful business houses in the world to-day carry conviction of their importance. The principles laid down are more than the foundation of Mr. Juhring's success — they are its structure. In all the years since 1873—the year when he became associated with the company in the capacity of clerk—his aims were high. His motto is "keep on keeping on." He has kept on to some purpose. In the first year he was promoted to the position of assistant cashier. A year later he was made assistant to the general buyer. In another year the opportunity to add one or two outside lines to the business presented itself, and he seized it. In 1887 he was given an interest in the business, and in January, 1902, was admitted to a partnership. Ten years later the firm became a corporation and Mr. Juhring was then chosen vice-president and secretary.

As an illustration of his prestige and influence in the business world and his loyalty to New York City, Mr. Juhring was made vice-president of the Merchants' Association, and continued an active worker in the organization until 1903, when he resigned. He has induced one hundred and fifty representative New York business firms to join its membership. He is a trustee of the Citizens' Savings Bank of New York, a director of the Coal and Iron National Bank, and is connected with many other interests.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries concerning Canadian trade have been received from Birmingham, England :

87. The proprietors of a trade journal circulating in South Africa wish to appoint an agent in Canada to take charge of sale and advertising.

88. A Birmingham firm wishes to get in touch with firms who can ship large quantities of apples.

89. A large firm in the Midlands would like to get in touch with reliable shippers of apples.

90. Several other firms are in a position to take large quantities of apples. Shippers communicate.

The following inquiry in regard to Canadian trade has been received by the High Commissioner for Canada in London, England :

150. Inquiry is made for the names of Canadian shippers of candleberry wax (bayberry tallow) and maple wax.

The following inquiries concerning Canadian trade have been received from Leeds and Hull, England :

49. Large grain importing firm desire communication with large Montreal firms of wheat exporters.

52. Large firm of fruit importers desire communication with Canadian shippers of apples and pears.

53. Large dealer in poultry, chickens, turkeys, geese, ducks, etc., for Christmas trade, desires correspondence with Canadian exporters.

54. Large wholesale firm of fruit importers desire direct communication with Canadian exporters of apples.

56. Grain merchants desire communication with exporters of peas, tares, buckwheat, partridge peas, linseed cakes and oats.

57. Large wholesale provision firm having a great number of different shops and commanding a very large trade on the east coast, desire direct communication with Canadian exporters of butter and apples in large quantities.

59. Hull fruit importer desires direct communication with Canadian shippers of apples.

60. Hull produce firm desire direct communication with Canadian exporters of flour.

62. Hull importer desires communication with exporters of bacon, hams, tinned and bottled meats.

The following inquiries concerning Canadian trade have been received by the High Commissioner for Canada in London, Eng.:

154. A firm of butter importers who find there is an opening for Canadian produce in their locality, desire to be placed in communication with some of the best and largest butter producing dairies in Canada, with a view to a regular consignment business during the season.

155. A large firm of fruit and produce brokers have asked to be placed in touch with apple growers in Canada seeking to export fruit for the English market.

The names and addresses of the firms making these inquiries may be had by application to the Department of Trade and Commerce, Ottawa. Parties making inquiries will be careful to mention the office under which said inquiry appears and the number.

PICKLE CUKES.

As the season for handling pickle cucumbers advances, considerable interest develops concerning the growing and handling of little cukes for market.

There are several kinds of pickling cukes, determined by the size and variety. These differences, of course, make a difference in the price. The salt pickle is a little smaller than a cuke, then there is the "dill pickle," a size smaller; next is the "mediums," which are a little smaller. Then comes the "gherkin," still smaller, and last the "midget," whose size is implied by the name. As the size diminishes the price is higher, for it takes more of them to make a bushel, and besides they are harder to pick and are more tedious to handle in every way. They come in bushels and halves, mostly in boxes and barrels, and from all accounts the growers realize good profits for the time and labor expended in producing them.

It appears that the large pickling concerns over the country contract for what cukes they buy before they are ever gathered. Contracts are made with growers direct. But most of the pickle companies have large cuke farms in charge of experienced growers. Hundreds of employes are kept on the premises during the growing season to pick and ship the little cukes.

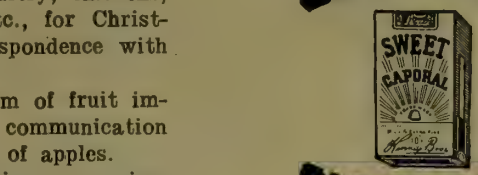
Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

TEA SHIPMENTS FROM JAPAN.

The Grocer is indebted to C. M. Bernard, agent for Bernard & Co., Yokohama, Japan, for the following figures regarding tea shipments to Japan for the present season to September 15, 1904 :

	Lbs.
To New York and East	12,314,870
To Chicago and West	11,042,740
To San Francisco	3,336,055
To Canada	3,456,149
Total	30,149,814

Against 32,780,963 lbs. to same time last year. The increase to Canada for the period was 515,092 lbs.

FREIGHTS AND CHARTERS

THERE still seems to be a lull in the freights for ocean tonnage. The most optimistic shippers and freight managers expected greater things and now that the middle of Autumn has been reached and ocean navigation as well as the lake traffic on the last few weeks of open water has shown no marked sign of a spurt, it is depressing for all concerned. For instance queer questions are being asked such as "If the Winnipeg market for wheat is too high for export at 94 3-4 cents December how can Minneapolis do any export with the same class of wheat at $1.13 3-8 December?"

Grain space is not what it ought to be in Montreal. Apples are coming along at a good rate and they are being shipped abroad in large quantities, but the price has dropped in the Old Country and now there is a sign of depression in these cargoes. Grain, however, or lack of grain is the chief worry and so the daily expectation is that there will be a rush at the last moment. The bookings for November are good and at better rates, but in comparison with last season or any good previous season the condition of things is alarming. Few new charters have been recorded, in fact the chief charters are for deals to go to the South American ports. A South African steamer is due to sail on October 30th and a varied cargo will be carried at good rates.

A point that is interesting to shippers at this time is the fact that the Railway Commission has not changed the freight standard on the railways anywhere and the date fixed for the change was October 1. The Canadian Manufacturers' Association again stepped in and asked the Commission to allow the existing tariff to remain in force for some little time yet—it is surmised until after the elections—until the manufacturers are ready to express their opinions of the changes that the new tariff proposes. The existing temporary rates are, on the whole, satisfactory to shippers as a result of the concessions that were obtained through the Commission a few months ago, so they are in no hurry to see them changed. There have been so many complaints from fruit shippers concerning the manner in which their shipments are handled by the railway companies that the Railway Commission has decided to ascertain the best type of car for fruit carriage and impress the desirability of its adoption upon the railway companies. One of the officers of the board will, acting in conjunction with a representation made by fruit shippers, make an examination of the various types of cars used on American as well as Canadian roads. If possible they will endeavor to pick out one that can readily be used for the carriage of other goods when the fruit season is over.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c.	6-7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs.....	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags.....	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica....	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple....	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32.6-37/6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in t e centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

October. 27, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
3 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb. 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat O8, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

BATGER'S

NEW
SQUARE JAR
WHOLE FRUIT
STRAWBERRY JAM

PLACE
YOUR ORDER
NOW.

ROSE & LAFLAMME,
MONTREAL.

NOW OWN UP

Don't you really like to handle

PATERSON'S CAMP COFFEE ESSENCE?

Doesn't it sell well, doesn't it allow you a good, fair profit ?

ROSE & LAFLAMME,
Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.6 0

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	$ 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1f

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case 0 30

Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	28

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Webster's definition of "the Best" is :

"Having good qualities in the HIGHEST degree."

The application of this expression applied to

Edwardsburg Starches

stands unchallenged and unchallengable.

The Canadian consumer knows THE BEST by ordering

Edwardsburg "Silver Gloss" Starch

AND Benson's "Prepared Corn."

FOR SALE BY ALL JOBBERS.

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black	15 30
Oriole soap "	10 20
Gloriola soap "	12 09
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. M. DUNN AGENT.

A **"GOOD COFFEE"** reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

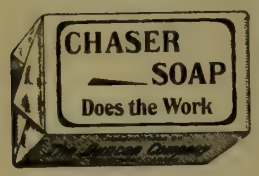
"Prince of Wales"

MOCHA & JAVA COFFEE

Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

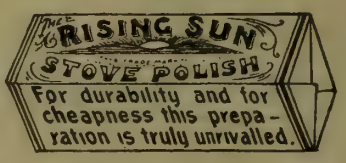
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkges, cases 5 doz., per doz. less 5 per cent.	1 00

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" ½-lb., " "	0 20
Blue Label, retail at 30c.	0 23
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb. } 30 ½-lb. }	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at"	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	[redacted]
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb.		0 42½
" " —Maroon, 1-lb.		0 50
" " —Maroon, 1-lb.		1 50

"Condor" Ceylon black tea in lead packets		
Green Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 60 at 0 46

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	Sold ¼ lbs. for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	70
" " " B Red	40	60
" No. 1 O Pink	35	50
" 2 O Orange	30	40
" 3 O L. Blue	22	30
" 4 O L. Green	20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5c. and 10s.	$0 30
" Amber, 5s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 13 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 50
" Fair Play, 6s. and 12s.	0 55

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 90
" casks, 50 "	10 25	21 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 00
100 5c. "	3 00

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 [illegible]
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 3 doz. 10c.	1 00

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to them at any time.

CANADIAN PRESS CLIPPING BUREAU,
263 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED OCT 28 1904

Juliet Chimney, hand painted, burnt-in decorations, bright colors, $1.25 per doz.

RETURNED OCT 28

Etched Silk Chimney, $2.00 per doz.

Two Fast Sellers

Fancy Chimneys to fit ordinary large burner.

Bright, attractive goods, and showy enough to sell if you haven't another piece of glass in stock.

Write for particulars of various Lamps and Lamp Goods.

We sell Good Goods Cheap:

GOWANS, KENT & CO.

WINNIPEG BRANCH Main St.

16 Front St. E. TORONTO

MONTREAL OFFICE 54 St. Francois Zavier St.

"Perfectly clean from our kitchen to your customer."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, NOVEMBER 4, 1904. NO. 45.

Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

Think of Your Reputation

WHEN ORDERING

SODA BISCUITS

Your reputation in this line will never be impaired as long as you buy no other Sodas but Christie's.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

Fix Prices

We fix and endeavour to maintain the prices of Mathieu's Syrup of Tar and Cod Liver Oil, and Mathieu's Nervine Powders, at figures which give dealers a living profit.

We advertise liberally to help him sell.

We maintain the quality of our remedies.

All we ask is that when we bring you a customer, you should not try to sell him other medicines and damage our reputation by substituting inferior goods.

J. L. MATHIEU CO., LIMITED
SHERBROOKE, P.Q.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED
WALKERVILLE, ONT.

Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade ?

Common sense says plainly "buy standard goods" ; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. *Common* sense counts for most in making a trade.

Griffin & Skelley's Dried Fruits

"The pick of the pack," please remember that. Don't forget, either, that they come from the largest vineyards on the Pacific Coast—picked and packed right in the vineyards where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. *Choice Dried Fruits.*

"Thistle" Brand Maple Syrup The brand that stands for unequalled purity. Real simon-pure Maple Syrup that never varies from one standard. The "Thistle" brand

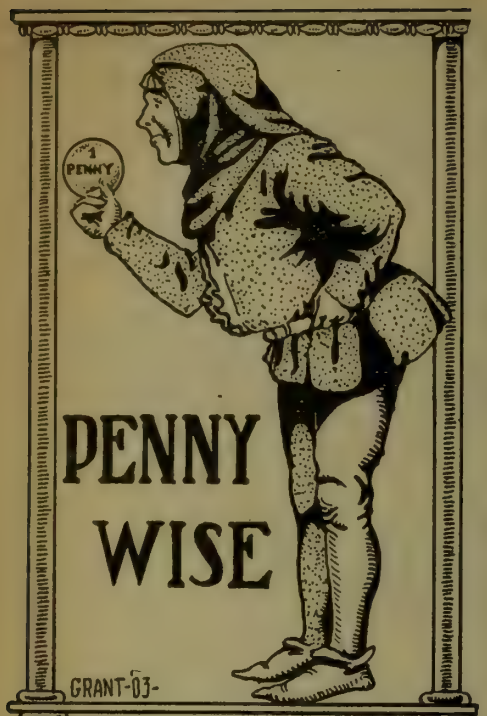
Cox's Gelatine tested, trusted. Standard Gelatine of known worth—known quality—known purity. Never disappoints the most particular housekeeper. Oldest brand and "best," because tried, In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

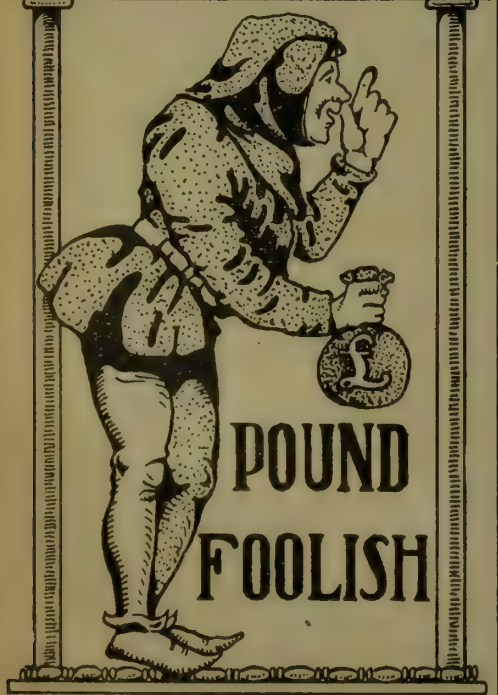
Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?



MACLEAN PUBLISHING CO.-DEPT. OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada

Prime Pea Beans
a specialty
WIRE US.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

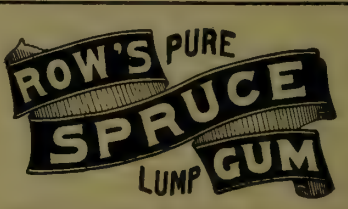
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM
in Lumps, 5c. Pkgs.
in 1c. Stick,
in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb and 2-lb Tins. — A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

Look for the Brand.

The grocer makes no mistake in buying our **"STERLING"** brand pickles and relishes. Customers know that the brand stands for the best there is in these goods. Our friends say they are good. What do you think?

The T. A. LYTLE COMPANY, Limited

Manufacturers of HIGH-GRADE PICKLES

124-128 Richmond St. West, TORONTO, Can.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

The firing of hot shot against the merits of Japan Teas by its detractors is about as effective as the shooting of a Russian squadron, and does about as much damage.

Lovers of **Pure, Healthy and Invigorating**

Japan Teas

cannot be turned away from what they know by experience are the **healthiest** and purest teas grown, by wild random firing. Every good thing has its assailants. If Japan Teas were not the **Best** no shots would be fired at them.

Grocers,—stick to Japan Teas.

You have thought about it——

And we are obliged to you for so doing, but have you given an order for OLD HOMESTEAD goods? If we were in your place, we might be just as hard to be persuaded as you are, to take up

A New Brand
of
Canned Vegetables and Fruits

but we are pretty certain that we'd try any brand that promised to be better than anything we had yet handled—that is, of course, if we were catering to the best class of custom.

We would appreciate an order from you, give it to your wholesaler, for OLD HOMESTEAD goods.

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman and Cole, Messrs. Geo. S. DeForest & Sons, St. John N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

A MODERN MIRACLE

is the changed conditions of the tea trade. Once China and Japan supplied all the teas produced in the world. Now India and Ceylon are battling for this distinction.

CEYLON

has succeeded marvellously in establishing a hold upon the tea drinkers of Europe and America. In Canada, the consumption of Ceylon Teas shows astonishing figures. Each passing year sees progress made. It indicates a better condition of things all round, especially for the grocer, and the grocer who booms and pushes Ceylon Teas is investing in his own business.

These Teas come in Black and Green.

My Truss is endorsed by the most prominent Surgeons and Physicians of Canada and the United States as the **Best on the Market**, and I guarantee perfect fit. Consultation free.

B. LINDMAN

130 Peel Street, - - MONTREAL

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas on commission.** Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dis olving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. **Limited,**

We are sellers of **QUALITY**

Gallon Apples, **FIRST**

Spies,
Baldwins,
PUMPKIN,
CATSUP, **Greenings.**
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

Wilbert Hooey, Manager.
54 Noble St., TORONTO
Phone Park 513.

This cut represents No. 13.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co., **WATERLOO, ONT.**

SALT.

Secure your stock before freights advance.

Verret, Stewart & Co.

Montreal.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,

PICKERING, ONT,

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal

P. O. Box 292.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS, HAMILTON, ONT. FOR CANADA.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS, HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE
Approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

We take a personal interest in all dealings with our customers.

We extend direct and telling help to the grocer who expresses a desire to make a SPECIALTY of WOOD'S COFFEES.

Others may have what they CONSIDER the "Right Thing," but no retailer receives his goods from us unless WE KNOW he has got the "Right Thing"—just as ordered and to fit his trade.

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St., Montreal

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

YOU ARE IN BUSINESS TO
MAKE MONEY
MAKE NEW CUSTOMERS
RETAIN YOUR OLD CUSTOMERS

3 MORE POINTS

GOODWILLIE'S FRUITS

WILL DO ALL THESE.

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

Window and Interior Displays

Timely Hints and Suggestions

Lighting the Window.

THE merchant who lives in a town where electric lighting is available should not hesitate to make use of it. Both in the store interior and in the window there is no light so suitable as that given by electricity, whether incandescent or arc. There are other lights that throw a whiter light than the average incandescent, but, as chromatic effects are of little importance to a grocer, the advantages of the incandescent place it far above all others.

Electricity is cleaner, gives less trouble, is easier to keep in order and is safer than any other. It does not vitiate the air, is more convenient for lighting and extinguishing, and is odorless. In a window no other light is as satisfactory, principally because the heat generated is so small that it can be placed close against any wood or glass without danger. This is the only position for window lights. An enclosed window with any other light would soon be filled with foul air and the illumination with an elaborate display rendered unsatisfactory.

Incandescent lights should be out of sight and placed near the top of a window in the front so that the light will be thrown on the side of the goods seen from the street. As a rule the lights are placed at the top close above the glass, in a trough reflector. If a sufficient number of lights cannot be used, the position could be altered to lower down on the glass, the lights being hidden by a sign across the front. Where lights are few, single cone-shaped reflectors are best. The key for these lights should be at the entrance to the window.

There is a possibility of having too much light, making a hard glare, which is very disagreeable to the average eye, Some use frosted globes on window lights to soften the effect, but, unless too many lights are used, there is nothing gained by this. A few have found an added attraction in placing lights down the sides of the window frame; such lights should always be frosted. Colored lights are of use in a general store only in special displays, and then at rare intervals. Bulbs of colored glass can be kept for this purpose and screwed on when desired. The same or a better effect can be produced by the use of adjustable colored paper shades, a novelty particularly suitable for the Christmas season.

Where electricity is not obtainable acetylene, gas, gasoline or coal oil are the lighting agencies. Whatever provides the light, the fixtures should be as inconspicuous as possible, and the odors always considered. Expense in any form is an important factor, and it is on this account that electricity is often passed over.

Floors, Backgrounds, and Other Trimmings.

APART from what are usually termed the fixtures, there are in most displays anxiliaries which are really of as much importance as any part of the arrangement. The background and floor must be considered; in addition there are often temporary structures built which are intended to enhance the general appearance. About these every window dresser has his own ideas, which only too often he uses to the exclusion of all others.

The floor of a grocery window, or rather of the display, should almost always be of paper. Plain white or yellow sheets will sometimes be suitable, while at others a more fancy style is demanded. Crepe paper of any color can be bought very cheaply, a sufficient quantity for the average window costing no more than ten cents. This paper is very effective and can be used with any class of goods, giving just the small touch that is necessary to take away the stiffness and coldness of the usual grocery display. The reason that paper is used so extensively is on account of its cheapness and cleanliness both in appearance and reality. For a change, cheesecloth, puffed or gathered in some way to conceal its flimsiness, is of service. For further variety tightly stretched baize can be used, and as it is quite durable can be kept from time to time.

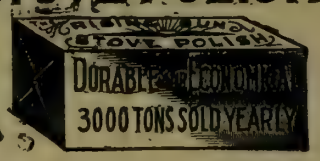
Mirrors make one of the best backgrounds and sides possible for a grocery window. Plain hardwood is of considerable merit, and for variety can be covered with puffed cheesecloth. A patterned wall paper should never be thought of, nor indeed an ordinary wall paper of any kind. In a meat and provision window the floor may be of tiling, and the walls covered with a sanitary paper patterned in imitation of tiling. Even draperies can be used for special displays.

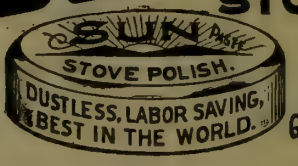
In the arrangement of the goods themselves there are numerous devices that offer themselves to the thoughtful window dresser. Dummies or people working in the window are always of interest and can be extensively used in connection with the display of the lines that

Window composed exclusively of Nova Scotia prepared Boneless Codfish.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

enter into a grocery stock. A woman baking, a child using soap, or dummies in the same positions, will always attract a crowd.

Backgrounds or decorative adjuncts can be built from rough frames, or empty cartoons fastened to a frame work in the form of arches or pillars. The ornamental top is simply made from cardboard, the whole being covered with cheesecloth. Boxes of any kind decorated in the same way serve as stands. Pictures placed through the display or around the walls add to certain windows, if not used too frequently, provided always that they themselves possess some artistic merit. Altogether too much use is made in some stores of the cheap, tawdry, inartistic premiums which many companies give with their goods.

A good scheme for bringing out prominently any special article is to build a framework in the shape of the window front, only a couple of feet smaller. Place this on its side about two or three feet from the glass and connect it all round with the edges of the glass by means of some black material. Back of the framework place the article to be shown on a stand, and have nothing else in the display. A variation of this is to make a frame like a picture frame. Suspend it from the ceiling and inside fix the required article.

A point too little observed by window dressers is the advantage of constructing all this detail work in a substantial manner so that it may serve a number of times before it is worn out. There is always a corner where it can be kept and many hours of thought and work, besides many a dollar, may be saved by having at hand the framework that has done duty in former displays. Dozens of different designs of pasteboard for decorative purposes can be cut out and covered so that they look as good as more solid structures.

A MONTREAL "BEE" TRIP.

WINDOW dressing as a drawing card for retail business is one of the most efficacious of the many means employed by the up-to-date grocer to attract trade. The grocer's window is a great educator for the consuming public, it is by means of the advantages obtained by a good window that the progressive manufacturers obtain the trade desired. Canadian grocers are not a whit behind their southern cousins in using this means of fostering trade already established or of cultivating the business of the passing consumer not already on his books.

Montreal numbers among its numerous storekeepers many who are past masters in the art of showing their wares. Montreal also is the centre of a great grocer's specialty and sundries manufacturing trade many proprietors of which are progressive and energetic users of grocers' windows as advertisers. Among the leaders in this respect may be mentioned the firm of Snowdon, Forbes & Co., manufacturers of "Bee" brand grocers' specialties.

The Grocer's attention has been strikingly called to this fact during the past two weeks, and it was at the request of the Montreal representative of this paper that Mr. Arch. Snowdon, of the firm, took the writer for a tour of the city. The drive in itself was an allurement. but the study of a phase of advertising in which the grocer is always interested, was a still more potent factor. The seriousness of the trip did not manifest itself to the scribe until he had been driven around for three and a half hours and had looked upon and criticized some forty odd windows located in every prominent street and business centre of the metropolis, and with an excuse to his genial guide had taken the rest of the displays for granted. It would take up too many columns of space to draw attention to every store examined, and with apologies to those overlooked, it may be said that they were all creditable, attractive and business-bringing ads. for the enterprising firm and its customers. Among the many, however, special attention may be given to a few striking examples of display.

The first prominent store was that of Z. A. Lambert & Co., corner Park avenue and Sherbrooke, where the two corner windows were one mass of "Bee" brand starch, coffee, baking powder, borax, etc., the handsome labels (for which the goods are strikingly prominent) immediately catching the eye.

J. McKerley's stores, Park avenue and Prince Arthur, were the next on the list. and being in the centre of a large residential section were bound to attract attention. Mr. McKerley, as an old grocery traveler, is up-to-date in whatever is conducive to business, and as he also has an extensive bakery in connection with the grocery his customers are numerous and of the best class. Out towards the northern suburbs Burns Bros., corner Laurier avenue and Hutchison avenue, have a double corner window artistically dressed and backed with "Bee" brand cut-outs and clock hangers. Still further out on Fairmount and St. George, C. McFarland's grocery is located. This window, though small, was attractively dressed. At the next corner, Waverley and Fairmount, Swift's new large plate glass window offered a fine display. Eastward and south again Arsene Lamy's large departmental store at the corner of Duluth andSt. Denis, had a window which was considered especially well dressed, and which should prove a powerful attraction for "Bee" brand trade. Further down St. Denis near

Look out for Winter Stock and don't forget to include some of our canned

Succotash, Beets, Asparagus, Spinach, Peas and Beans.

They will be sellers on account of the high price of corn and tomatoes.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

IN STORE

New Apricots
New Peaches
New Peels
New Raisins

James Turner & Co., - Hamilton
WHOLESALE GROCERS.

Do You Like Good Coffee?

GIVE US A TRIAL ORDER FOR OUR THREE BLENDS:

Royal Stuart, retails at - 40c.
Gordon, retails at - - 35c.
Rob Roy, retails at - 25c.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

MacLAREN'S
IMPERIAL CHEESE
The CHEESE
Imperial
MacLaren's Imperial Cheese stands supreme and unequalled among the cheese of this or any other country. It has a delicious flavor differing from that of all other cheese and three times the nutritive value of ordinary cheese.
MacLaren's Imperial Cheese is sold in opal jars at all grocers—prices from 10 cents up. It never becomes hard or dry. Can be served in many delicious forms not possible with ordinary cheese.
How to get Imperial Silverware
In each jar of Imperial Cheese will be found a coupon, four of which entitle the purchaser to a beautiful cheese knife or handsome silver holder at about one-third the value of the ware. The coupon reproduced below will count as three coupons from the jars. One coupon from a jar with the coupon below entitles you to the silverware for the amount stated. Cut it out and save it.
A. F. MacLAREN IMPERIAL CHEESE CO., Ltd.
Toronto, Can.
THIS IS OUR OFFER
A Silver-plated Cheese Knife for 4 Coupons and 20c
A Club Size Jar Holder " 4 " " 65c
A Medium " " 4 " " 75c
A No. 1 " " 4 " " 85c
A No. 2 " " 4 " " $1.00
A No. 3 " " 4 " " 1.25
A Cml. Roquefort " 4 " " 65c
A Large " " 4 " " 65c
SAVE THIS COUPON
SEE OTHER SIDE
SAVE THIS COUPON
ONE IN EVERY JAR.
MacLaren's Imperial Silverware is guaranteed. If not satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupons and cash or stamps with your full address to
A. F. MacLaren Imperial Cheese Co., Ltd.
SEE OUR OFFER ON OTHER SIDE

If we didn't

KNOW

from experience that a buyer once gained is always a buyer of

MacLaren's Imperial Cheese

We couldn't afford to push your sales by such advertising as is here reproduced.

There's no reason, Mr. Grocer, why you should ever lose an Imperial Cheese customer. The goods are always of the same high quality.

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
Manufacturers and Agents,
51 Colborne St., - TORONTO, ONT.

the beautiful St. Louis square, one of the finest in the city, is J. C. Desjardins' fine family grocery, one of the best kept and arranged in Montreal. Over and across to R. Walsh's, 834 Dorchester street, opposite Montreal's famous St. James' Club, one of the handsome "Bee" brand cut-outs greeted us at the door, while the large left side window spoke volumes for the different lines displayed. Up St. Catherine street, Montreal's great retail artery, to A. Dionne & Co., corner Drummond street, then west to St. Catherine and Mackay, to D. D. Munro & Co.'s store. Still further west on St. Catherine to H. Russell's, corner St. Mathew street, and Chas. Mock, on opposite corner. Right along St. Catherine to W. J. Brown's, with his large double windows proclaiming loudly of "Bee" goods. Then to S. Smith's, corner Greene avenue near the eastern confines of classic and exclusive Westmount, and in the centre of a great family trade district. W. T. Box, and J. H. Goyer finished up St. Catherine street, and a turn up to Sherbrooke and Victoria avenue to C. E. Box's bright store. A long drive to St. Henri to A. Lamy's department store, and back towards the city to Chaboillez square and Notre Dame to A. Lamy's branch departmental store. This window should bring trade, as it is one of the most prominent corners for transient trade. Doubling back to Strong & Strong's grocery on Lagauchautierre street near Windsor C.P.R. station, two full size double windows caught the eye. Out along St. Antoine to Munro Bros. and A. J. Martin's and Ewan Bros., corner of Canning street, back to G. W. Barsalo, St. James and Chatham, where a full display of goods, cut-outs and hangers drew attention. Vanier Freres, St. James and Seigneurs. Across to Wellington street was A. O. Galarneau's large and handsome grocery

We are headquarters for

CURRANTS

We have the fruit you want.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

with its splendid show windows. E. Upton's on the corner of Favard and Bourgeois streets, where the newly elected first vice-president of the Retail Grocers' Association has large and attractive show windows, and thence along to J. A. Dionne's, Favard and Congregation streets.,

After this long drive The Grocer knows the city of Montreal well enough not to lose himself; in this particular trip it would have been a difficult matter as by following the trail of "Bee" brand goods he could in the natural course of events have landed on St. Paul street, the headquarters of Snowdon, Forbes & Co. The feature that impressed itself on the mind of The Grocer was the matter of expense which must have been of considerable magnitude. Mr. Snowdon explained that their policy was to put up good goods in the first place, attractively labelled, judiciously and extensively advertised and the use of the grocers' windows amply recompensed. A great believer in window displays, the firm also believes that the grocer's premises are entitled to valuable monetary consideration, and it may be said that every grocer whose windows were used received the sum of $10 for the two weeks' use, the dressing of the same being done by the firm and its employes. Many grocers are too busy to attend to window arangements themselves, nor can they spare the time of their clerks for the purpose, though the more progressive ones endeavor to interest some one of the hands to make a study of this necessary feature of modern retailing. As far as the city of Montreal is concerned there has never been such an extensive display at one time in the stores of the grocers, as that of Snowdon, Forbes & Co., during the past two weeks, and certainly "Bee" brand goods ought to be known. If "seeing is believing" they certainly are in Montreal.

NEW BEET SUGAR FACTORY.

The mammoth Knight Sugar Factory, with capacity of 300 tons daily, has commenced operations at Raymond, Alberta. 1,000 sacks of sugar are also manufactured every twenty-four hours, and it is expected the run will last sixty days. The beets are yielding from six to fourteen tons per acre and are of high quality.

AN AMUSING APPLICATION.

FOLLOWING is an extract from a letter received by a Montreal firm from one of its country customers applying for a situation as traveler:

Dear People,

I wish to ask By This Note If their woulD be an Opening In your Firm To get on the Road by Spring off 1905. I Feal I aught to be able to do some thing In the ------ Business By this time, as I Have been In the ------ Business For Over Twelve years doing Business For myself, and as it never suited my Health very well and apparently Longer, the Worse. I Have now Desided to do some thing Else that I may get More ready Sirculation, as I think I would Like travelling very well. Married, One of a Family. You may Remember of Me, as I was In your Place two years ago.

If convenient you would oblidge By Letting Me know If there would Be any chance.

I can give you Refference.

Yours Truly

(Signed)

The Burlington Canning Co. is enlarging its premises.

Upton's

Home-Made

Orange

Marmalade

Jams and Jellies

are guaranteed finest quality.

THERE is one characteristic in every one of your customers on which you can work to good advantage, if you sell the right goods, and that is that they are all partial to good things to eat.

Now, take **Halifax Fish Cake.** There's nothing nicer, tastier, or more healthful, and if you sell a package once to a customer you will sell lots of them afterwards and will continue to sell them as long as you do business.

The reason lies in the permanency of the article. It isn't a fad or a fancy. It's just a good wholesome, nourishing, tasty food that people will like to use on their tables quite frequently.

There's a good profitable trade in **Halifax Fish Cake** for you if you only take the pains to be sure that each of your customers has tried it once

Once is enough. The merit of the article will do the pushing for you.

BLACK BROS. & CO.

LIMITED

HALIFAX and LaHAVE, N. S.

A. H. Brittain & Co., Agents, Board of Trade Bldg. Montreal

The Fisheries of New England

By W. S. Birge in Booklover's.

ONE of the largest business enterprises in existence conducted on a co-operative basis is that of the New England fisheries. There are combined together in this industry, on an equal footing, the labor of 39,000 men and a capital of $20,000,000. More than 100,000 persons depend upon the New England fisheries for a living. More than half the total capital invested in the fishing business in the United States is represented in New England. More than half the vessels engaged in the fisheries in the United States are New England vessels. More than one-fourth of all the fishermen in the United States are New England fishermen. More than one-quarter of all the fish caught and sold in the United States are taken by New England fishing vessels. New England has engaged in her shore and deep sea fisheries about 1,500 vessels and 12,000 boats. This combination of labor and capital represents to New England an annual revenue of more than $17,500,000.

Labor and Capital Combine.

Labor and capital are here combined in perfect harmony, both sides striving equally to make the business pay. These conditions have prevailed in the New England fisheries since the business began in 1623; and throughout a period of nearly three centuries—during which time the country itself has passed through many varied and trying ordeals—there has never been any dissension or severance of the pleasant relationship existing between labor and capital. The New England fisherman works for himself. The capitalist in the business furnishes him with a vessel and supplies him with the gear necessary to carry on the work. In the division of the proceeds the fisherman, who is the laborer, gets the larger share. In the New England fisheries the profit-sharing method has been known since the beginning, and is designated by the general term of "going on shares." The proportion observed in dividing the proceeds of the catch, or trip, or voyage to each individual fisherman making up the crew is called the "lay," and is arranged at the beginning of each voyage, or continued from trip to trip. On the "half lay" the crew divide with the owners equally; the latter generally paying out of their share for the stores, towage, charges, and so forth, and the crew paying the cook's wages out of their share.

By another method called the "quarter lay," the crew charter the vessel from the owners and receive three-quarters of the proceeds of the catch, leaving one-quarter for the owners. Such vessels are principally engaged in the fresh, or "market," fishing. On the quarter-lay the crews furnish the fishing apparatus, bait, and provisions at their own expense. As an illustration of this method, a vessel's fare may amount to $2,000. The owners receive one-quarter, or $500; the balance, $1,500 is divided among the crew, after deducting the cost of the fishing apparatus, provisions, and bait expenses. Some of the more lucky fishermen make a good living at the business.

Methods of Handling Fish.

During the past ten years the new methods of handling fish have changed the base of operations from numerous small ports to a few large ones. What falling off there has been in the number of vessels engaged in the fisheries has been offset by the building of larger, faster, and better equipped vessels. The money invested in vessel property in New England and the tonnage of the fleet are greater now than they were ten or fifteen years ago.

The improved methods for the handling and transportation of fresh fish have made it much better for the shore fishermen of Cape Cod and the Maine coast. They are now able to send their catch to Boston fresh, and can get a good price for it. In the old days this was impossible. Within the last two years the introduction of engines in fishing boats and dories has made a great improvement in the shore fisheries. Three years ago a fishing boat with a gasoline engine was scarcely known. Now a large number of shore fishermen have engines in their boats. This insures certainty in reaching port with the day's catch, besides making the labor much less for the fisherman.

The preparation of salt fish for the market has undergone a marked change in the past few years, the dealers realizing that to keep abreast of the times they must present their wares to the buyers in an attractive form. Nowadays a salt fish becomes a manufactured article before it reaches the dealer. It is skinned, the bones taken out, cut up in squares, reduced to fibre or chipped. It is then wrapped in glazed paper, placed in a pasteboard box, sealed, and labeled. The old-style method of curing cod, up to about 1848, was called the hard-cured or hard-dried. The fish were lightly salted and dried in the open air until they were as hard as a rock. Later on it was found that codfish salted down in hogsheads or put in pickle would keep sweet for an almost indefinite time. Before the fish are prepared for market they are taken from pickle and spread out on wooden flakes, and dried in the sunshine and fresh air. These fish are somewhat softer than those done by the hard cure, but are liked better for general use in New England. One of the most popular forms in which salt cod is prepared is the fibered product. This is put up in half-pound and pound packages for making codfish balls, creamed fish, and the like.

Some of the largest industries in the world for preparing salt fish for the retail trade are at Gloucester. About 1,000 persons are employed there in putting up "boneless" fish. Women and girls do a large part of the work, though the heavier work, such as the cutting up and packing, is done by men. The first step toward the preparation of the "boneless" package is skinning the fish, which is done by men. The fins are cut out, the backbone removed and the fish trimmed. The small bones are next removed. This is done by girls, using a plyer made especially for the purpose. The fish next goes into the hands of the cutters, who are very expert in their work of dividing it into pieces. After cutting up the fish a sorting is made of the various pieces, the choicest part being the middle of the back, which is thick and clear. This goes into the packages which bring the highest prices. Cheaper grades of fish, such as cusk and hake, are also cut up in similar manner, and though not as attractive are very good eating. The cheaper grades find a ready sale, particularly among the Italians and others of the foreign element in our large cities who are not over-particular.

A favorite form of putting up clear fish is in "bricks," weighing a pound each. They are done up in an inner

wrapper of glazed paper, after which various kinds of outer wrappers are used. The labels are always attractive and the "boneless" fish compares favorably in appearance with any of the prepared foods placed on the market.

Nowadays nothing is wasted in the preparation of fish. Even the bones and skin are utilized in the manufacture of glue, which is a separate business by itself. In the early days, the skin and bones removed from the fish were considered almost worthless, but since it was found that this waste product made an excellent glue, they are now valued at $40 or more a ton.

Pickled Fish.

The demand for fine quality of pickled herring during the past few years has increased enormously and as it is now difficult to obtain the "Labradors" that were so plentiful some 10 or 15 years ago, the demand is rapidly increasing for Holland herring, considerable importations of which have been made into Quebec, Montreal and the west, this year. While the price is slightly higher than for the ordinary Canadian cured fish, the excellence of quality and packing could not possibly be surpassed anywhere.

Owing to the poor catch of fish this season the price of green cod is higher than it has been for years, sales of No. 1 Quebec inspection having been made as high as $6.50 Montreal. The prospects are that very high prices will rule throughout the season.

A Herring Venture.

The steamer I. N. Veasey has sailed for Bay of Islands to operate the herring fisheries there. At Bay of Islands the herring will be cured, packed, and with good prices offering, sold frozen.

Fish Notes.

Owing to the lateness of the Spring fishing season the open season for trout and whitefish has been extended from October 31 to November 15.

Mr. J. J. Cowie, the Scottish herring expert, has left for Nanaimo, B.C., to investigate the possibility of developing the herring fisheries there.

The difficulties between the New England Fish Co., Vancouver, and the halibut fishermen which has been at a fixed point for several days are reported to be nearing an end.

FIRMS INCORPORATED, ETC.

The Western Transfer and Feed Co., British Columbia, has been incorporated with share capital of $70,000.

The City Grocery has been incorporated with share capital of $50,000 to acquire the Vancouver business of J. A. McNair and T. Duke.

The Public Drug Co., Atwood, Ont., has been incorporated with share capital of $50,000, to manufacture and deal in patent medicines, oils, seeds, tobaccos, etc. The provisional directors are: J. A. Mitchell, C. H. McFarlane, S. Petrie, A. M. Mitchell, and C. E. Petrie, all of Atwood; and J. A. McFarlane, township of Elma.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

This sign in your store

WE SELL

Leonard Bros.

CODFISH

FINNAN HADDIE

BLOATERS

and

OYSTERS.

Always Fresh and Reliable.

means the best fish and brings the best orders.

LEONARD BROS.

Wholesale Fish Merchants,

St. John, N.B. Montreal. Grand River, Gaspe, Que.

1904 NEW PACK

"Horse Shoe"
SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

HERRING

Finest quality **Holland** Herring in barrels—on spot.

Wholesalers wanting **Pickled** Herring

or

Green Codfish, write

D. RATTRAY & SONS

General Commission Merchants

QUEBEC Montreal OTTAWA

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

POULTRY TRADE WITH GREAT BRITAIN.

By A. W. Grindley.

THE Canadian poultry trade with Great Britain is in bad repute. With the exception of chickens from the Government poultry fattening stations, and poultry shipped by a very few people who have followed instructions issued by the Canadian Department of Agriculture (which have been most favorably received in Great Britain), Canada has made little if any advance as regards the quality of the poultry shipped during the past five years. While Canada has been marking time other countries which export poultry to Great Britain, have been advancing rapidly, both as regards the quality of the birds and the style of packing.

There is no class of produce exported from Canada which deteriorates so quickly in quality and value as poultry, the trouble being due to one or more weak links in the long chain reaching from the Canadian producer to the British consumer. It is the Canadian exporters, however, who are chiefly to blame for the poor position taken by Canadian poultry (more especially turkeys), in the British markets.

The poultry business is conducted under the following branches, one or more of which may be under the control of the Canadian exporter: (1) Rearing poultry. (2) Fattening. (3) Killing and packing. (4) Shipping. (5) Marketing.

REARING AND FATTENING.

Full practical information covering these branches is issued by the Canadian Department of Agriculture, from time to time, in bulletin form.

Copies of these bulletins, in English and in French, may be obtained free upon application to the Commissioner of Agriculture and Dairying, Department of Agriculture, Ottawa.

KILLING

1. All poultry should be starved thirty-six hours before killing, so as to prevent any food being left in the crop and intestines to decompose and spoil the flavor of the meat. This is a point that is very often neglected, with the result that when the birds are landed in Great Britain they are full of sour food or full of maggots.

2. Kill by dislocating the neck and bleed only by cutting in the mouth; the British importer does not want birds that have their heads chopped off, or are made unsightly in any way. The best class of trade demand bled poultry, as this method improves the color of the flesh; the practice of killing by dislocating the neck and leaving the blood therein is not advisable, as it injures the appearance as well as the keeping quality of the bird.

3. All poultry should be dry plucked, and the cleaner plucked the better.

PACKING.

1. Medium sized birds, well set up and fleshy, but young always sell well, there is also a limited demand for large, heavy birds; there is, however, always a glut of undersized, crooked or short breasted, scraggy looking birds. It is good policy, therefore, to ship choice birds only, keeping the poorer grades for home market and canning factories.

2. All poultry should be graded, that is birds of the same weight should be packed together.

3. All poultry should be thoroughly cooled before being packed, and while being cooled should be placed on wire-netted shelves for if placed on a floor or solid shelf the heat will settle in the part not exposed, which will become discolored if not putrid.

Care must also be taken not to cool too quickly; if warm poultry is placed in a refrigerator at a low temperature (below 28 degrees) is becomes quickly chilled and frozen on the outside, the remaining heat cannot escape and is finally driven into the bones, which become dark colored, and as soon as the birds are thawed out they become putrid next the bone. Nearly always when poultry is discharged at British ports in a damaged, or partially damaged condition, the exporters ascribe the blame to poor transportation facilities, while, as a matter of fact, the damage has often been done before the poultry left the exporters' hands. Too much attention, therefore, cannot be paid to the proper cooling of poultry before it is packed.

SHIPPING.

1. Ship regular supplies of poultry over as long a period as possible; it is a mistake to ship heavily for the Christmas markets, as there is nearly always a glut at that season.

2. For the Christmas trade only a limited number of very choice turkeys should be shipped in full feather. A few years back a choice "Canadian" turkey in full feather made a most enjoyable Christmas present, but for the past two seasons instead of Canadian turkeys we find the same people giving a barrel of Canadian apples, the latter being now honestly packed under the "Fruit Marks Act." This makes a much more acceptable present than a turkey, which, when the feathers are removed, is found to be badly shaped, badly fed, more or less bruised, and with a crop full of sour or putrid food.

Poultry should be frozen hard before being shipped. Of course the ideal method is "chilling," which means a uniform temperature of about 28 degrees, but, under present conditions of transportation, that uniform temperature cannot be maintained throughout; while we have a very good system of refrigeration in Canada and across the ocean, the damage is sustained after poultry is landed in Great Britain, where the shipment may be exposed to a high temperature for several days while being taken in railway cars from seaport to destination. It is during this period that the damage is done to chilled poultry which, if frozen hard, would have been placed in cold storage again before being injured.

Shipments from the United States and Russia are frozen hard and give general satisfaction provided the poultry is properly defrosted, which means taking about three or four days to gradually thaw the birds.

MARKETING.

Many Canadian exporters ship produce not only to towns in the same dis-

The Dominion Packing Company, LIMITED.

Telegraphic Address "DOMINO," - Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

HAMS

Hams are the cheapest line in smoked meats to day. You can make a good profit on them and sell at reasonable prices. We have a stock of the finest goods on the market, small, medium or large, smoked, unsmoked or cooked.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

ENGLISH BRAWN

is a good line for winter months. Next to fine quality, it is important to have it absolutely fresh . . . with the "bloom" upon it. "Matthews" Brawn is wholesomely prepared in clear jelly . . . nicely chopped and spiced. Fresh every day in 5 and 10 lb. moulds at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

THERE ARE MANY BAKING POWDERS

BUT THERE IS ONLY ONE

MAGIC BAKING POWDER

It is Pure, Wholesome and Economical
SOLD IN ALL SIZES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

trict, but to different firms in the same town, with the result that the buyers play one against the other and very often get the goods at much less than their real value, the loss having to be sustained by the Canadian exporter.

Large American concerns, which have made a close study of exporting food products to Great Britain, choose reliable firms to handle their produce, giving each a district in which they have the sole agency, these districts being of such size that they do not compete against each other. This policy appears to give general satisfaction.

The mistake is still made of consigning poultry, especially turkeys at Christmas time, to firms that are not in the poultry trade, who either turn the consignment over to a poultry dealer to sell and deduct two commissions from the returns, or else have the birds sold at public auction, often at a sacrifice in price. The better plan is to ship to a poultry dealer who controls cold storage, the shipment can then be held back in the event of glutted markets, and, in case of warm weather, forced sales would not be necessary.

In order to show the demand there is in Great Britain for poultry, I may mention that the value of poultry and game imported into the United Kingdom for the year ending December 31, 1903, amounted to a total of $5,846,997.96, while the value of poultry exported from Canada to Great Britain for the year ending June 30, 1903, amounted to a total of only $132,099, the chief supplies last year being imported from Russia, Belgium and France.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Every market, even during its strength, has its moments of retrogression in prices. This week has caught provisions in this way and prices are lower in almost every line. The direct cause is not the weakness of demand, but the lowering of the price of hogs. These, as will be noted in the fresh meat list, have dropped 1-2 to 3-4 of a cent. The drop in provisions is 1-4 of a cent. The fresh meat market has been quiet during the past few days on account of the warm weather. We quote the following prices:

Long clear bacon, per lb	$ 0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	....	0 08½
" pails "	....	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	8 00
" front quarters	4 50	5 75
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 25
Veal	6 00	8 50
Hogs, light	....	7 00

Poultry—Chickens, hens, geese and ducks are coming forward in fair volume. The demand is strong, however, and there is an opening for larger receipts. There are practically no turkeys on the market and the signs are that there will be a dearth of them for Thanksgiving. Next week may bring better offerings as prices are usually very firm at that time and growers often hold back. We quote:

Chickens, spring	0 10	0 11
Hens	0 07	0 08
Geese	0 08	0 09
Turkeys	0 14	0 16
Ducks	0 10	0 11

Butter—There is no change in conditions or prices in the butter market. Supplies are satisfactory and the demand is good. Large rolls are offering more freely. We quote for this week:

	Per lb.	
Creamery prints	....	0 20
" solids, fresh	0 19	0 19½
Dairy prints	0 16	0 17
" in tubs	0 13	0 16
" large rolls	0 14	0 15

Cheese—Board prices developed remarkable strength during the week in some cases, but the quantity offering is of course less than it has been and many of the boards have closed. Almost all the rest will close this week. Nine and five-sixteenths is the highest point reached this season. Reports are as follows:

Board.	Boxes.		Price.
Campbellford	1,075		0 09 1-16
Ingersoll	*200	(no sales)	0 09
Woodstock	3,072	(no sales)	0 08⅞ 0 09
Picton	*740	(380 sold)	0 09
Peterboro'	*4,625	(4,000 sold)	0 09½
Brockville	1,675		0 09½
Kingston	870	(280 sold)	0 09
Tweed	740		0 09 3-16
Vankleek Hill	1,313	(647 sold)	0 09
Winchester	733	(no sales)	0 09 3-16
Ottawa	1,713	(70 sold)	0 09
Perth	1,004		0 09
London	1,025	(no sales)	0 08⅞
Cornwall	974		0 09½
Belleville	3,300	(1,100 sold)	0 09¼ 0 09 5-16

*Colored Cheeses.

Prices remain unchanged:

	Per lb.	
Cheese, large	0 09½	0 09¾
" twins	0 09¾	0 10

Montreal.

Provisions—Some slight fluctuations have taken place during the week, but

FISH and OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on every package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK. Small's

POTATOES
NEW BRUNSWICK WHITE STOCK
GUARANTEED
SOUND AND SAFE FOR STORAGE
STRAIGHT VARIETIES IN CAR LOTS
J. McCUAIG, TORONTO
BOARD OF TRADE BDG. L. D. PHONE MAIN 1965

BRITISH BUSINESS CHANCES.
Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for
FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St,. Temple Avenue, London, E.C.
"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.
N.B.—A free specimen copy will be sent on receipt of a post card.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

Napoli Macaroni

—the best goods made at any price.

Cheaper than the imported and more attractive.

SAMPLES FREE.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

BUY THIS BOOK

SUCCESSFUL ADVERTISING—How To Accomplish It.—By J. Angus MacDonald.

Every Merchant and Salesman will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

Sent postpaid for $2.00.

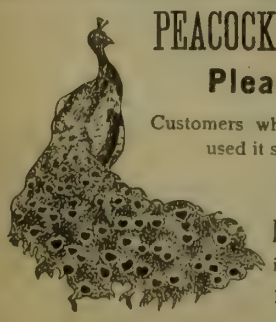
MacLEAN PUBLISHING CO. LIMITED
TECHNICAL BOOK DEPT. TORONTO.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.



PEACOCK BRAND
Pleases
Customers who have once used it specify
Peacock Mince Meat
in their orders
Do you handle it?

The Bates, Peacock Co.
HAMILTON, ONT.

the prices for provisions remain unchanged. The easiness in live hogs which developed last week has been continued and supplies have continued to be liberal. Demand from the packers has not been so keen. Sales of selected lots took place at $5.25 to $5.37 1-2 and mixed lots at from $5.15 to $5.25 per 100 lbs. Demand for dressed stock was first rate and fresh killed abattoir stock sold freely at from $7 to $7.50 and country dressed at $6.75 to $7 per hundred. In other lines business was fair with no change in prices. We quote.

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07½
" " ½-tierces, per lb		0 07⅝
" " 60-lb. fancy tubs		0 07⅞
Cases, 20 3-lb. tins, per lb		0 08⅛
" 12 5-lb. tins "		0 08
" 6 10-lb. tins "		0 07⅞
20-lb. wood pails, each		1 52½
20-lb. tin pails, each		1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅛
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—The cheese market is unsettled and firmness rules. Little encouragement has been reported from the old land. Importers seem to have been on the alert lately for any bargains they might catch. Locally considerable business was done at the wharf when as many as 2,000 packages sold at from 9 cents to 9 1-2 cents. Last year at this time on the corresponding day as many as 3,000 boxes changed hands at one cent per pound higher in price. We quote finest Ontario colored, 9 1-2 to 9 5-8c; white, 9 3-8 to 9 1-2c; Quebec, 9 1-8 to 9 1-4c; Townships, 9 1-4 to 9 3-8; Summer goods, 8 3-4c.

Butter—Great steadiness marked the butter market and the ruling prices were from 19 to 19 1-2c at the wharf. We quote: Unsalted Townships, creamery, 19 3-4c; salted, 19 to 19 1-2c in boxes, and in tubs 19 to 19 1-4c; under grades sold at 19 3-4c; dairy butter at 15 to 16c.

Winnipeg.

Cured Meats—The market continues bright and firm with a good demand in all available stocks. Our quotations are as follows:

Hams, per lb	0 14
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 10
Shoulders	0 08½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Short spice rolls, per lb	0 10
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½

Lard—The market, which has held a general firmness for the past few weeks has now taken an advance on last week's price list. Our quotations are as follows:

Lard, 50-lb. pails	4 85
" 20-lb. "	2 05
" 10-lb. "	6 20
" 5-lb. "	6 35
" 3-lb. "	6 40
" compound, in 20-lb. pails	1 60

St. John.

Provisions—In barreled pork even the low prices will not sell goods. The fact that little lumbering will be done this season greatly effects the demand. Beef is rather firmer with a limited business. Smoked meats show a fair sale at even prices. Local trade is largely supplied by local curers. While pure lard is quite firm, refined lard is rather easier. Fresh beef has but a fair demand with price low. Lamb is freely offered. Mutton remains dull; veal, while in light supply, sells slowly; pork is low.

Mess pork, per bbl	$16 00	$18 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	3 06	0 07
Pork "	0 05½	0 07
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08¼	0 08½
" " pails "	0 08¾	0 09
Refined lard, tubs	0 08	0 08½
" " pails	0 08¼	0 09

Butter—Prices remain unchanged. There is too much poor butter. Good butter is in demand.

Creamery butter	0 20	0 22
Best dairy butter	0 17	0 19
Good dairy tubs	0 14	0 16
Fair "	0 12	0 14

Eggs—Prices are higher and very firm.

Eggs, hennery	0 22	0 24
" case stock	0 18	0 20

Cheese—The late make in this province was very light. Prices rather higher.

Cheese, per lb	0 10	0 11

Cold-Cured Cheese.

The following report on the quality of Canadian cold-cured cheese consigned to commission merchants in Great Britain has been received:

(a) Cold-curing during the Summer months is a decided improvement over the ordinary method and improves the quality of the cheese not less than two shillings, and in some cases four shillings per cwt.

(b) Parafining in some cases is an improvement when thoroughly applied on well-made, close-textured cheese, but does harm to mushy, soft and acidy cheese.

Provision Notes.

Mr. J. G. Clark, one of the leading stock raisers of Carleton county, Ont., has been awarded the highest honors in Ayrshire cattle by the judges at the St. Louis Fair.

"Sawing Wood"——

We haven't been saying very much, we've been too busy, but—
we have filled all orders for

Canned Vegetables and Salmon—100%

That's sufficient—or at least is satisfactory to our customers—

——ARE YOU ONE?

"Four-in-hand" the brand of a specially fine imported **Sardine—**

Small, tasty fish—finest Olive Oil—packed in the handsomest (club shape) tins, on the market.

WILL SELL AT SIGHT. Its QUALITY will make it a "repeater."
GOOD VALUE and good money in them at **"Two for a Quarter."**

BETTER ORDER A CASE.—

"New Currants"—— IN STORE——

Our Currant Cleaning Department has been working overtime since the arrival of NEW CURRANTS. All back orders will soon be filled.

You will be more than pleased with the quality of our various brands this year.

HAVE WE YOUR ORDER?

THE **EBY, BLAIN CO.,** LIMITED, WHOLESALE **GROCERS**— TORONTO CANADA

CANADIAN SOCIETY OF NEW YORK.

THE following notice from J. A. Bucknell, secretary of the Canadian Society of New York, will be of interest to friends of THE CANADIAN GROCER at home and in New York.

"At a recent meeting of the Executive Committee of the Canadian Society of New York, a program of entertainments for the members and their guests was arranged for the months of November and December.

"The evening of November 19 will be designated as 'Ladies' Night,' when a special dinner and entertainment will be provided for the members and their guests, including ladies.

"The annual dinner will be held on the evening of December 6. Representative men of Canada and the United States will be the guests of the society. An instructive program of speeches and music has been arranged for this occasion.

"The Canadian Society is composed of 340 members, all Canadians by birth, now residing and engaged in business in the city of New York and vicinity. Its objects are to foster cordial social relations among Canadians and to advance in every possible way their interests.

"The society makes its entertainments during the Winter months occasions of genuine hospitality to all Canadians whether members of the society or not.

"All Canadians are requested to send the names and addresses of their relatives and friends who are Canadians and reside in New York city and vicinity, to Mr. J. A. Bucknell, secretary, No. 170 Broadway, New York, so that the courtesies of the society may be extended to them."

If you once saw a

"National"

COFFEE MILL

You would wonder why you ever bought any other.

You would also consider the advisability of replacing your own with a

"National"

Would you like to know more about them? A POST CARD will bring full particulars.

THE **Eby, Blain Co.,** LIMITED

SOLE CANADIAN AGENTS TORONTO, CANADA.

CROCKERY DEPARTMENT

The J. L. Cassidy Co., Montreal.

THE GROCER has pleasure in presenting its readers in this week's issue with an interior view of the warehouse of the John L. Cassidy Co., Montreal. In a section of the city that has all the distinction and disadvantage of being both historical and picturesque, between Bonsecours Market and the spot where once dwelt La Salle, it is something of a surprise to find show rooms that in point of size and equipment are perhaps second to none of their kind in Canada.

For obvious reasons it is impossible to give in one picture more than a partial view; there is enough, however, to indicate something of the requirements for a representative display of the enormous stock carried. The rooms pictured cover nearly the entire area of the three adjoining warehouses occupied by the Cassidy Co., three rooms having been thrown into one by means of broad arches so that a general view of the whole meets the eye immediately upon entering.

The western half is devoted to staples, a long perspective of toilet, dinner and tea sets being the most noticeable feature. Specially constructed stands for fancy lamps occupy available interspaces while shelving for glassware, etc., covers the walls. In the eastern half, which has come pretty completely within the range of the photographer's lens, is shown fancy china for the approaching Christmas trade, comprising salads, pudding sets, celeries, cheese, bread, pickle, cake trays, tea and chocolate pots and cups and saucers.

In the room furthest removed is a unique exhibition of those "high class" goods of which the John L. Cassidy Co. makes a specialty. Here, the real connoisseur's interest is equally divided between the registered trade mark which he recognizes as genuine, and the more elaborate and apparent part of the decorations. Along with costly specimens of the manufacture of world famous potters, are sterling silver plated ware and cut glass in profusion. All these are represented in the accompanying illustration although this class of goods has to be actually seen to be fully appreciated.

Interior view of The John L. Cassidy Co.'s, China and Crockery Warehouse, Montreal.

RETURN
NOV 4 19
Pittsburg
Page
Lib

A Novelty in Toiletware.

Everyone is familiar with the old "Blue Willow Plate," and not a few possess dinner sets of this pattern, but Willow pattern toiletware is a novelty we believe not hitherto seen. Barnard & Holland Co., Montreal, are showing this pattern in four different colors on toilet sets, inexpensive but quite artistic. Lovers of the quaint and old-fashioned in pottery decoration will be glad to know that such sets are procurable.

THE
Oldest Crockery House
IN CANADA

Staples are all right, and
Our staples are particularly
RIGHT

BUT

Fine goods are better, and
Our FINE GOODS are the
BEST

FINE CHINA, ENAMELLED EARTHENWARE
CUT GLASS, SILVERWARE
AND ALL THE STAPLES

THE JOHN L. CASSIDY CO. LIMITED
MONTREAL.

If you want a good thing, we have it.

YOU HAVE SEEN

THE OLD "WILLOW" PATTERN PLATE—
BUT
HAVE YOU SEEN
"WILLOW" PATTERN TOILET WARE ?
ALWAYS TO THE FRONT WITH NOVELTIES

SOME 50 OTHER STYLES IN OPEN STOCK

WE HAVE IT! DARK BLUE | BROWN
PINK | PEACOCK

BARNARD & HOLLAND CO.
MONTREAL

NONE BETTER THAN
Extra Standard Granulated Sugar.
In Barrels. In Bags.
Manufactured by
The Ontario Sugar Company, Limited
BERLIN, ONT.

HERB SEASONING.

There is just as much difference in seasoning herbs as there is in meats.

And, like meats, you cannot always tell the quality by the looks.

You must therefore depend on the salesman and the price you pay, for quality.

If we charge you a fair price for seasoning herbs and tell you that they are the purest and choicest herbs in the world, you know you are getting the best and can pass the same strong talk on to your customers.

We have a large fresh stock of the choicest select ground herbs for seasoning fowls and meats.

SAGE, SAVORY,
THYME, MARJORAM,
PARSLEY, MINT,
POULTRY DRESSING.

Put up in fancy glass bottles, style 1904.
Order now and insure prompt shipment.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

Many dealers have come to realize that a display of really first-class goods in the window or on the shelf does much to elevate the **TONE** of a store; does much to attract a class of trade worth having.

LIPTON'S
½-Pint Onions

This is why the Lipton Pickles and Jams are found in the best shops from Sydney to Vancouver.

Now, how about your store?

For information address the Canadian agents:

J. N. CREED & CO.,
HALIFAX, N.S.

or **J. S. CREED,** Board of Trade Bldg., **MONTREAL**

Borden's Eagle Brand

CONDENSED MILK

The growth in popularity of Borden's Eagle Brand Milk depends not upon extravagant advertising but upon public appreciation of the uniform and unvarying excellence of quality, purity and flavor.

47 Years of Continued Success

Selling representatives

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
McLaren's Cooks Friend.
Greig, Robt., Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
United Factories, Toronto.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.

Cans and Canisters.
Acme Can Works, Montreal.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougal & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.
British American Ass. Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Rattray, D., & Sons, Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Flavoring Extracts.
Greig, Jas. R., Montreal.

Fly Paper.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
Laporte, Martin & Cie, Montreal.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. S., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McCuaig, J., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P., & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, & Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal,
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co. Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thos. J., New York.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISEMENTS.

Acme Can Works 57
Adamson, J. T., & Co. 53
Allison Coupon Co. 7
American Tobacco Co. 60
Auer Light Co 3

Balfour & Co. 11
Barnard & Holland 25
Bates, Peacock Co 22
Bennett Mfg. Co. 7
Black Bros. & Co. 14
Blue Ribbon Tea 43
Bradstreet's ..... inside front cover
Braid, Wm., & Co 65
Brantford Starch Works 32
British America Assurance Co 62
Burlington Canning Co. 7

Canada Maple Exchange. 21
Canada Paper Co. 47
Canadian Bank of Commerce 62
Canadian Press Clipping Bureau ..... inside back cover
Canadian Salt Co. 28
Canadian Swiss Trading Co. 51
Capstan Manufacturing Co 3
Cassidy, J. L., Co 25
Ceylon Tea 6
Chase & Sanborn 43
Christie, Brown & Co. ..... outside front cover
Clark, W. 45
Coles Manufacturing Co 32
Colson, C. E., & Son ..... outside back cover
"Commissioner" Tea 7
Common Sense Mfg. Co 22
Confederation Life Association 62
Cowan Co. 48
Cox's Gelatine 7
Creed, J. N., & Co. 26
Cullen, Orlan Clyde 46

Davidson & Hay 13
Dawson Commission Co. 52
Dingle & Stewart 2
Dominion Molasses Co. 51
Dominion Packing Co 19
Downey, W. P 45
Duncan Company 7
Dunn, Wm. H 26
Dutch Chemical Works ..... inside back cover

Eby, Blain Co 23
Eckardt, H. P., & Co. 39
Edwardsburg Starch Co 67
Empire Tobacco Co. 58
Epps's Cocoa 45
Eureka Refrigerator Co 7
Ewing, S. H. & A. S. 68
Ewing, S. H., & Sons 3

Fearman, F. W., Co 19
Finkle & Ackerman 53
Fortier, J. M 60
Foster Pottery Co 2
Frontenac Cereal Co 56

Gibb, W. A., Co. 52
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 20
Gorman, Eckert & Co. 26
Gowans, Kent & Co. ..... outside back cover
Greig, Robt., Co. 44

Heinz, H. J. Co. 44
Hill, Evans & Co 3
Husband Bros. & Co. 52

James, Eben 53
James, F. T., Co. 21
Japan Teas 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ..... inside back cover
Kinnear, Thos., & Co. 12

Lake Huron & Manitoba Milling Co. 57
Lambe, W. G. A. 2
Lamont, Corliss & Co. 61
Laporte, Martin & Cie 31
Lawson, Reginald 2
Leonard Bros 16
Lindman, B 7
Lipton, Thos. J 42
London Guarantee and Accident Co. 62
Lucas, Steele & Bristol 11
Lytle, T. A., Co. 3

Marceau, E. D. 51
Mathieu, J. L. ..... inside front cover
Matthews, Geo. Co 20
Metallic Roofing Co. 46
Metropolitan Bank 62
Millman, W. H., & Sons 2
Milne, Chas 2
Mooney Biscuit and Candy Co. 50
Morse Bros. 10
Mott, John P., & Co 48

MacLaren's Imperial Cheese Co 12

McAlpin Consumers Tobacco Co. 60
McCann, Wm., Milling Co 50
McCuaig, J. 21
McDougal & Lemon 21
McDougall, D., & Co. 60
McGregor-Harris Co. 34
McLaren's Cooks' Friend Baking Powder ..... inside back cover
McLean, J. A., Produce Co. 20
McWilliam & Everist 52

Napoli Macaroni Co 22
National Licorice Co ..... inside front cover
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 46

Oakey, John, & Sons. ..... inside front cover
Oakville Basket Co. ..... inside back cover
Ogilvie Milling Co. 54
Old Homestead Canning Co 5
Ontario Sugar Co. 25
"Ozo" Co. 28

Page, C. S. 46
Park, Blackwell Co. 19
Payne, J. Bruce 59

Rattray, D., & Sons 17
Reckitt's Blue and Black Lead 66
Robinson, O. E. 53
Rose & Laflamme 8, 66
Row & Co. 2
Rutherford, James, & Co. 49
Rutherford, Marshall & Co 34
Ryan, Wm., Co. 34

"Salada" Tea Co 32
Sells Commercial 21
Snowdon, Forbes & Co. 49
Simpson, R. & J. H. Co. 45
"Sovereign" and "Lynx" Salmon. 16
Stavanger Preserving Co. 47
St. Charles Condensing Co. 49
Stewart, A. J. 48
Stringer, W. B., & Co. 53
"Sugars" Limited 53

Tippet, Arthur P., & Co 1
Todd, J. H., & Sons. 17
Todhunter, Mitchell & Co. 48
Toronto Salt Works. ..... inside back cover
Tuckett, Geo. E., & Son Co. 59
Turner & Co 34
Turner, James, & Co. 11

United Factories 57
Upton, Thos., & Co. 13

Verret, Stewart & Co. 7

Walker, Hugh, & Son 53
Walkerville Match Co. ..... inside front cover
Waterloo Broom and Brush Co 7
Watt, J. L., & Scott 51
Western Assurance Co. 62
Wethey, J. H. ..... outside back cover
White & Co. 53
Winn & Holland 17
Wilson Commission Co. 2
Wilson, W. H., Co. ..... inside back cover
Wood, Thomas, & Co 8
Woods, Walter & Co. 21

Salt Sense

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals—no matter that they are fine and small crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

The Canadian Salt Co., Limited, Windsor, Ont.

Dollars and Cents

DON'T BUY TROUBLE

IT'S A STOCK THAT IS BOUND TO STICK

It's the stock with the rapid turnover, the quick easy selling stuff, that is going to make your store a success. Goods with a reputation, that you don't have to argue your customers into accepting, net a larger profit because of the time saved and no returns, nor dissatisfaction. For the past 60 years the Michel Lefebvre Vinegar Works have turned out goods that have earned a national reputation for quality. Your customers know this and are glad to buy. The first cost is the same as any other line, while the aftermath of satisfaction is really a doubling of the original profits. Premier Pickles in bottles, usual size, $1.05, in cases of 3 doz., $1.00 per doz., in barrels of 6 doz. or in 1, 2, 3, 5 and 10 gal. pails.

THE OZO CO., LIMITED, MONTREAL.

Do you get our Price Current? A post card will bring it, every season, four times a year.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN.
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

TO SHIP APPLES VIA MONTREAL.

A LETTER has been received by the Department of Agriculture, Ottawa, from the official inspector in Glasgow urging that Canadian shippers of apples give a preference over the New York route to lines sailing from Montreal. Several reasons are given in favor of the St. Lawrence route and among others is the fact that the distance of New York from the fruit centres of Canada is much greater than that of Montreal. What carries most weight, perhaps, is that the steamships sailing from New York to Glasgow have very poor ventilation, the up-to-date fan system being entirely lacking in many instances. Freight rates to Glasgow from New York are 12c cheaper than from Montreal, but owing to the poor condition in which fruit arrives from New York there is usually a net loss to apple exporters of 36c on every barrel shipped via that route. The Glasgow authorities cite three recent shipments of apples from New York which occasioned complaints from consignees because of the heated condition of fruit when landed there. At the same time fruit shipped via Montreal came through in good condition and gave general satisfaction. In view of this Scottish fruit importers are strongly urging that all fruit be shipped via Montreal and are cabling their shippers in Canada not to send shipments to Glasgow via New York on any account.

Such a development is interesting at a time when the fruit growing industry of Canada is assuming such big proportions and Canadian growers are endeavoring to win first place in the world's export markets. At the outset it cannot be denied that freight rates in Canada are abnormally high, and that for no other reason a considerable bulk of merchandise is being carried out of Canada in foreign bottoms. There is only one way of bringing about what should be, namely, a monopoly for Canadians of the carrying trade of Canada, and that is for Canadians to compete with foreign carriers. Their inability to do this in the matter of rates has militated against Canadian trade to an extent that we are just beginning to realize. In connection may be cited the West Indian export trade which until recently went entirely via New York. It goes without saying that Canada labored under a big disadvantage before the establishment of a direct steamship service between Halifax, St. John and West Indian ports. Directly, however, an all Canadian company entered the field as a bidder for this trade, there was a gradual veering around and according to recent reports from reliable sources it will not be long before the carrying trade between the West Indies and Canada will be entirely in our own hands.

There is no reason why a single barrel of Canadian apples should be shipped via New York, or any other foreign port. Not only is it in the interests of Canadian trade and commerce that the export trade be controlled at home but it vitally concerns the carrying trade of the country, and it is hoped that such timely suggestions as the one from Glasgow may have the effect of rousing Canadian steamship companies to the importance of making possible for themselves a monopoly of the shipping trade between Canada and foreign countries.

TRADE AND PURE FOOD.

RECENT efforts of scientists and legislators throughout Canada and the United States to regulate the sale of pure foods are deserving of the highest commendation. In no district, perhaps, has there been more discussion on "pure foods" than in the Province of Quebec. There they have pure food laws, and what is more Quebec is considered on the whole a law-abiding province. In the matter of pure foods, however, there seems to be a more or less laxity in the enforcement of the law which is worthy of rebuke.

The question has arisen who is to be reproved, the manufacturer or the retailer? For illustration purposes, the grocery trade is particularly apt. Take for instance the manufacture of spices, when the different varieties are sold in open lots to the retailer all over the country. What is easier than for the retailer to adulterate these products, and blame the manufacturer? It is almost essential in order to avoid the "lie of business," to have some individual protected by a severe and rigidly enforced law, so that blame could be brought home to some one. The Government inspector should be a man subject to an oath whenever he makes a report upon a grocer. The man who has sold the goods alleged to be impure should be held under oath. Three packages of the alleged adulterated product should be sealed with the Government stamp. One should be left with the grocer who was selling the goods. Another should be sent to the Government, and the other held by the inspector. By some such means the blame might be brought home to the individual, whereas at the present time it is almost impossible to get at the man.

The old saying that there are wheels within wheels is aptly applicable to the situation. If, for example, five different grocers are arrested for selling impure food, and each one knows that he got this food from a certain wholesale man or manufacturer, what will happen? In-

deed, we might add, what has happened in the city of Montreal? Simply when fines were imposed the manufacturer went and paid them. They have stood by one another, and so no doubt the slavery embodied in an attempt to make a dishonest living will continue until the Government steps in and enforces a law which will not only prohibit, but will control and regulate this question of impure food.

To this problem there are many sides, all tactitly concealed in that so-called "lie of business." Many distributors of supplies will not tell their sources of supply. These should be compelled to assume the responsibility of distributing any packages or goods concerning which they conceal information. They should be compelled to stamp the place and the packer upon every package distributed. Thus the law would have no power to compel them to disclose what to them might be a valuable trade secret.

When the present law is interpreted according to the letter business men as a rule have reason to complain of severity. The retail man declares the responsibility should rest upon the manufacturer and the manufacturer declares the antithesis. What is most frequently against the retailer is his lack of information regarding the food laws. So-called "sharp" retail merchants sometimes do tricky things to make money, which they would not have disclosed for all they are worth, and the same may be said of certain manufacturers, so that, without attacking any section of the trade directly it is difficult to place the responsibility where it belongs. The methods suggested are worthy of some attention, and now that the Government has taken the matter up seriously an improvement may be looked for in the near future. Examples will be given in a later issue of a miscarriage of the intention of the pure food law, where injustice has been done through the system at present employed by the Government in the collection of samples for analysis.

CANNED GOODS IN GREAT BRITAIN.

ON the subject of "Canadian canned goods in Great Britain" the following observations by our English correspondent are of interest at a time when Canadian canners are beginning a systematic exploitation of British markets.

First in regard to packing: The package in use by Canadian shippers at the present time is the ordinary wooden box. Too frequently upon being opened the labels on the cans are found to be scratched and otherwise damaged. This point has been frequently emphasized by The Grocer; if there is one thing above all others the English trade wants it is an attractive package. American canners have not been slow to take advantage of this, and, almost without exception, wrap each tin in cheap tissue which not only protects the varnish of the labels, but also preserves the lacquer on the top and bottom of the tins from being scratched.

It is no secret that the British public has a distrust of the tinned package and much prefers goods in glass. In order to humor this whim California fruit-growers are sending over their fruits preserved in large tins holding from one to two gallons each. These are opened as soon as they arrive in Great Britain and bottled, sealed and labeled according to the English custom. In this way there is a big saving on freight, since the charges on tin packages are lighter than on goods shipped in glass bottles; the expense and damage of breakage is also avoided. By bottling the goods in England moreover they reach the consumer in perfect condition and command a better price.

Many of the Canadian tins seen on the British market seem to be of an inferior quality. One cannot fail to notice a superfluity of solder on one end of the tin which looks clumsy to say the least, makes unnecessarily conspicuous the sealing up of the air-hole. Machinery can be had which enables canners to turn out a can practically free from solder, and such cans are already in evidence in many of the grocery stores of Great Britain.

The suggestion is made that Canadian produce men, packers, canners, etc., make more frequent visits to Great Britain, in order to learn the requirements of the English market at first hand. It has been demonstrated to a certainty that there is practically no limit to the trade to be done over there by Canadians if it is approached in the right way. This can be done only by making a thorough study of the wants of the English consumer, than whom there is perhaps none more exacting among the nations of the world.

UNPRECEDENTED SUGAR MARKET

THE advance of 20c per 100 lbs. in the price of Canadian refined sugar duing the week ending November 2 is almost without precedent in the history of the grocery trade; certainly no similar advance within such a brief period has taken place during the last few years.

An advance was not altogether unexpected by the trade in view the strong statistical position of raws as outlined from week to week in recent market reports in The Canadian Grocer. At the same time a jump to the extent of 20c came as more or less of a surprise to even the hardest-headed grocer. A scramble to cover contracts followed the first hardening tendency at the beginning of the week; in addition the market developed bull interests in London, Eng., and on the Continent where the real seriousness of the situation is appreciated.

At present it looks as if the market would advance still further. In the event of the situation becoming unduly aggravated there is always the reservation of the New York market, where the price of sugar is controlled by supply and demand. The basis of Canadian refined is now 65c per 100 pounds above that for the same time a year ago, and 80c above the lowest point touched during the present year. The accompanying statistics represent the fluctuations in granulated and yellows from January 1, 1904 to November 2, 1904, inclusive. The figures represent refiners' prices, basis f.o.b. Montreal.

SUGAR FLUCTUATIONS 1904.
Montreal Refiners.

		Granulated.	Yellow.	Basis f.o.b. Montreal
January	1...	$3 95	$3 30	"
"	4...	4 00	3 35	"
"	28...	3 95	3 30	"
February	4...	4 00	3 35	"
"	23...	4 00	3 40	"
"	26...	4 05	3 45	"
March	7...	4 10	3 50	"
"	14...	4 15	3 55	"
April	26...	4 20	3 60	"
"	28...	4 25	3 65	"
May	5...	4 30	3 70	"
"	14...	4 35	3 75	"
"	19...	4 40	3 80	"
"	25...	4 45	3 85	"
June	3...	4 40	3 80	"
"	10...	4 35	3 75	"
"	23...	4 40	3 80	"
July	7...	4 45	3 85	"
"	25...	4 50	3 90	"
August	3...	4 55	3 95	"
"	9...	4 60	4 00	"
Sept.	1...	4 65	4 05	"
October	18...	4 55	3 95	"
"	29...	4 60	4 00	"
"	31...	4 65	4 05	"
Nov.	2...	4 75	4 15	"

California and Malaga Raisins

ARE DEARER

Valencia Raisins ARE CHEAPER

We have a full assortment of best brands which we offer at bargain prices.

WRITE US OR SEE OUR TRAVELLERS.

IN STORE, READY FOR SHIPMENT:—

California Prunes, 1904, in 25-lb. boxes.

G. & S.	Castle Bros.
40/50, 50/60, 60/70, 70/80, 80/90.	30/40, 40/50, 50/60, 60/70, 70/80, 80/90, 90/100, 100/120.

New English Candied Peels, Lemon, Orange and Citron, in 7-lb. boxes.

DUE 12TH NOVEMBER.

New Mayette Grenoble Walnuts. **New Marbots Walnuts.**

Write for prices before buying: it will pay you; or see our travellers.

IN STOCK:—

Splendid Shelled Walnuts, 1903, in 55-lb. boxes. Cracked in September, 1904.

New Eleme Figs, 3, 4, 5 and 6 crowns. In 12 oz, 16 oz. and 10-lb. boxes.

TEAS—Try our VICTORIA and PRINCESS LOUISE brands Japan Teas and DUCHESS and LADY brands Green Ceylon Teas.

The very best value in the market. Send for samples and convince yourself.

PROPRIETORS OF REGISTERED TRADE MARKS, "PRINCESS" AND "VICTORIA" FOR BAKING POWDER, JAMS, JELLIES, TEAS AND CIGARS.

Samples and Prices on Application. Prompt Delivery.

CANADIAN AGENTS FOR THE CELEBRATED TEAS OF SIR THOS. LIPTON. LONDON AND CEYLON.

LAPORTE, MARTIN & CIE., Limited

ESTABLISHED 1870.

Wholesale Grocers, Tea, Wine and Spirit Merchants,

MONTREAL.

GOLD MEDAL AT THE WORLD'S FAIR, ST. LOUIS, 1904

"A Few Stubborn Beliefs of Ours"

WE BELIEVE that "SALADA" Ceylon Green Teas are better than Japans in their cup and leaf characteristic.

WE BELIEVE to have proven this by the trade and public reception accorded since their introduction.

WE BELIEVE that as their superior qualities become better known, so much greater will become the appreciation and demand.

WE BELIEVE that there is not a dealer in existence but who would be compelled to "believe in our beliefs" on a trial infusion.

Don't lag behind while others are benefiting by trade that should be yours—your opportunity is to-day.

Just as "SALADA" Ceylon Black Teas have displaced China Congous,
So will "SALADA" Green Teas put Japans out of business (to stay out.)

Correspondence Invited } Address
Samples for the Asking } "SALADA," TORONTO AND MONTREAL.

COLES Electrically Driven Coffee Mills.

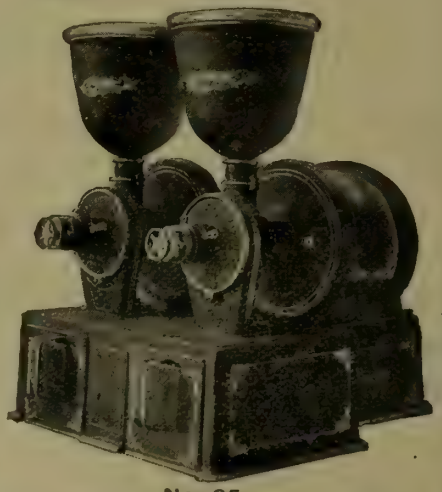
Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Most women would like to be good ironers and all women can be if they use

Celluloid Starch
Never Sticks Requires no Cooking

It is easy to use and results cannot help but be good.

Help your customers to be better ironers by getting them to try Celluloid Starch. They'll thank you for the tip.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Nov. 3, 1904.

Groceries.

APART from the extra volume of trade which has accrued during the week under review on account of orders booked ahead for present delivery, the grocery trade cannot be said to be quite up to the level of former years. One thing which is undoubtedly responsible for present conditions is the falling off in the consumption of sugar during the past season owing to the shortage in the fruit crop. Sugar is one of the biggest items in the grocery trade, aggregating fully 1-3 of the total trade in staples. During the week there has been an advance of 20c all round in Canadian refined and an equally strong statistical position is reported in raws. Canned goods, especially corn and tomatoes, are firm, with prices in tomatoes tending to harden, the advance since the opening of the season being 10c. It is not thought there will be much left over for futures after orders booked at opening prices have been filled. Wholesalers are buying in limited quantities at high prices to answer such requirements. Sockeye salmon is reported scarce, with several well-known brands already out of first hands.

An increasing demand is reported for corn syrups, large quantities of which are being shipped. Coffees are slightly easier and beginning to move in considerable volume; at the close the market is reported still lower, although the fluctuation is largely speculative, and as such cannot be accurately gauged for any time ahead. Foreign dried fruits are arriving on the market freely for the holiday trade, and the wholesale trade is beginning to ship on advance orders. There is an exceptionally big movement in figs this year on account of the fine values offering. Dates will arrive about the end of the present month. Shipments of beans to outlying districts in the north and west have been larger this week than usual at this season of the year.

CANNED GOODS.

Supplies of corn and tomatoes are now arriving sufficiently freely from the packers to meet the requirements of the trade. After orders booked at opening prices have been filled it is thought very few tomatoes will be left for sales on future account. Already wholesalers in one or two instances have been buying for their customers at high prices. The canned corn situation is similar, although the shortage is not so pronounced as in tomatoes. There is a considerable range of prices in corn, one or two dealers quoting as low as $1.10, while others give a range of $1.15 to $1.20. Canned fruits are moving freely.

Several brands of sockeye salmon are scarce, "Horseshoe" being already exhausted. Other brands, such as "Maple Leaf," have not arrived on the market as yet. We quote the following prices :

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal.		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce, same as tomato sauce.		
Catsups, tins, 2's		0 78
" gal.		4 50
" jugs		7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's		1 47½
" standard, gal.	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal.		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf," 1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf," 1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over.		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SYRUPS AND MOLASSES.

The feature of the week in syrups and molasses is an increased demand for corn syrups, of which large quantities are being shipped. New crop New Orleans is also being marketed. Our quotations are as follows :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

Some quite low quotations have been made on commonest description Indians, but owing to cables being received to the effect that sales went ⅜d higher than was anticipated by those who made the offers, no business resulted. Generally the leaf is rough and much inferior to that of last year, which makes business on last year's type somewhat difficult. Another feature of the season is the fact that teas of commoner kinds with any pretense to quality are bringing ½ to 1d over teas in the same class lacking point or character. Ordinarily the difference in price is much less marked. This is, of course, in consequence of the scarcity of teas possessing quality.

Ceylons are ranging about 1d higher than Indians, grade for grade. Green teas generally are slow of sale and dull locally, but the position abroad suggests that higher prices will be demanded as soon as local stocks are cleared up. The Ceylon association has withdrawn the bonus formerly paid on green teas exported, which adds 1c per lb. to the first cost of the tea, and as the market in Ceylon will be on a higher level than the market on this side, importations have stopped. There is little doubt but that as supplies on spot diminish there will be a gradual hardening of prices.

Notwithstanding the fact that Japan

IT SELLS THE GOODS.

A good name counts.

McGregor

Jams, Fruits, Marmalades are of the highest quality. For fine trade, yet comparatively low priced.

Send for Price List.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

Have you ever tried to sell

Turner's Delicious Home-Made Catsup

It's the greatest thing on the market.

Manufactured from the purest ingredients. Put up in 1 gallon and 2 gallon jugs (crated), 5 gallon and 10 gallon kegs, and 12 oz., 16 oz. screw top, and 24 oz. bottles.

WRITE FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

teas have ruled on quite a low level throughout the season, the consumption has not greatly increased, and it looks as if the Canadian trade was going more and more into blacks. Our quotations are as follows :

Congou—half-chests, Kaisow, Moning,	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 22	0 30
" Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra firsts	0 42	0 60
" " half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" " cases, small leaf, firsts	0 35	0 40
" " half-chests, ordinary firsts	0 28	0 38
" " " seconds	....	0 23
" " " thirds	0 16	0 18
" " " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 23	0 33
" " " seconds	0 18	0 19
" " half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common	....	0 20
" Common	....	0 17

COFFEES.

Locally the Rio situation has improved considerably from the buyer's standpoint, and several carloads have changed hands during the week. The sky-high prices which have ruled the market for some weeks broke to the extent of ½ to ⅝c, and latest advices say the market is still easier by ¼c. The season of largest coffee consumption has begun in this country and will continue during November, December, January and February. Locally there are no changes to report in mild coffees.

Advices from New York say there have been no particular developments during the week. European markets were slightly easier. The movement of the Santos crop continued on a smaller scale but had little influence upon the market, as most of the trade were inclined to the opinion that the decrease was due to rainy weather, which has been experienced for about the last week in Brazil. We quote the following prices :

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6	....	0 10½
" " No. 5	....	0 11
" " No. 4	....	0 11½
" " No. 3	....	0 12
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

The tapioca market continues firm, otherwise market conditions in rice and tapioca are unchanged. We quote the following prices :

	Per lb.			Per lb.	
Rice, stand. B	....	0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat	....	0 04½
Japan	0 06	0 07	Carolina rice	....	0 08
Sago	0 03½	0 04			

SPICES.

The season for pickling spices is about over; a steady demand, however, for all varieties continues at firm prices. Our quotations are as follows :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Foreign Dried Fruits

Importations of dried fruits have been on a very moderate scale so far this season, and if the consumption should be normal a shortage in various lines is likely to manifest itself before the end of the season. Spanish raisins were not imported freely in consequence of the low price of California fruit. Now that half the California crop is known to have been destroyed by rain and there has been an advance in prices in consequence, it is thought that importations will not be adequate to supply the demand.

The crop of California prunes for 1903 and the carry-over for the preceding year amounted to about 175,000,000 lbs. Of this there was sold and consumed about 162,000,000 lbs., leaving a carry-over to the present year of 13,000,000 lbs. This year's crop is estimated at 10.000.000 lbs. more than last or 120,-000.000 lbs., leaving the amount to be disposed of this year 133,000,000 lbs. Oregon had a phenomenal prune crop, while this year it is practically a failure.

The second direct shipment of Mediterranean dried fruits due to arrive in Montreal per steamer Jacona will bring a considerable bulk of raisins for the Christmas trade. Fancy layer raisins are not on the market yet; advices, however, say that the price will range from $2 to $6 for 27-lb. boxes. It is thought that the price of raisins has been pretty well established for the season notwithstanding the fact that quotations usually fall after the opening prices. There is a big movement in figs this year and unusually fine values are offering. New dates are not expected until the end of November.

Wholesalers have already begun to ship on advance orders and it is expected all orders for the holiday trade will be filled by two weeks before Christmas. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s	....	0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s	....	0 05	40-50s	....	0 07½
70-80s	0 05½	0 05½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 11	Citron	0 15	0 18
Orange	0 10	0 12			

FIGS

	Per lb.		Per lb.
Tapnets	0 03½ 0 04	Elemes	0 08 0 17
Naturals	0 06½ 0 07½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 14

PEACHES.

	Per lb.
Californian evaporated	09 0 12½

PEARS.

California Evaporated, per lb	0 14

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
New selects	0 07½ 0 07½
Sultana	0 06½ 0 10
Californian seeded, 12-oz. Muscatals	0 07 0 07½
" " 1-lb. boxes "	0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 08 0 08½
" " 4-crown "	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 10½
Sairs	0 04½ 0 04½	" new choice	0 09½

FOREIGN NUTS.

Generally speaking nuts are on a much higher basis of prices this year than usual. New walnuts are now afloat and some shipments are expected to arrive during the ensuing week which will be satisfactory to the trade as it is frequently difficult to get supplies in time for general distribution for the holiday trade.

Reports state large consumption as a result of Hallow'een trade. Owing to the fact that Christmas trade begins shortly, the outlook is for a continuation of present demand. Steamship Jacona has arrived with first importations of almonds; reports state average crop. No other varieties of new crop foreign nuts are reported on the market. We quote:

Peanuts, green, Virginia, per lb	0 09 0 11
" roasted "	0 10 0 11
" Spanish, green, per lb	0 09
" " roasted, "	0 10
" Japanese, green, per lb	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb	0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 10
Filberts, per lb	0 10
Pecans, per lb	0 14 0 15
Brazils "	0 15
Cocoanuts, Jamaica, per sack	4 00

DRIED FISH.

A lively market is reported for all varieties of dried fish with supplies hard to obtain. Scaled herring is quoted 3c lower than last week. We quote the following prices:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½ 0 07
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06
Labrador herring, per bbl	6 00 6 50
" " per ½ bbl	3 25 3 40
Scaled herring	0 17

BIRD SEED.

There is no special feature in bird seed for the month except a seasonable demand at the following quotations:

Canary seed, per lb	0 06 0 06½
Hemp "	0 05½
Cottam's	0 08
Brock's	0 07

EVAPORATED APPLES.

Supplies of evaporated apples are arriving more freely on the market and the demand likewise shows signs of improvement. The quotation ruling this week is 5 1-2c.

Country Produce.

EGGS.

Receipts of eggs are falling off very rapidly now and "new laids" are bringing a good price. Another week will be certain to see this raised by a cent. Stocks of pickled eggs are said not to be very large, and one large dealer predicts considerable shortage. Cold storage eggs have not yet been touched as there are enough fresh to supply the demand. We quote these prices:

Eggs, new laid	0 22
" fresh	0 20 0 21
" pickled	0 20

HONEY.

The demand for honey continues fair. There are no indications of an advance in prices in the near future. Our quotations are as follows:

Honey, extracted clover, per lb	0 08 0 08½
" sections, No 1, per doz	1 90 2 00
" " No. 2, "	1 65

BEANS.

One of the features of the grocery trade this week is the comparatively large shipments of beans to western and northern points, particularly No. 1 prime and hand-picked. The consumption of beans in these outlying districts is increasing steadily; another reason for the increasing demand is the improved quality of the 1904 crop of beans.

Reports from California indicate severe damage to the Lima bean crop owing to heavy rains. The loss may reach 500,000 sacks after the beans are hand-picked and the spotted beans thrown out.

Locally trade is active while a strong export demand continues. We quote the following prices:

Beans, handpicked, per bush	1 60 1 65
" prime, No. 1	1 50
" prime, No. 2	1 40
" Lima, per lb	0 07 0 07½

SEEDS.

Reports state good timothy crops in United States. Fancy qualities of alsike and red are bringing higher prices than those given in quotations. Trade is dull, and alsike has advanced. The price of timothy is 25c lower this year than last. Our quotations are:

Alsike clover, per bush	4 65 6 75
Red Clover	6 75 7 00
Mammoth clover, per bush	6 75 7 00
Timothy	1 00 1 35

Green Fruits.

During the week new Messina lemons have arrived, and are selling from $3.25 to $3.50 for 300's and from $3 to $3.25 for 360's. The absence of small fruit has strengthened the demand for bananas, resulting in firmer prices. The sweet potato crop is practically gathered, early as it is, and prices have become firmer. Good quality of Almeria grapes has caused an increase in sales: this year's prices are a shade lower than usual. A good supply of Cape Cod cranberries still continues with prices unchanged, although the purchase price has advanced 25c.

The supply of domestic fruits has been poor in comparison with previous week. Canadian grapes as a result of frosts are not first class stock, and prices have declined from 2 1-2c to 5c on small baskets and 5c on large. Canadian apples are ariving in fair quantities; reports state that quality is good. Jamaica grapefruit is selling at $7 to $7.50 per barrel and Canadian catawba grapes at from 30 to 35c per basket. Trade in general has been quiet, but indications point to a brisker trade next week. Our quotations are:

Jamaica oranges, per bbl	5 00 5 25
" " per box	2 75 3 00
Jamaica grape fruit, per bbl	7 00 7 50
New messina lemons, 300's, per box	3 25 3 50
" 360's, per box	3 00 3 25
Bananas, large bunches, crated	1 50 2 00
Bananas, 8's, per bunch, crated	1 25 1 50
Apples, Fall varieties	1 50 2 00
" Winter varieties	1 75 2 25
Sweet potatoes, double heads, per bbl	3 50 4 00
" cloth covers "	2 75 3 00
Pears, Canadian, per basket	0 25 0 35
Grapes, small baskets	0 15 0 20
" large "	0 25 0 30
Canadian Catawba grapes, per basket	0 30 0 35
Almeria grapes, per bbl	5 00 6 00
Canadian chestnuts, per bush	4 00 5 00
" per peck	1 00 1 25
Crab Apples, per bbl	2 50 3 00
" per basket	0 25 0 30
Cape cod cranberries, per bbl	8 00
Canadian cranberries, per bbl	6 00 7 00
Smyrna figs, four crowns	0 10
" " five "	0 11
" " six "	0 13
" " seven "	0 15
" " glove boxes, 1-lb	0 09 0 11
" " 12 oz. square boxes	0 08
Comadre figs	0 03½ 0 03½

Eben James, Toronto, has received the following cables:

Woodall & Co., Liverpool: Nov. 2nd —"25,000 bbls. selling; market active; prices rather higher."

M. Isaacs & Sons, London: Nov. 2— "Choice 10s to 13s; inferior 8s 6d to 9s 6d; demand good."

W. B. Stringer & Co., representing J. C. Houghton & Co., of Liverpool, have received the following cable from Liverpool, Nov. 2, 1904:

"20,000 bbls. selling. Demand is very active. King's XXX 14s to 16s 6d, XX 10s to 13s 6d; Baldwins, XXX 11s to 13s; XX 9s to 10s; Greenings XXX 12s to 14s; XX 9s to 11s; Northern Spy XXX 13s to 17s, XX 9s 6d to 10s 6d; Ben Davis XXX 11s 6d to 12s, XX 9s to 9s 6d; Golden Russett XXX 13s to

15s 6d, XX 11s to 12s; Snows 10s to 14s."

APPLE SHIPMENTS.

Shipments for week ending Oct. 29th, 1904 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	38,923	2,494	5,513	3,793	50,728
New York	3,499	4,941	2,743	13,645	24,828
Portland, Me.	7,783	....	....	....	7,783
Montreal	18,368	3,720	12,766	8,037	43,041
Halifax	1,008	10,881	....	....	11,889
St. John	....	65	30	....	95
Total for week	70,186	21,651	21,052	25,475	138,364
Same week 1903	108,065	49,920	25,703	36,329	220,017
Same week 1902	41,494	5,924	24,900	7,662	79,980
Total since season opened					814,675
Same time 1903					1,434,188
Same time 1902					851,887

Vegetables.

Large supplies of cauliflowers arrived during the first part of the week; recent frosts, however, have injured the crop and indications are for smaller supply. Owing to the advanced price of Canadian onions as a result of poor crop many buyers are selecting Spanish stock in preference to Canadian. Greenhouse grown stock is beginning to arrive. Crops are nearly all gathered, the general average for Ontario being equal to that of previous years. We quote:

Head lettuce, per doz. bunches	0 25	0 40
Greenhouse lettuce	....	0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Carrots, per bag	....	0 50
Beets, per bu	....	0 40
Beets per bag	....	0 50
Dry Onions, per bag	....	1 35
Dry Onions, per basket	....	0 40
Silverskin pickling onions, per basket	1 00	1 25
Green house water cress, per doz.	....	0 25
Cauliflowers, per doz.	0 40	1 00
Red peppers, per basket	0 50	0 75
Michigan celery, per doz.	....	0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Potatoes, per bush	....	0 75
Butter squash, per doz.	0 75	1 25
Parsnips, per bu	....	0 50
Cabbage, per head	....	0 05
" per doz.	0 25	0 50
Turnips, per bag	0 35	0 40
Pumpkins, each	0 10	0 15
Citrons, per doz	0 50	1 25
" each	0 10	0 15
Spinach, per bu	....	0 50

Fish and Oysters.

Winter trade has opened up briskly with indications pointing to a big fish season. Prices are unchanged. Our quotations are:

Halibut, "	....	0 10
Sea salmon, "	....	0 18
Whitefish, fresh caught, per lb.	....	0 09
Haddock " per lb.	0 06	0 07
Cod, steak " "	....	0 07
Perch " "	....	0 06
Trout, lake, per lb.	....	0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb	....	0 06
Finnan haddie, per lb.	0 08	0 09
Oysters, Long Island natives, per imp. gal.	....	1 70
" Baltimores, per wine gal.	....	1 50
" "Standards," per small pail	....	4 50
" "Selected," " "	....	5 35
Ciscoes, per basket	1 00	1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 75	1 00	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

Large supplies of Manitoba northern wheat Nos. 2 and 3 have caused a decline of ½c. on No. 2 and 1½c on No. 3. No. 1 northern is not so plentiful and prices are expected to remain firm. Owing to shortage of crop, peas have advanced 1c per bushel. Buckwheat and rye still continue to advance, owing to strong export demand. We quote the following prices :

All on track Toronto.		
Manitoba wheat, Northern	No. 1 new	1 06½ 1 07
" " "	No. 2 "	1 03 1 04
" " "	No. 3 "	0 99 0 99½
Red, per bushel, new		1 08 1 08½
White " "		1 08 1 08½
Barley " "		0 47 0 51
Oats, " "		0 35 0 35½
Peas "		0 71 0 72
Buckwheat "	Nominal	0 59 0 60
Rye, per bushel, "	"	0 81 0 82

FLOUR.

The demand continues strong both for export and home consumption. Trade is brisk. Prices continue unchanged. Our quotations are as follows :

Manitoba wheat patents, per bbl.	....	5 70
Strong bakers "	....	5 40
Ontario wheat patents "	5 25	5 45
Straight roller "	5 20	5 35

BREAKFAST FOODS.

Reports state that there is a heavy export as well as a strong home demand for rolled wheat. There is a brisk inquiry for rolled oats and oatmeal. Prices continue unchanged. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 65
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " in wood	4 35
" " " " for broken lots	4 50
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Sugar.

The week under review is notable for the sharpest advances which have occurred in sugar in a long time; the situation being perhaps without parallel in the experience of recent years. The dulness noted in our last report was maintained for several days following, and it was not until Saturday, Oct. 29, that an upward turn occurred. The lead was taken by Europe with a sharp advance of 4½d in beets, jumping from 11s 0¾d per hundredweight to 11s 5¼d, equal to 4.44c for 96 test centrifugals c. and f. New York. This was followed on Monday by a further advance of 4½d, making October shipment 11s 9¾d basis f.o.b. Hamburg equal to 4.51c for centrifugals c. and f. New York, thus establishing a disparity between beet and cane of over ¼c per lb. As we go to press the market has made a further advance to the extent of 3¾d, and is now quoted firm at 12s 1½d for 88 test beet, basis f.o.b Hamburg equal to say 4.57 for centrifugals c. and f. New York. Just prior to the last advance London cabled : "Market stronger; we look for a further advance and decreased estimates."

Thus far Mr. F. O. Licht has made no amendment in his estimate for the growing beet crop of 5,120,000 tons, but the European beet factories' combined estimate is only 4,630,000 tons, while Mr. Otto Licht, who must not be confounded with Mr. F. O. Licht, now estimates only 4,950,000 tons, a reduction of the previous estimate by 190,000 tons. Later private advices indicate that Mr. F. O. Licht has already, or will probably, reduce his estimate by 180,000 tons, or say to 4,940,000 tons which, compared with the actual outturn of the crop of 1903-04 of 5,865,000 tons, would indicate a deficiency of 925,000 tons. This estimate has had its effect, as will be seen above, and private advices to New York report heavy speculation in Europe, stating that the advance looks permanent. It is rather early yet to predict a further appreciation in values, and it may be that the influence of the reduced figures has been fully discounted. At the same time we note that May auction is now held for 12s 4½d.

While American refiners have shown indifference it is reported that Canadian refiners have been active buyers of new crop Demeraras, paying 1-16 more on c. and f. basis than holders were asking for the same goods in New York markets.

New York refined has met with active demand and quotations are 10 to 15c per 100 lbs. above those of a week ago. In local refined after declining 10c per 100 lbs. the market has quickly reacted and is to-day 20c per 100 lbs. higher than last week's quotations, as will be seen by the quotations given below. The trade was surprised at the advance of 5c per 100 lbs. effective Saturday afternoon, Oct. 29, which was followed by a similar advance on Monday afternoon, Oct. 31, and again by an advance of 10c per 100 lbs. on Wednesday a. m., Nov. 2. This basis is now 65c per 100 lbs. above the same time last year and 80c per 100 lbs. above the lowest point touched during the present year.

Paris lumps, in 50-lb. boxes.	5 48
" in 100-lb. "	5 38
St. Lawrence granulated	4 83
Redpath's granulated	4 83
Acadia granulated	4 83
Berlin granulated	4 73
Phoenix	4 73
Bright coffee	4 63
Bright yellow	4 58
No. 3 yellow.	4 53
No. 2 "	4 33
No. 1 "	4 23

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B. C., Oct. 27, 1904.

Trade with the Yukon during the past six months from this city shows a falling off from the season of 1903, and even that of 1902. That does not mean, though, that the business is being lost. The Dawson camps are now getting down to the rock-bottom stage and fluctuations will not be so frequent in the future as in the past, and trade next year is expected to fully equal this. Wholesalers state that one reason for the falling off this season was that last Winter the merchants around Dawson were overstocked. To prevent a repe-

tition and a consequent investment of money in goods which could not be realized for many months, the Dawson merchants concluded this year not to buy so heavily. Another reason is that last Spring 3,000 tons of general merchandise, left over at White Horse for the Winter, went down to Dawson. Although these goods were practically in this season's business they were shipped last year and were counted then. From May 1 the total amount of goods shipped from Vancouver to the Yukon was 21,272 tons; in 1903, 30,675; 1902, 24,169.

The Empress of Japan, which departs for the Orient on Monday, is taking no cargo for ports beyond Yokohama, and the story is being circulated that she is to be requisitioned by the Imperial authorities, being in the naval reserve class. The reason advanced by local C. P. R. people is that a very large shipment of cotton for Shanghai must be taken out this trip, and other cargo is necessarily displaced, being left over for the Athenian. Considerable flour for Hongkong is left here.

It is now thought that only about 200 tons of freight will be left over at White Horse this Fall, the lowest amount of any season yet.

QUEBEC MARKETS.

Montreal, Nov. 3, 1904.

Groceries.

IN some departments the volume of trade has been comparatively small this week owing to the election day keeping so many merchants in an unsettled state of mind and causing both themselves and their usual customers to be preoccupied. However many orders are in hand and the grocery trade has gone along steadily without the usual liveliness of the first week in November. Sugar has advanced in price ten cents in all grades of refined and granulated and is once more selling at $4.65 per cwt. since last issue. The advance is considered in the trade to have been justified and it will no doubt become general. Syrups and molasses are dull and little trade is noticeable. Canned goods remain unchanged with the demand strong and the scarcity of corn and tomatoes unabated. Teas are still inactive and it is expected there may be some stir immediately after the elections. Some reports have been received regarding the scarcity of flake tapioca and the market in Singapore is not by any means well supplied. White pepper is dearer and the prospects are that a stiffer market may be expected for the next two or three months. A decline has been recorded for Jamaica ginger of about a shilling a hundred. Cloves are inclined to advance and a dear market may be anticipated. Dried fruits are plentiful and in good demand so that the market is easy. Plenty of new figs are attracting attention and a lively trade is being carried on. Prices of coffee have fluctuated during the week and in some places a notable decline has taken place. Green fruits are still copiously supplied and this week will see the end of Canadian grapes which have sold as late as Thursday in car lots at from one to five cents a pound. Malaga grapes are now dominating the market and are selling from $4.50 to $6.50 according to quality. Fish of all kinds are selling well and the oyster craze is being carried to such an extent that the dealers are making money. In fact the season has been unsurpassed for demand in oysters. Tuesday was a French holiday and all the largest wholesale houses were closed in honor of All Saints' Day.

SUGAR.

Sugar advanced 5c on Saturday last and 5c again to-day. Foreign and New York markets are very strong. The refined market generally is quiet with only moderate demand. Refiners do not seem inclined to sell much sugar at existing prices. In the Old Country prices have advanced and locally the tone is towards a stronger market. We quote:

Granulated, bbls.	$4 75
" ½-bbls	4 90
" bags	4 65
Paris lump, boxes and bbls	5 25
" " ½-boxes and ½-bbls	5 35
Extra ground, bbls.	5 10
" 50-lb. boxes	5 30
" " 25-lb. boxes	5 40
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 55
Bright coffee	4 50
" yellow	4 45
No. 3 yellow	4 45
No. 2 "	4 25
No. 1 " bbls.	4 15
No. 1 " bags	4 05
Raw Trinidad	3 50
Trinidad crystals	3 65

Note—Just as we go to press there has been a further advance of 10c.—Editor Grocer.

SYRUPS AND MOLASSES.

Some interest has been taken in the local market by the offering of some considerable quantity of molasses at a price away below market quotations. The offer was refused and therefore there is quite a little amusement among the big houses who know that molasses must be stronger before long. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

From abroad our mail advices point to a receding of coffee prices. This is said to have been caused by a lack of confidence regarding the crop which may not turn out to be as short as it was at first expected. This would be most suitable for lower grades of coffee which are always affected by the Santos quotations. East India stock has held its price and not a drop has taken place in Costa Rica. We quote:

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

Business in black pepper has been dull and the market for white has been strong with a tendency towards a dearer market for some time to come. Prices have improved for Cochin ginger and Jamaica ginger is considerably lower. The arrivals of West Indian nutmegs seem to be small and prices are firm. An advance has taken place in Zanzibar. We quote:

	Per lb.
Peppers, black	0 20 0 22
" white	0 25 0 31
Ginger	0 17 0 24
Cloves, whole	0 25 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

TEA.

Notable dullness rules in the tea market and things are only moderately interesting. From the countries of production comes the news that thre is a weakness. The supplies of Indian teas seem to have fallen off in quality especially in the lower grades. Many of the Assams have been reported to have gone off in quality. Advices from Calcutta report some fine weather for manufacture in the districts of Dooar and Sylhet. Japans are being inquired for somewhat more freely this week both locally and from western points. Shipments therefore from these parts may be expected to be of improved quality. For high grade teas the market has not changed. In Ceylons little change has been recorded, all desirable teas selling at last week's quotations. Broken Pekoes have remained firm for all grades above the ordinary. Colombo purchased teas are on the market in abundance and an easiness is noted in these sorts. Japan teas are quiet. A sign of stir is

visible and next week some lively trading is anticipated. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

The same old cry of scarce stocks of tomatoes and corn is to be heard everywhere. Salmon is interesting and its strong position statistically may lead to a further advance in prices, both on spot and to arrive. Plenty of Alaska fish are to be seen on the market and they are said to be in many cases better value than the Fraser River stock. In sardines great interest is being taken in the importation of Norway stock and the first time they have been imported to this country makes them all the more interesting. With the shortage of the French sardine catch the Norway fish ought to have a fine sale. They are said to be well packed and already have created a sensation in the local market. Canned meats are selling freely at firm prices. We quote.

COAST PRICES.

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoes	4 00
Humpbacks	2 75

TRADE PRICES.

Tomatoes	1 25
Corn	1 20
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00½
Blueberries	1 10½
Raspberries	1 47½
Lawtonberries, 2s	1 57
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20½
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47
Cherries, red pitted, 2s	2 30½
Baked beans, 3s	1 03
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10½
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 35
Peas	$0 82 0 85
Fine French Peas	1 30
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

Great interest is centred in the currant trade which seems to hold a position not justified by the records of previous years. Currants are believed by experts to be selling to-day at less than they ought to. Last year was declared to be the largest crop on record and then the price was never less than a shilling below present values. The crop this year is said to be under the average weight of the yield and this coupled with the new legislative arrangements gives currants a fairly strong value. Recovery has been noted in the Sultana market and trade is once more fair. Valencias have sold freely and arrivals are more plentiful now than they were. Higher prices may be expected as the crop is limited. Values in figs continue to be attractive. French plums and prunes are now on the market in excellent form. Some early supplies of fancy fruits have arrived and the stock is said to be ahead of that of last year. Apricots and cherries are considerably cheaper than they were last year. We quote:

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00 1 10
Elemes, per box, new	0 90

DATES.

Dates, Halloweens, per lb	0 03 0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 12½
Peaches "	0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 00
"Royal Buckingham Clusters," ½-boxes	1 00
"Excelsior Windsor Clusters"	4 25
" " ¼s	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 05 0 05½
" " in 1-lb. cartons	00 6 0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Shelled Walnuts	0 19 0 20

NEW FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	
Four crown, fancy, 10-lb. boxes	0 09
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28

ELEME FIGS.

12-oz. boxes	0 08 0 08½
16-oz. "	0 10 0 10½
10-lb. "	0 08 0 09½ 0 10
30-lb. "	0 12 0 12½

Green Fruits.

The end of Canadian grapes seems to have been reached and with the big sale on Thursday, November 3, practically closed the market. Cocoanuts are selling at an advance of 25 cents per bag of 100. From Ottawa a fruit inspector has reported that the shipment of Stark and Ben Davis apples and other large Winter varieties to Great Britain is injurious to the fruit trade. These apples of course are not fit to be consumed for three months yet and as this man said they at present would go to a consumer and would be tasteless and not acceptable.

Other fruits are active and Messina lemons have declined slightly. Nuts of all kinds are selling freely and fine varieties are on the market. New chestnuts have declined to 10 cents. Almeria grapes are selling at $7 per keg. We quote:

Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls	1 00 2 75
Pineapples, 24 to case	4 00
30 to case	3 50
Cranberries, finest dark	8 00
" dark	7 50
" 25 quart boxes	2 25
Bananas	1 10 1 50
Bananas, red, per bunch	1 00
New Messina lemons 300's	3 50
" " 360's	2 50
Peanuts, Bon Tons	0 12
" Sun brand	0 11
" Diamond G brand	0 09½
" Coon brand	0 08

"Nectar" Black Tea, in lead packets and fancy tins only.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE

1-lb. tins 31c. **2-lb. tins 60c.**

There is in **Madam Hout's Coffee** a peculiar flavor, a delicious aroma and a richness which are found in no other. These qualities are due to its composition of the most renowned coffees, selected and blended with the greatest care.

This is the reason of its high reputation and popularity, and any grocer anxious to please the best trade should have it in stock. **It is pure, rich, delicious.**

To arrive in a few days:

57 Half-chests Good Sarjune Congou Black Tea, new crop, fine liquor, at **12½**
32 Chests Ceylon Black Tea, Broken Orange Pekoe, rich flavory liquor, at **25**
27 Chests Ceylon Black Tea, Orange Pekoe, well made leaf, choice liquor, at **20**

Ask for Samples, it pays!

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

Specialty of High-Grade Goods in
Teas, Coffees, Spices and Vinegars.

"EMD" Baking Powder, Vinegar, Spices, Coffee

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL

HAY.

The hay market is depressed both locally and for export. The Government has taken the trouble to deny the report that hay was carried by the I.C.R. to Nova Scotia free of charge. If it was done it was certainly done without any official authority. We quote:

No. 1 timothy	9 00	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

DAIRY PRODUCE EXPORTS.

For the week ending October 31 cheese exports amounted to 47,335 and for the corresponding period of last year to 42,141 boxes. The total exports for the season to the same date were 1,838,671 boxes and for the corresponding period of 1903, 2,174,834 boxes.

Butter—For the week 11,150 packages, corresponding period of last year 7,144 packages. For the season to the same date the total exports were 458,957 packages and for the corresponding period of 1903, 314,036 packages.

HINTS TO BUYERS.

The attention of the trade is directed to a reduction of 10c all round in the price of Gillett's lye—effective this week.

White & Co., Toronto, are receiving large shipments of Almeria grapes.

E. D. Marceau, Montreal, calls the attention of the trade to Madame Huot's coffees, and to interesting values in Saryune Congou and Ceylon black teas.

The John L. Cassidy Co., of Montreal, are showing samples of four or five new stock patterns from Copeland's for Spring delivery. These are particularly choice even for Copeland's.

W. H. Dunn, Montreal, has just received a consignment of 300 cans of Norwegian smoked sardines in olive oil —Aurora brand—30 fish in ¼ tin).

In The Canadian Grocer of Oct. 7 reference was made to Jacob's celebrated Irish biscuits being stocked by Eby-Blain Co., Toronto. Owing to an unfortunate typographical error the word "biscuits" was spelled "besents."

The Eby-Blain Co., Toronto, are offering a fine sample of Barbadoes raw sugar in barrels at a very low price.

The Eby-Blain Co., Toronto, report an unusually heavy demand for their "Gold Medal" granulated, the finest of Canadian refined sugars. They can now fill all orders for both barrels and 100 lb. sacks.

The Eby-Blain Co., Toronto, are quoting cranberries in barrels at close figures, f.o.b. Midland, Ont.

Warren Bros. & Co., Toronto, wish to direct the attention of the trade to their "Red Seal" brand maple syrup, which is guaranteed first-class quality and warranted to keep in any climate.

McWilliam & Everist, wholesale fruit merchants, Toronto, are expecting the arrival of one car of new Messina lemons, one car of Almeria grapes and two cars of Spanish onions.

Leonard Bros., Montreal, report large quantities of new Labrador herring in barrels and half barrels arriving direct and fresh, large, bright and of excellent quality. This firm also have the finest of shell oysters brought direct from the beds. They also have Caraquets.

Laporte, Martin & Cie., Limited, Montreal, are offering, ready for delivery, fine lines of new Valencia raisins and a full assortment of Griffin & Skelley and Castle Bros., California prunes. They are offering to arrive on 15th November, new Mayette Grenoble walnuts, also new Marbots walnuts.

SITUATIONS WANTED

GROCERY—Young Englishman, highly respectable family, life experience, would give services in consideration of board—desk, warehouse, shipping. Box 136, Canadian Grocer, Toronto. (45)

Lipton's Teas and Coffees still in the lead in competition with the whole world.

They have again received the highest awards obtainable at St. Louis.

GRAND Prize

ALSO

GOLD MEDAL FOR PACKAGE TEAS.
GOLD MEDAL FOR PACKAGE COFFEES.

Why not sell the best? It gives you the same profit as others.

SEE PRICES ON PAGE 68.

MONTREAL NEW YORK CHICAGO TORONTO

For more than **8 years** Blue Ribbon Ceylon Tea has undergone the fiery trial—and **has endured** with **honor and character unscathed.** To-day

Blue Ribbon *Ceylon* Tea

stands out a **peerless tea,** and that grocer is wise who puts his faith in **Blue Ribbon.** If he **befriends** it, it will be a **good friend** to him.

The Red Label at 40c. worth 50c. makes good customers.

A Train off the track is a very serious thing, but a **Grocer** off the track is a case more lamentable.

If **CHASE & SANBORN'S** Coffees are **decidedly better** than other kinds, and you do not sell them, then **you** are off the track.

CHASE & SANBORN

The Importers, Montreal

MANITOBA MARKETS.

Winnipeg, Oct. 29, 1904.

THE latest crop bulletin shows that the Spring wheat area this year in the Territories is 1,049,799 acres, with a yield of 20,340,000 bushels, Fall wheat 5,483 acres estimated yield, 106,000.

Business for the past week has been very bright with all markets at an even tenor with a splendid demand in all lines.

Sugar.

The market continues bright and quite firm. Montreal granulated in barrels is still quoted at $5.30; in sacks at $5.20; and yellows at $4.70; Wallaceburg in barrels holds firm at $5.20, and in sacks at $5.10.

Canned Fruits.

The market is firm on all lines of canned fruits, but we are still looking for an advance in strawberries owing to their scarcity. Strawberries are still quoted at $3 for case of 2 dozen. Upton's and Aylmer's jams in pails at 47 1-2c per pail.

Canned peaches and pears which have been on the market for the past two weeks are still being quoted at the last week's price list; peaches, 2-lb. yellows at $3.75 per case; 4-lb. yellows at $5.75 per case, and pears, 2-lb. F.B., $3.25 per case and 3-lb F.B., at $4.25 per case.

Evaporated and Dried Fruit.

The market is very active and quite firm and only the first shipments of Trenors brand of Valencia raisins are yet available which the market continues to quote at $2.10 per box.

Canned Vegetables.

Firmness continues and canned corn holds the same quotation as in last week's price list of $2.50 per case, although this line of canned goods is very scarce. Canned tomatoes hold the price good at $2.75 per case but will undoubtedly go higher. Canned peas are still quoted at $1.80 per case and canned beans at $1.80 to $1.90 per case.

Rolled Oats.

The market is active but prices continue quite firm, quoting 80-lb at $2.35. Other sizes ranging accordingly.

Cornmeal.

The demand is strong and the market is active but firm, quoting cornmeal at $1.25 per sack and 80c per 1-2 sack.

Coffee.

The market is still quite unsettled with a tendency towards an advance in price, but still continues to quote green Rio at 10 1-2 to 11c per pound.

Canned Fish.

Shipments of all the new catch of sockeye salmon which have been on the market for the past few weeks are still being quoted at $7 per case, the shipment of the new Digby chicks are still available at 17c per box.

Honey.

The market is lively but firm and the new stocks of honey coming in are of a very fine quality. The market quotes the 5-lb tins at 13c per pound; 10-lb tins at 12 1-2c per pound; and the 60-lb tins at 11c per pound.

Flour.

The market is at present very active, but now firm, quoting No. 1 patents at $2.90, No. 2 patents at $2.70, No. 3 patents at $2.20, and No. 4 patents at $1.55.

Green Fruit.

The market is bright and active, quoting late valencia oranges at $6 per crate; California lemons at $6 per crate; Washington Italian plums at $1.10 per crate; Washington pears, $2.50 per crate; Ontario apples, $3 per barrel; Ontario snow

PRATTS FOOD

is a money-maker to-day for over 50,000 merchants in Canada and the United states.

We thoroughly advertise the goods for you and, at the same time advertise your own business in a very attractive manner. All this is fully explained in a handsome pamphlet sent you on request.

The ROBERT GREIG CO., Limited, Toronto

SELL

HEINZ

APPLE BUTTER

We never say to the housewife that our Apple Butter is better than home-made. She might be sensitive. It is, in ninety-nine cases out of a hundred, but we prefer she should find it out for herself.

You might just as well get the profit on the Apple Butter your customers use as let some huckster have it. Call up our nearest Branch or Agency.

H. J. HEINZ CO., Pittsburgh, U.S.A.

apples, $4.50 per barrel; Ontario basket pears and tomatoes, 65c per basket; grapes, blue and green, 25c per basket; California grapes Tokays, $3 per barrel; cranberries, Cape Cod, $10 per barrel; celery per dozen bunches, 50c; green tomatoes, per lb. 3c; Spanish onions, $1.50 per case, and Jersey sweet potatoes, $5.50 per barrel.

Eggs.

The demand during the past few weeks has been very heavy. Stocks now on hand have been rather limited as there are few eggs moving in from the country at present. Eggs are still jobbing to the trade at 23c per dozen.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., Nov. 1, 1904.

DEALERS are very busy. All lines of dried fruit are arriving early. The market is in better shape than was expected, and a fair profit should be made. The election continues to some extent to interfere with business. The merchants, particularly those who feel they must give some time to this important event, and their number, if we are to have clean politics, should be much greater than it is, will be pleased when it is over. The high price of canned corn and tomatoes is still a matter of general interest. The dates of the Winter sailings of the Atlantic steamers from St. John have been announced. We would particularly ask western shippers and importers to see that their goods are shipped and imported via Canadian ports. It is for the people to decide if they will use Canadian or American ports. The facilities are provided; will they use them? Less talk and more doing is what is needed.

Oil.

In burning oil the market is very firm and an advance in price is not unexpected. Sales are large. Lubricating oil is very quiet. Paint oils also have a light sale. Values are unchanged. Cod oil is rather easier. There are fair receipts and but a limited demand.

Salt.

In Liverpool coarse salt the present demand is rather light. There are fair stocks and further supplies on the way. Prices are unchanged. In factory filled while there is still a fair quantity of Liverpool salt used, the market is chiefly supplied from Ontario. In box salt, of which a large quantity is used here, a part of the demand has been supplied this year by local dealers boxing a special grade of English salt.

Canned Goods.

Neither in corn nor tomatoes will the association be able to fill their orders.

Fast Selling Goods

Nothing so handicaps the grocer as "slow" goods. There is no profit in merely buying goods; but, buying at one price and selling quickly at another makes the grocery business interesting. If you handle

CLARK'S
Pork and Beans in Chili Sauce

you'll know it.

Every one expects Clark's Pork and Beans even if they do not ask for them by name.

Cocoanut—"White Dove"
The only cocoanut manufactured containing the sweetness of the fresh nut, offered to the trade. Pails, Boxes, and Brls.

Chutneys—Setna's Brand
Finest goods, manufactured for the crowned heads.

Guava Jelly —Pts. } Finest Indian goods imported.
Mango Sauce —Pts. }

Please ask for quotations. Write for samples of cocoanut.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

RETURNED NOV 30 1904 Cut Book 27 Page 25 2 ans.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

NEW ARRIVALS

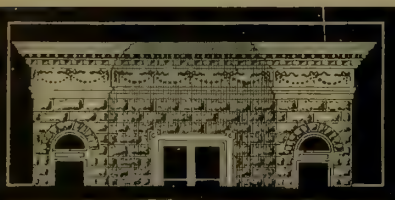
Per S. S. "Escalona." **Now in stock:** Carload Montons Choice Selected Valencia Raisins; also carload Dem Schisas Cleaned Currants, Filiatras, Amalias, Vostizzas, cases and half cases. If you are interested in dried fruits let us have your inquiry.

We have also in stock: New Tap Figs, Seeded Raisins, Prunes, Peels and other seasonable lines. Sultana Raisins, choice quality at 6½ cts. per lb.

VINEGARS

Now is the time to put in stock before the weather gets too cold.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.
We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.
They give a very handsome effect, and enduring, practical satisfaction.
We give estimates if you send measurements and outline of the building.
Think it over.

Metallic Roofing Co.,
Limited,
Wholesale Manufacturers,
Toronto, Canada.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Brock's Bird Seed

is made by a bird lover, a bird student, a bird specialist.

NICHOLSON & BROCK, TORONTO

Prices are high and will be held firm. Peas are quite plentiful. Fruits, except apples, are firm, particularly peaches and strawberries. Gallon apples continue easy with a light sale. Salmon are no higher. Sockeyes are not sold here. While springs are firm there seems to be plenty of cohoes and pinks. Domestic fish are unchanged. Sardines are average pack.

Green Fruits.

Apples are very plentiful and prices are low. There are almost daily auction sales, but only of second-grade stock. In oranges, Jamaica stock holds the market. In lemons, prices are unchanged. Canadian grapes are low. There is a fair sale for Tokays and Malagas. Cape Cod cranberries are freely sold. Bananas are only imported in limited quantities.

Dried Fruits.

It is unfortunate, but in our market some dealers will not take advantage of advanced prices, though when markets go the other way they have to follow. This is particularly noticed in California seeded raisins. Earlier goods now arriving were bought very low. Prices on the coast are higher and the market is very firm, but because some are giving away their profit all suffer. New fruits are to hand, though as yet in limited quantities. Receipts of valencias are very light this year. Evaporated apples are rather easier. Onions are higher. In shelled walnuts and almonds quite low prices are quoted.

Sugar.

Market is particularly firm and a further advance in price is expected. There is a reported change in duty which may affect the importing of foreign sugar.

Fish.

In fresh fish, stock is scarce and variety is small. Chiefly cod and haddock are offered with a few small or chicken halibut and mackerel. In dry fish it is many years since prices were so high at this season. Market is almost bare. Pickled herring are also very scarce and high. There is a fair supply of smoked herring, but prices are still high. A few pickled shad are offered.

Flour, Feed and Meal.

In flour the market is still very firm at the advanced price. A further advance in bread will take place this week. Feed is quite scarce, but there is only a fair demand. Oats are quite high. Oatmeal and cornmeal are unchanged. Beans are tending higher. There is quite a large demand here for yellow eyes. In barley there is but a limited sale. Peas are scarce and high, and demand for round peas light.

G. McGowan, general merchant, Avoca, has sold out to C. S. McCallum.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

GROCERY BUSINESS WANTED.

WANTED—Grocery business in Toronto; stock and fixtures; worth about $600. Address Box 194, CANADIAN GROCER, Toronto. (45)

SITUATIONS VACANT.

CHEESEMAKER desiring profitable employment and good salary, write me for particulars. F. J. Waterson, Brantford. f

GROCERY CLERK — First-class — one with some knowledge of shoe trade preferred. Address Box 16, Paris, Ont. f

WANTED—Respectable and intelligent persons to solicit orders for nursery stock; to the right parties I can offer the best inducements; best time in the year to make a start. Apply for terms at office, to E. D. Smith, Winona, Ont. f

WANTED—A clerk, experienced in general store work, must be prepared to furnish first-class references as to character, etc State wages wanted. Address, The Huron Lumber Co., Spanish River, Ont. (45)

FOR SALE

FOR SALE—Wholesale liquor business—with bonded warehouse, at Wabigoon, Ontario; a going concern; no other wholesale nearer than 95 miles (Rat Portage); stock and building about $12,000; a good opportunity; good reasons for selling, Apply to Thos. McNea, Wabigoon, Western Ontario. f

BUSINESS CHANCES.

FRUIT, confectionery, oyster parlor, and restaurant business; fifteen thousand annually; first-class trade. Geo. Menzies, Real Estate Agent, Owen Sound. f

WANTED, a purchaser for small manufacturing business, capital required about $5,000 00. Present owner would take an interest in the business with a reliable man. The present owner's reason for selling is other business takes up all of his time. Address box 191 Canadian Grocer, Toronto. (46)

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D'Olier street, Dublin. (46)

Business Changes

A. D. NICHOLSON, general merchant, Pendleton, has assigned to Lamarche & Benoit.

F. Charron, grocer, Chatham, has sold out to A. Benoit.

Marks Baking Co., Walkerville, are closing up business.

D. Ashwell, grocer, London, has sold out to Fred. Traver.

M. A. McAdam, grocer, Renfrew, has retired from business.

J. M. Tait, dry goods merchant and grocer, Glencoe, is dead.

W. H. J. Irving, grocer, Toronto, has assigned to W. Douglas.

C. A. Forshee, grocer, Dresden, has sold out to J. H. Martin.

L. A. Guerin, general merchant, Embrun, has succeeded O. Dufour.

A. L. Kemp, general merchant, Wilverwater, is asking for an extension of time.

Fisher & Campbell, grocers, Port Arthur, have been succeeded by J. D. Campbell.

QUEBEC.

C. Leclaire, grocer, Montreal, has sold out to Moquin & Frere.

F. X. Bilodeau is curator to Joseph Vernier, grocer, Montreal.

J. G. Piche is curator for Dugas & Geoffrey, grocers, Joliette.

J. D. Boileau, grocer, Montreal, has sold out to Joseph Marceau.

The assets of D. Godin, flour and coal dealer, St. Johns, have been sold.

Tison & Guillet, grocers, Montreal, have sold out to Plourde & Sirois.

Leon Maheu, wholesale and retail liquor dealer, Victoriaville, is dead.

The assets of A. Charlebois, general merchant, Boucherville, have been sold.

The assets of C. A. Cunningham & Co., general merchants, Bedford, have been sold.

V. E. Paradis has been appointed curator to J. A. Ottis, general merchant, St. Felicite.

The stock of Samuel Viner, general merchant, Rimouski, has been sold at 58c on the dollar.

A meeting was called for Nov. 5 to appoint a curator to Edward Jean, general merchant, Amqui.

J. B. Audet & Cie., grocers, Lauzon, have dissolved partnership; business continued by J. B. Audet.

C. Spector, grocer and liquor dealer, Montreal, has assigned; meeting of creditors announced for Nov. 4.

A meeting to appoint curator to D. Bellehumeur, general merchant, St. Guillaume D'Upton, has been called for Nov. 8.

M. J. McKerley and John Kitto have registered under the style of McKerley & Co., grocers, confectioners, etc., Montreal.

Poitras & Paradis, flour, grain, etc., merchants, Quebec, have dissolved partnership; business continued by Chas. A. Paradis in his own name.

E. J. Jolicoeur, of Lemieux & Jolicoeur, general merchants, Chicoutimi, is dead; business continued by Lemieux; style of firm name unchanged.

NEW BRUNSWICK.

Johnston & Shanklin, grocers, St. John, have dissolved partnership.

G. Jackson, of Clark & Jackson, general merchants, L'Etang, is dead.

NOVA SCOTIA.

Max Wener, general merchant, Sydney, has assigned.

MANITOBA AND N.W.T.

A. Fenwick, grain merchant, Alexander, is dead.

W. E. Innis & Co., grocers, Winnipeg, have sold out.

The F. O. Maber Co., Winnipeg, have been burned out.

J. Kehler, general merchant, Hague, has been burned out.

T. E. Mahaffy, general merchant, Hague, has been burned out.

J. E. Orange, grocer, Crystal City, has sold out to Richard & Colter.

A. Davies, general merchant, Strathcona, has sold out to T. P. Malone.

W. A. Ott, tobacconist, Lethbridge, has been succeeded by Ott & Bullock.

J. Brown & Co., general merchants, Birnie, have sold out to John Foulston.

Foulston Bros., general merchants, Riding Mountain, have dissolved partnership.

Karstedt & Pratt, general merchants, Crystal Spring, have dissolved partnership; F. Pratt continues.

A meeting of the creditors of L. Wolch, general merchant, Yorkton, was to have taken place on Oct. 31.

Gordon & Hurssell, general merchants, Mather, have dissolved partnership; Mr. Hurssell retires from business.

W. W. Amos has sold his interest in the Hall, Scott & Co.'s general mercantile business, Lloydminster, to B. H. Malahar.

BRITISH COLUMBIA.

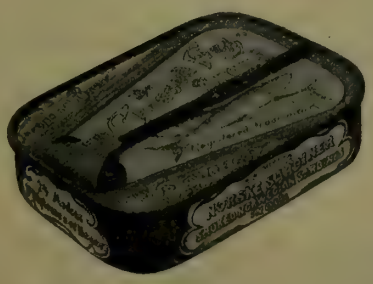
P. C. Dunlevy, general merchant, is dead.

Wm. Duthie, feed dealer, Vancouver, has been succeeded by Smith & Forest.

Blair & Haddon, general merchants, Cloverdale, have assigned to H. A. Eastman; creditors' meeting was to have been Nov. 4.

CONSUMPTION OF BUTTER.

SINCE 1894 the quantity of butter imported by Great Britain has increased by fully ninety per cent., a pace with which the countries that were formerly the principal sources of supply have been unable to keep up. Denmark in 1903 had only been able to increase her exports to Great Britain by 52 per cent.; those from France had actually decreased; Swedish butter exports were one-third less than they were in 1895. Those from Australia were less than half of what they were in 1895. As a matter of fact Great Britain was compelled to seek new sources of supply to meet the increased demand, namely, Canada, New Zealand and Russia. The imports from Canada increased 376 per cent., from New Zealand 369 per cent., and those from Russia by nearly 280 per cent. Canada's keenest competitor is Denmark at the present time, which in 1903 supplied nearly 44 per cent. of the British demand or 200,000,000 lbs.



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

TRADE MARK
This design a guarantee of quality.
DO YOU PUBLISH A CATALOGUE?
IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER.
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."
YOUR PRINTER CAN SUPPLY IT.
CANADA PAPER CO.
Toronto LIMITED Montreal

COWAN'S COCOA

Maple Leaf Label
Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS,

and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

CHOCOLATES

from 20c. up to 40c. per pound.

COCOAS

from 20c. per pound in 10-lb. tins up to 50c. per pound in ¼-lb. packages.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

HIGH-CLASS CONFECTIONERY

A few different lines :

—Almond Maple Chocolate.
—Pecan do do
—Walnut do do
—Dipped Chocolate Ginger.
— do Burnt Almonds.
— do Filberts.
— do Kernals.
— do Pineapple Fruit.
— do French Nougat.

Our assortment of FRENCH FRUITS is now complete, including :

—French Pineapple Fritters, (pink and white).
—Assorted French Fruits.
—No. 1 and No. 2 Bigeraux Cherries.

Also Grated Pineapple, in tins.

Mail orders satisfactorily filled.

A. J. STEWART, LIMITED,
Makers of STEWART'S Fine Chocolates,
Toronto, Canada.

OPTIMISTIC ?

Yes, we confess we are.

EXCELSIOR COFFEE

is still the leading HIGH-GRADE blend.
Best anywhere.

TODHUNTER, MITCHELL & CO.

Coffee Importers—— TORONTO

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

ST. CHARLES, ILL., U.S.A. FACTORIES: Ingersoll, Ontario, Canada, St. Charles and Chenning, Ill.

We are offering fine, good style, fine cup quality

Japan Tea at 12c.

Also special values in several lines New Japan Fannings and Siftings.

Special values in Green Maracaibo and Javas.

James Rutherford & Co.

27 St. Sacrament Street :: MONTREAL.

Window Displays

RETURNED
NOV - 4 190

See The Canadian Grocer's comment on the display of "BEE" Brand goods in the windows of the leading Montreal grocers. It will pay you to give us a window.

Write us for particulars.

Snowdon, Forbes & Co.

Montreal

A Biscuit Factory

makes biscuits. We operate one of the largest biscuit factories in Canada. Our chief product is

PERFECTION CREAM SODAS

—the finest Sodas in the world.

In addition we make an immense variety of

Fancy Biscuits

of quality unexcelled.

We are in the biscuit business **hard**, and we want the finest trade of the whole grocery fraternity.

Send us your next order.

THE Mooney Biscuit & Candy Company, LIMITED,

Stratford, - Canada.

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS

AND GRAIN DEALERS

192 King Street East

TORONTO.

Biscuits And Confectionery

A Model Syrup Factory.

THE GROCER recently had the opportunity and pleasure of a visit to what may justly be called a model syrup factory, namely, "Sugars Limited," 11 St. Therese street, Montreal, whose brands of maple syrup and maple sugar are known throughout the land. The building consists of a two storey stone and brick building fitted with every convenience and modern machinery for the proper preparation of maple products. The boiling is done on the top floor, in large tanks, each holding several hundred gallons. After the boiling process, the syrup is passed to the lower floor, through pipes, and triple filters. These filters are mechanical, and arranged in such a manner that not the slightest residue can pass through into the storage tanks.

The storage tanks, of which there are four, are connected with automatic filling machines, having such a large capacity that it is not necessary to stop the flow of the syrup, until the tanks have been emptied.

The boiling of the maple sugar is done in steam jacketed copper kettles, covered with galvanized iron lids, which makes them perfectly clean and dust proof. Every night these kettles are thoroughly cleaned out and scrubbed to a high degree of brightness and cleanliness, thus insuring absolutely healthy and clean products. It takes about 20 minutes to run a batch of syrup through, and as several hundred gallons are manipulated at a time, it can readily be understood that a large quantity of syrup is turned out daily.

The filling room on the ground floor is connected with the labelling department, which is also a large repository for sugar that has been run into moulds. The labelling is attended to by young ladies in a neat and expeditious manner, the greatest care being taken in turning the goods out brightly and neatly labelled and packed.

A feature that struck The Grocer, was the general air of brightness as regards light, flooring and walls, the former being concreted, and the latter kalsomined. Everything was thoroughly clean and bright; as Mr. McMillan explained, the concrete floors are scoured and scrubbed every night, and there is a lack of that syrupy condition frequently found in factories where syrup products are made.

The store room has a large capacity, and at present a stock of between 400,000 and 500,000 pounds of pure Quebec maple sugar is held in reserve. Since its commencement in the Spring of the year the business has extended in a very satisfactory manner, orders for "Diamond Brand," and others of their products having been received from every large wholesale centre in Canada. It is expected that the capacity of the factory will be taxed to its utmost during the coming season.

Note.

Stoddart & Millar, of Winnipeg, have erected a confectionery establishment at Abernethy, N.W.T.

JAPAN TEA AT ST. LOUIS FAIR.

MR. SHAW T. NISHIMURA, of the Japan Central Tea Traders' Association, has returned from a three weeks trip to the Louisiana Purchase Exposition, St. Louis, where he made a special study of the tea exhibits, particularly of the Japan section and Formosa products; he expressed himself as very much surprised, satisfactorily so, at the exhibits made by Formosa and was delighted with Japan's exhibits. The tea exhibits of Japan were very fine and complete, everyone of them receiving "Le Grand Prix." The products of the Island of Formosa were also numerous and interesting; tea, camphor, peanuts, and all products which have been experimented with by the Japanese Government on the island show a wonderful development and the future outlook for trade is very bright.

The Japanese pavilion has a splendid location on the side of a hill, facing beautifully arranged landscape gardens. The building itself is a model of a well-known building of Kioto, Japan. The interest in Japan tea shown by the thousands of visitors to the pavilion is very keen, the attendants serving nearly 3,000 tea drinkers every day. There is no doubt that American visitors in particular have been highly impressed with the fine qualities of Japan teas.

DON'T ASK FOR "DUTCH COCOA"

——ASK FOR——

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

---

old reputation **Attention!** old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

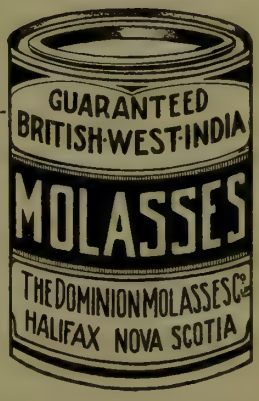
Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

MOLASSES

2 lb. 5 lb. 3 lb. 10 lb.



Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

NEW
MESSINA
LEMONS

FIRST CAR arrived this week. About all sold. ANOTHER CAR due.

STOCK FINEST

Almeria Grapes

Another lot, 500 bbls., due.

SEND US YOUR ORDER.

McWILLIAM
Mc. AND E.
EVERIST

Phone Main 645.
TORONTO, CANADA.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Dried and Evaporated Apples.

A GENTLEMAN just returned from Europe reports that the fruit crops almost without exception have turned out remarkably well this year and that all countries, England, Scotland, Ireland and the Continent, will require very short supplies from Canada and the States. This especially applies to sun-dried apples, and he would like to warn the Canadian curers and the storekeepers to produce only the best quality and then to look only for very moderate prices. Stock with many burnt pieces and thin brown slices will be simply unsaleable at any price, and therefore should not be offered to shippers only to be rejected. Buyers on the Continent will be very exacting this year in any purchases they may make in order that the quality should be first-class and dry; therefore it will be extremely dangerous for storekeepers and others to add moisture in any shape or form to the apples.

The green apple crop in these countries is simply immense, and so long as they can get green fruit they will not buy sun-dried. The green fruit will probably last until March or April next. New York houses are offering freely prime evaporated slices in 50-lb. boxes at 4¾c delivered to European ports.

New Potato Imitation.

"The wooden nutmeg of Connecticut was the first imitation food," said a grocer, "and then came the mean Bostonian who dried snow and sold it for salt. This year we have an imitation new potato.

"A westerner put the imitation new potato on the market, and they say he has made about 80 per cent. profit out of it. I am speaking seriously, now, mind. Of course, it was in a joking way I alluded to the nutmeg and the salt.

"The westerner, to accomplish his deception, plants on toward the end of the Summer a crop of late potatoes of a kind that keep well. These ripen and are dug up just before the first frost. They are sorted and all the bad ones are thrown out. Then the rest are buried in a field.

"The crop lies buried, preserved from all harm under the soil, till early Spring. About two months before the first genuine potatoes have appeared it is dug up.

"A great bath of a solution of lye is prepared, and in this bath the potatoes are dipped. When they emerge from their plunge their skins are pink and curly, and their flesh is hard and firm. In a word, they are to all appearances new potatoes, and they would deceive any one.

"There are many imitation foods," the grocer ended. "We have imitation butter, imitation coffee, imitation honey and imitation maple sugar. Not one of these frauds though, is as hard to detest as the imitation new potato."—Washington Post.

A Curious Plant.

An amateur Hamilton gardener has succeeded in producing a combined potato and tomato vine that has fine ordinary potatoes on its roots and two tomatoes on the top of the vine. And it is no chance that brought it about. The gentleman who raised it has been working at the idea for seven years. He believed it could be done, and by grafting and hybridizing by means of bees, he succeeded. The seeds of the tomato, when planted, will grow potatoes on the roots of the vine and tomatoes on top, and the same result can be got from planting the potatoes.

To Protect From Frost.

Canadian fruit growers will be interested in a method now under investigation by Professor J. B. Reynolds of the Ontario Agricultural College, by means of which frosts may be forecast and immature fruit thus protected. A sling psychometer is used, which indicates the amount of moisture in the air. When the thermometer indicates the dew point of 40 or below about sundown there is danger of frost, especially if the sky is clear and the air still.

California Orange Crop.

The California naval orange crop is estimated at 26,000 cars for the coming season, as against 27,500 cars last year, and should the weather prove milder than last Winter the entire crop will be

marketed at a fair price. One thing is certain, there will be plenty to go round, and at a price at which the general public will be able to consume freely.

Fruit Shipments to Ireland.

A prominent Irish fruit grower writes that Ontario fruit growers are not receiving the full benefit of shipments of fruit to Ireland. The fruit is shipped to Ireland and then across the channel so that Irish middlemen get all the profit. The suggestion is made that the fruit growers should petition the Dominion Government asking that subsidized mail steamers be compelled to call at Irish ports in order to give a direct service.

Florida Fruit Crop.

A conservative estimate of the entire Florida fruit crop for the season 1904-05 is about 30,000,000 crates. Of this the orange crop will total approximately 1,750,000 crates; this would have been much larger but for the drought during the growing season, and the ravages of insect pests.

Fruit Growers to Visit United States.

The fruit growers of Ontario are much pleased at the recent action of the Railway Commission in appointing a special committee, including the president of the Ontario Fruit Growers' Association, to visit points in the United States for the purpose of seeing what measures have been adopted by railroads and fruit growers across the border for the transportation of fruit.

A special effort will be made by the committee to see if a car cannot be found suitable for transporting fruit during the fruit season and that can be used for other purposes at other seasons.

Fruit Notes.

A movement is on foot in Grimsby to form an association for the sale and distribution of fruit.

The new "Climax Grocery," Fort William, Ont., is about completed and will be occupied by the proprietor, J. E. Rutledge, within the next few days.

New Messina Lemons

KING EDWARD and SOLDIER Brands

OUR first arrivals of these celebrated brands are here. The quality is exceptionally fine. Place your order with us for prompt delivery.

WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East. **TORONTO.**

W. B. Stringer
J. J. McCabe

2 and 1

'Phone Office Main 520.

2 brands of LEMONS and 1 brand of ORANGES that will always please your customers. Ask your dealer for them.

LEMONS—"ST. NICHOLAS," Ex. Fancy; "KICKING," Ex. Choice.
ORANGES—Sweet Sonora "STAR" Brand Mexicans.

61 Front St. East TORONTO **W. B. STRINGER & CO.** Agents Fruit Broker

Diamond Brand
MAPLE SYRUP
High Grade Moderate Price
All Wholesale Grocers

WESTERN ONTARIO HEADQUARTERS
FOR EVERYTHING IN FRUITS

JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.

CRANBERRIES Strictly Fancy, Early Blacks. Prices close.

Phone, Wire or Mail Orders. **HUGH WALKER & SON** GUELPH, ONT.

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
Mfr's choice grades
Evaporated Apples

Manitoba and the Northwest
dealers who buy
APPLES should write me.
I supply a superior grade of fruit packed according to government standard.
Write for Quotations
EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

The BEST Grocers

SELL

The BEST FLOUR

Proven Best by Daily Test

FLOUR AND CEREAL FOODS

A Flurry in Oatmeal.

THE oatmeal interests of Ontario have been rudely disturbed within the last few weeks by the dumping on the market of several cars of American oatmeal products, which have been sold at a figure considerably under the level of quotations ruling here. Unfortunately the dumping clause of the new tariff regulations is not framed to cover such a case to the satisfaction of the Canadian manufacturer, since conditions at present in the United States are favorable to the production of cheap oatmeal, the oat crop there being fair while that of Ontario is practically a failure. For this reason American oatmeal products can and have actually been brought into the country and sold on this market at a price 25c cheaper per barrel than the domestic article. And this after paying an import duty of 64c per barrel on the manufactured product, or $1.20 per barrel on the raw material. Canadian manufacturers, on the other hand, have to pay $1.80 per barrel on the raw material and the same duty on the manufactured product exported to the United States.

On the arrival of several cars of American oatmeal in Canada no other course remained open to the Canadian manufacturer but to reduce his price to meet the competition which he considers is unfair and robs him of his legitimate profit. Meanwhile the Canadian consumer is enjoying cheap oatmeal and the prospect of seeing American oatmeal mills established in his midst.

Breadstuffs in Great Britain.

IN the past year the harvest has proved very interesting in regard to British supplies of breadstuffs (wheat and flour) says J. B. Jackson, commercial agent at Leeds and Hull, Eng.

The British home crop was 9,459,680 bushels less than the previous year 1902-3, but even with this great shortage in British home supplies, which was also increased by the poorness of the quality, there has been a shrinkage of about one-third in the supplies of wheat and flour which the United States sent. Heretofore, the British chief source of supply has been the United States. To make up the balance Canada, India, Russia, Australia and the Argentine exported to Great Britain larger amounts of wheat than in any previous harvest year, and made up for the deficiencies in the home crop and in the supplies formerly received from the United States.

It appears from the above figures that the United States consequent on the rapid increase of its population, and its export of grain being less and less, has caused wheat production in the other parts of the world to be revived. Especially does this seem to be the case in India and Russia. This is rather a hopeful sign, indicating as it does that the sources upon which Great Britain can depend for food supplies in the future are increasing, and that the influence of the United States in the world's wheat markets has obviously declined.

The probabilities of the market at present are that Great Britain will pay rather more for her breadstuffs than last year.

Western Grain Situation.

IN the course of an interview with Mr. D. Plewes, flour exporter, of Toronto, who has just returned from a six weeks' trip to Manitoba and the Territories a representative of The Grocer gleaned the following interesting information:

The outturn of grain in Manitoba and the Northwest will total considerably over 60,000,000 bushels. There will be a larger percentage of shrunken wheat this year than usual; probably one-third of the entire crop has been affected by rust, and as a result it will grade lower although its bread making properties will not be seriously impaired. An impetus has been given to business generally throughout the west such as has not been known for a long time; farmers are congratulating themselves on the realization of their hopes for dollar wheat and grain growing has taken such a hold on the western mind that even the artisan is in many cases giving up his trade to go into framing. It is probable that high prices will continue to rule until there are immediate prospects of another bumper crop, which is many months distant.

A considerable quantity of Manitoba wheat grading from No. 3 down is being bought for export. Higher grades have been kept at home so far, or, as happened within the last few days, have been exported to the United States there to be ground and exported by American millers. Prices in Canada are just about on an export level except in the higher grades; it is a question whether the latter will not remain above a level at which it is profitable to export. For instance Manitoba wheat, No. 2 is bringing $1.07 to-day, whereas the price at Fort William is only 8c under this, nominally 99c per bushel.

Prices in the United States are away above an export level. It gives one only a vague idea of the shortage in this year's wheat crop over there to say that the quantity of good wheat grown this year will not be sufficient to bread the population. At the same time Canada is in the fortunate predicament of having 30,000,000 bushels beyond domestic requirements. What is more natural than that American millers should want some of this surplus for domestic use, particularly when it is remembered that the American consumer will have high grade flour at any price, whether or no hard wheat is a scarce article over there. The next thing to be considered is that American flour exporters made extensive contracts abroad before it was known that there would be any crop shortage in the States. In order to hold their place in foreign markets these contracts have had to be met even at a loss, which accounts for American exports at a time when prices ruling in the United States are away above an export level. Canadian shippers have been caught in the same way, one case in point netting the shipper $135 loss on a single car. The shrinkage in the American cereal export trade during the present year is easily seen from the actual return, namely 10,000,000 bushels as compared with 80,000,000 bushels in normal years.

There is little question but that the United States will continue to export

RETURN
JAN 9 19
Cut Both
Roll
Cyl

It Has Broken Down Prejudice

GROCERS

were rather shy at first about extending the glad hand to the new cereal—

ORANGE MEAT

Now they have had their misgivings scattered to the winds. The public ask for it; and when that time comes, no grocer has a reason to be cautious.

Orange Meat

has proved its right to be sold, and it will continue to be sold—just because its merits have been recognized.

THE FRONTENAC CEREAL CO., Limited

KINGSTON, ONT.

wheat and flour for many years to come under ordinary conditions, notwithstanding their enormous increase in population. If, as seems likely, there is an increasing demand for Manitoba wheat for consumption in the United States it will be imported in the raw state and milled in Minneapolis. The surplus wheat of Canada for some years to come will probably be divided between the United States and Great Britain. Canadian wheat exported to the latter country will be milled at home or in the consuming markets. The direction which the milling industry for this trade will take in the future depends altogether on whether the British miller is given protection or Canadian flour is admitted free to Great Britain. If the latter, the milling for the export trade will be done in Canada. If the preference is given to the British miller he will ultimately control the milling industry.

Number of Elevators Growing.

ACCORDING to the official report of the chief grain inspector for Manitoba the number of licensed elevators and warehouses in Manitoba in 1902 was 662 with a total capacity of 30,356,440 bushels. In 1904 there were 822 elevators and warehouses with a capacity of 41,186,000 bushels. The elevators increased by 176, and the warehouses decreased by 18. There was a gain in capacity of 10,829,560 bushels. In Manitoba the Canadian Northern last year had 37 more elevators than the year before and 7 less warehouses. The C.P.R. had 56 more elevators and 6 less warehouses.

In the Northwest Territories the C.P.R. has increased its elevators by 85, but has 5 less warehouses.

U. S. Mills and Canadian Flour.

As if to lend additional color to the surmise that the milling of Canadian wheat in bond will be carried on extensively this Winter in Minneapolis, comes the announcement that the Washburn-Crosby Co. has bought a round lot of Manitoba wheat totalling nearly one million bushels for grinding purposes.

The wheat supply in the United States is such that millers can already see a scarcity of milling wheat. Much of the Minnesota and South Dakota wheat is of too low a grade to make good flour.

Winnipeg Quotations for New York.

The Committee on Statistics of the New York Produce Exchange has decided to arrange for Winnipeg quotations and will in future secure telegraphic prices of the leading grades of wheat at Winnipeg at intervals of less than half an hour during the day. The reason for this is that wheat in the Winnipeg market is much cheaper than in any American centre and that Winnipeg prices reflect what the markets of the world will pay, whereas New York at the present time does not come into direct contact with the world's markets on account of New York prices being away above an export level. American exporters must have some way of knowing what prices foreign buyers will pay for wheat. New York will do her "hedging" in Winnipeg.

Inquiry From Glasgow Firm.

The Grocer is in communication with a firm in Glasgow, Scotland, which is open to represent large shippers of Canadian flour. The name and address of the said firm may be had by application to the Toronto offices of The Canadian Grocer.

Cereal Notes.

Mr. S. Plewes has sold the Creemore Flour Mills to the Plewes Milling Co.

A chopping mill is being added to the branch of the Canada Flour Mills at Blenheim, Ont.

The Balgonie Milling Co. will build a flour mill at Balgonie, N. W. T., with capacity of 125 barrels.

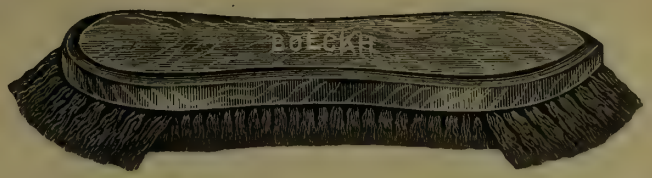
Smith's grist mill at Simcoe, Ont., has been destroyed by fire with all its contents of grain and flour.

The representative of a large American milling firm visited Toronto and some other Ontario points recently with a view to locating a thousand barrel oatmeal mill to supply Canadian and export trade.

The Manitoba Grain Export Co. has been registered in England with capital of £10,000, to carry on in the United Kingdom, Canada, the United States, etc., the business of exporters, importers, and dealers in breadstuffs.

The Central Freight Association has increased the rates on grain and grain products, effective December 5, from 1 1-2 to 2 1-2c per 100 pounds from Chicago to the seaboard. The rate on domestic grain has increased from 17 1-2c to 20c and on export grain from 13 1-2c to 15c. The rate on flour for export was increased from 15c to 16 1-2c and on domestic flour from 17 1-2c to 20c.

Good Brushes



Many housekeepers are "finicky" about their brushes—please that class of women on **quality**, and you are safe with the class that don't care. We are particular that every brush we make shall conform to one ideal standard in its class. You may know in advance what to expect when you sell **BOECKH'S BRUSHES** and **BROOMS**—satisfied customers.

We also depend upon obtaining YOUR Good-will.

United Factories, Limited,
Head Office: TORONTO.

BRANCHES:
MONTREAL
LONDON

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

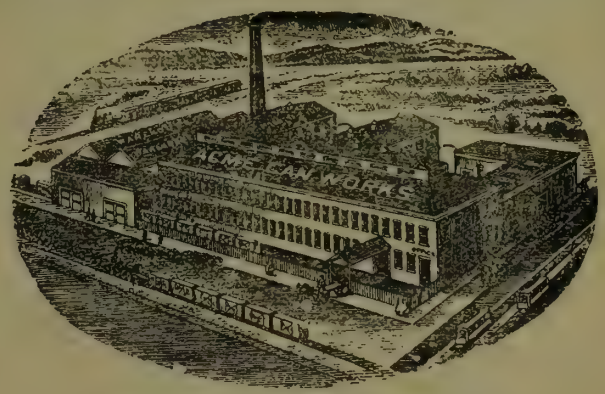
We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works make the largest assortment of any factory in America of TIN CANS by the latest up-to date automatic machinery.

We are the **only** makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of
Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans
Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Japan's Tobacco Monopoly.

THE law relating to the monopoly of leaf tobacco was promulgated in March, 1896. This law provided that all leaf tobacco grown was to be bought by the Government and in turn sold to the manufacturers by the Government at a fixed rate of profit. The Government has realized a good profit from this system, but in studying the customs in respect to tobacco monopoly of other countries it was seen that the monopoly of leaf tobacco was but a step to the establishment of the monopoly of tobacco manufacture, with the result that the law of monopoly of tobacco manufacture was established in March, 1904.

According to this law, though the Government has the exclusive right of tobacco manufacture, the cultivation of leaf tobacco is left to private growers, as heretofore. Tobacco is to be made at public factories established in various parts of the country. The manufactured article is to be sold to retailers through the hands of wholesale merchants and then to the consumer, the wholesale merchants and retailers to be appointed by the Government.

In the case of cigarettes, the new monopoly law went into effect in July, 1904, and the requirements regarding cut tobacco will go into effect in April, 1905.

No More Yaguas.

PRESIDENT PALMA, of Cuba, has signed the "Yagua" bill, prohibiting the further exportation from the island of yaguas.

The yagua is the outer covering of the pod from which the leaves of the palm tree of Cuba issue in clusters or groups, and when the leaves have attained their mature growth, the yaguas fall off. They are of considerable thickness and strength and have the firmness of thin wooden boards such as are used in fruit and bicycle crating. They are used by the tobacco planters and shippers of Cuba for wrapping tobacco and cigars in every form and quantity and afford to the material every natural protection in transit.

The Cuban tobacco cigars having come to be associated with their wrappers of yaguas, Georgia and Texas growers and wholesalers of the plant adopted a few years ago the idea of importing the yaguas to serve as a covering, at once protecting their product and giving it a marked resemblance to the Cuban tobacco. Soon the effect began to be felt in the American consumption of the latter, and the passage and promulgation of the hotly-debated "Yagua bill" is the result.

Points About Tobacco.

TOBACCOS are frequently differently named, and often smokers are surprised that tobacco bearing widely separated names as Turkey and Virginia could grow in the same field. Speaking upon this point, a representative of a leading tobacco interest says:

"A smoker can generally tell the difference between Turkey and Virginia tobaccos at the first whiff, but if you ask him what the original distinction is between the two he will tell you that one comes from this country and the other from Turkey. He is wrong. You could grow Turkish and Virginia tobaccos in the same field, for they are merely two different varieties of the same plant. Turkish is the leaf of 'Nicotiana rustica,' while the Virginian is 'Nicotiana Augustipolia.' Of course the two are often blended by tobacconists.

"Again, there is the difficulty most persons find in telling the difference as to what constitutes 'strong' and 'mild' tobaccos. It is simple enough. The strong product is so manufactured that it burns badly, or slowly. The result is that the contained nicotine is distilled in an unaltered state.

"You often hear, too, no doubt, cigars spoken of as 'cabbage leaves,' and many persons believe that these are actually adulterated with other substances than tobacco. Often in such a weed the outside wrapper is noticed to be patched with pale green, and that fact is held proof of the cabbage-leaf libel. The piece of greenish leaf is real tobacco which has been picked unripe or not properly cured. It is only to be found, however, in thin, poor leaf.

"There is an old-standing tradition, also, that cigars with spots on them are better than others. One grower has invented a machine for sprinkling growing tobacco with a solution of potash to produce such spots. I need hardly tell you, however, that the whole idea is an absolute delusion.

"Tobacco, too, for cigarette smoking is sprinkled with water before use. A

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

If You Made Cigars

Would you sell them on the terms we do?—namely :

1,000 Cigars, assorted as desired, express prepaid, on usual terms. Will take back at the end of three months any unsold stock at invoice price.

There are a good many cigar manufacturers who wouldn't think of selling cigars on such terms—too liberal, too costly.

As for ourselves, it is neither liberal nor costly; it is strictly business.

Pebble for a 5-center, **Pharaoh** for a 10-center should make a part of every order.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

FINE fun for us to have the worth of **T & B.** smoking tobacco heralded far and wide by men who know. No tobacco can be better, and we know of no others so good. Certainly **T. & B.** (10-cent size) is the best Smoking Tobacco for the grocery to handle. No kicks then. Nice profits, too.

Geo. E. Tuckett & Son Co., Limited,

Hamilton, Canada.

discovery has recently been made that the water from a petrifying spring in Colorado used for that purpose gives the cigarettes a most agreeable flavor, and cigarettes so manufactured are shortly to be placed on the market."

U. S. Cigar Leaf Crops.

The cigar leaf crops of the United States for 1904 are estimated at 427,700 cases, equivalent to about 150,000,000 pounds. This total is about 41,000,000 pounds less than last year's crop and 67,000,000 pounds less than the 1902. The deficiency is chiefly in the Wisconsin and Pennsylvania crops; the yield of the Wisconsin is estimated to be 115,500 cases against 158,500 of 1903, and the yield of the Pennsylvania is estimated at 82,000 cases against 86,000 in 1903. Ohio is credited with a larger output by 2,300 cases, and New England with one of 7,400.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

It becomes a Labor of Love

to push

McALPIN'S TOBACCOS

Tobacco users prefer them—and the grocer gets better profits.

Smoking

Tonka
Solid Comfort
Pinchin's
Hand Made

Chewing

British Navy
King's Navy
Beaver
Apricot

The Tobacco Crop in Western Ontario.

(By E. Bailey.)

AS far as the tobacco crop is concerned there is a larger acreage in Western Ontario than last year, although on account of the failure and scarcity of plants in the earlier part of the season. and later on a drought which extended over a period of six weeks the crop was much under the average in growth. The latter part of the season has been favorable for the growing crops and some have turned out fairly well which at one time were not expected to be of much value. The frost of September 25 greatly damaged the tobacco crops, especially those growing away from the lakes and many fields were not harvested but ploughed under. A considerable percentage harvested was cut before it had fully matured and will not be worth much. A good deal also is frostbitten which will be almost valueless

The average harvested before the Autumn frost came will not go over 800 pounds to the acre, which means less than three-fourths of a crop. It is questionable whether more than two million pounds will be marketable although we hear speculators talking of a four million pound crop.

The annual consumption of Burley leaf grown in Western Ontario is about three million pounds and in view of the fact that there was no 1903 crop carried over to this year the price will be in the neighborhood of 10 to 12c per pound from growers of the best grades.

There can be little doubt that within a few years cigar leaf will be more largely used than Burley, although during the past year very little was grown, the only consumer in the Kingsville section being the British Canadian Cigar Co., Kingsville, Ont., which operates a combination factory. Cigar leaf will be much needed before another crop can be grown. Pitts, Wigle & Co., of Kingsville have a large warehouse in connection with cigar leaf and will be unable to secure a stock of new leaf, although they have on hand about 150,000 pounds of Zimmer Spanish, Havana and Connecticut seeds. There is a feeling among the growers in favor of growing Zimmer Spanish and other varieties of cigar leaf if only they can get a price bearing a proper ratio to that paid for Burley which produces several hundred more pounds to the acre than cigar leaf. There can be little doubt that if the growers were paid an average price for it they could produce quite as good a working leaf as the foreign. For this reason the manufacturer should encourage the Canadian grower to cultivate cigar leaf, which as a matter of fact is already in considerable demand in eastern markets.

If there were a heavier duty on foreign cigar leaf coming into Canada, there would undoubtedly be a big demand for our domestic leaf, but until this comes to pass the market cannot be other than limited. If a crop had been grown this year it would have sold readily since the leaf has tested exceedingly well and is pronounced by eastern manufacturers to have produced a good working leaf and to have been of first-class quality. The only difficulty so far has arisen because farmers have not taken sufficient pains in curing and handling the leaf. They in turn protest that they have never been able to realize a reasonable price for cigar leaf. It is thought among those conversant with the situation that if they were given say 15c per pound for such leaf there would be a choice lot grown, handled, sorted and packed with due care.

Taking Canadian leaf all round this year the quality is below the average and manufacturers are expecting a larger proportion than usual of inferior leaf.

Field of White Burley Leaf, Kingsville, Ont.

Giant Tobacco Firm.

The American Tobacco Co., with head offices at Jersey City, has been incorporated. The company is capitalized at $180,000,000 and the officers are as follows: President, J. B. Duke; Vice-Presidents, J. B. Cobb, C. C. Duke, C. E. Halliwell, W. R. Harris, and P. S. Hill; Secretary, W. H. McAllister; Treasurer, J. M. W. Hicks.

Tobacco Notes.

The 1904 crop of tobacco in Mexico is estimated at 28,000,000 to 30,000,000 pounds.

A bill has been introduced to the House of Representatives, New Zealand, known as the "Trade Monopolies Prevention Bill," which takes cognizance of the tobacco, cigar and cigarette trades.

GOOD THING FOR ST. JOHN, N.B.

As the season nears its close, considerable interest is being taken in the Maritime Province ports, more especially St. John, N.B., to which port the C.P.R. Steamship Co. intends to transfer its business from Montreal about November 15, the first steamer sailing on November 22. This company has made considerable addition to its accommodation in that port, and has increased its staff. A number of C.P.R. employes who work in Montreal during the Summer, will leave shortly for St. John. One feature that interests the grocery and other trades, is that boats equipped with refrigerating plants have been instructed to purchase all their supplies, such as lumber, ship-chandlery, groceries, fruit, and meat in St. John, and these steamers will lay in sufficient stores for the return voyage. It is expected that as much as $150,000 will be expended during the season, as there will be 35 sailings, each averaging $5,000.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 111, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.

NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents

104 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,

Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000.000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.

ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

FINANCE AND INSURANCE

A GOVERNMENT blue book containing official figures relating to the life insurance business in Canada has recently been issued. The report affords reliable evidence of the growth of prosperity and the systematic thrift and carefulness of our population. In 1883 the total amount of life insurance effected in Canada was only $21,572,960 and the total in force totalled $124,196,875; the return just issued shows that $91,567,805 of new policies were effected last year and that the record amount of $548,443,000 was in force.

In 1875 American companies held over one-half of the total life insurance in force in Canada, British companies nearly twenty millions and Canadian companies only $21,957,296. For the year 1903, this situation shows a remarkable change. Canadian companies held $335,638,940; American companies, $170,676,800, and British companies, $42,127,260.

Satisfactory evidences of the stability of the Canadian companies are afforded by the blue book. To-day several of them are finding a remunerative field for their operations outside Canada.

* * *

AT the forty-ninth annual meeting of the Molsons Bank, which took place on October 17, the directors had the pleasure to announce another prosperous year. A notable feature of the annual statement was the addition of $150,000 to the reserve fund, which brings that account up to a level with the paid-up capital, or $3,000,000. That is a very strong position. The net profits amounted to $457,290, or about fifteen and a quarter per cent. Two half-yearly dividends have been paid at the rate of nine per cent. per annum, and another year it is extremely probable that the bank will be in the ten per cent. dividend class. A few years ago the directors were asked to increase the dividend to ten per cent., but they preferred instead to increase the reserve fund until such time as it equalled the capital, and they were wise. The reserve of three million dollars having now been obtained, and the whole of it invested so as to be promptly realizable and available to meet any demands, the prospects for a ten per cent. dividend next year are very bright indeed, especially now that the assured good harvest and high prices promise another year of expansion.

* * *

FAILURES in Canada for the nine months ending September 30th, were 910. Liabilities aggregated $8,988,140, compared with 721 last year for $5,332,611. It must be remembered, however, that 1903 was a phenomenally prosperous year in Canada. Manufacturing failures were 225 in number and $3,642,161 in amount, against 167 for $2,090,744 in 1903; trading insolvencies numbered 665, and involved $5,060,986, which compare with 538 failures and $3,090,986 liabilities a year ago; other failures were unimportant in both years, except for a few large banks in 1903. Losses in Ontario were slightly larger than in Quebec, while British Columbia and Nova Scotia were unusually close together in this respect.

For the quarter ending 30th September a slight increase in both number and liabilities of manufacturing insolvencies was reported by the Dominion of Canada. But five branches of business showed a decrease, and in three cases there were no liabilities recorded in either year, while in six classes there was a large balance in favor of last year. The striking changes were in the wood and miscellaneous branches, due to heavy suspensions this year of saw and pulp mills. As to trading failures, the statement is much less satisfactory than that of 1903, which was an unusually good year. Only four occupations reported smaller losses, one was unchanged, and nine showed more or less increase. General stores suspended with almost double last year's liabilities, and there was a still more striking increase in the amount involved by failures in dry goods defaults. This was due to a few large failures, as the total number was not exceptional.

NOTES.

At the sixth annual banquet of the Toronto Insurance Institute on October 11, about 150 guests were present.

An office of the Crown Bank of Canada has been opened at Woodstock, Ontario, under the management of Mr. S. B. Fuller.

Last month the Quebec Fire Assurance Company formally opened their reconstructed building on St. Peter street, Quebec.

Mr. W. K. McNaught, president of the Toronto Industrial Exhibition, has been elected a director of the Sovereign Bank of Canada.

Mr. R. S. Schell, manager of the Royal Loan & Savings Company, and one of the best known business men of Brantford, died on October 4.

The Canadian Bank of Commerce have added another branch to their already long list in Canada. The latest branch to be opened is at Nanton, Alta.

The aggregate of the bank clearings in Toront for the week ending October 20 is $19,329,254, as against $19,790,488 on October 13 and $20,816,890 on October 6. The present situation is particularly satisfactory.

La Banque Nationale has opened two new branches in the Province of Quebec, one at Amqui, under the management of Mr. Ernest Bilodeau, and the other at Deschaillons (formerly St. Jean Deschaillons), under the management of Mr. A. A. Dionne. This bank now has 28 branches, all but one of which are in the Province of Quebec, the branch being the exception being at Ottawa.

The Manchester Assurance Company of Manchester, England, have ceased to carry on business in Canada and have insured all their outstanding risks in Canada with the Atlas Insurance Company, Limited. Application has been made for the release on January 17th, 1905, of the securities, and the Canadian policyholders opposing such release are required to file their opposition with the Minister of Finance on or before that date.

FREIGHTS AND CHARTERS

SOME improvement has been noted in the freight business generally, but charters are not numerous. In the port of Montreal within a month of the closing of navigation only an occasional ship has been chartered for new business. The majority of steamers are being sent to the River Plate with lumber and the tonnage is considered unusually small and uninteresting.

Grain freights from all parts of the Dominion have increased and just now the movement by the Great Lake as well as by all the railways is very heavy.

For export, rates have fluctuated considerably with the result that slight advances have been quoted on grain, flour and other foodstuffs. Nearly all the available space on outgoing steamers has been booked ahead. In fact, freight managers of big steamship lines are taxed to their utmost to handle the excessive offers now awaiting them.

A tabulated statement of the daily movement of grain on the C.P.R. for the years 1903-04 has been published and is of considerable interest, showing the difference in the two shipping seasons in regard to hauling, marketing and date of greatest movement. In September, 1903, 3,154,000 bushels were marketed, against 2,614,000 in September, 1904.

Of the total number of cars loaded during September, 1903, 1,967 were from elevators and 191 direct. In September, 1904, 1,320 were loaded from elevators and 264 direct. This means that while little over one-eleventh of the total number were loaded direct in 1903. one-sixth were loaded direct in 1904. For 24 days in October, 1904, 6,118,000 bushels were marketed against 5,837,000 bushels in 1903. Up to October 24, 1903, cars loaded from elevators numbered 3,399, while those loaded direct numbered 328.

During the corresponding period of this year cars loaded from elevators numbered 4,280, while those loaded direct numbered 445.

Flour freights have been readjusted and from coast to coast excellent facilities are now available for shipping this vital food product. The export of apples is most important and immense shipments are continually going forward. An advance in freight rates has been mooted but so far it has not been put into force.

Vessels are now announcing sailing dates for St. John, N.B., and Halifax as well as Portland, and within a fortnight shippers will be using the eastern Winter port.

What is one of the most conveniently arranged country stores in the Eastern Townships has just been completed for Merrill & Dixon, Beebe Plain.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c	6·7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c	.....	10/	11/3	. .	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	...	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces ..	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	. .	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	. .	35/	.....	35/	.....
Butter, in cases and kegs	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	. .	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	..	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	....	17/6	8/	.....	.....	13/9	....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c	12/6	17/6	.....	..	17/6	8/	.	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.. .	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	..	.....	15/	.....	.....	15/	. .	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.. ..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ..	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32/6-37/6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

November 3, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
3 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case		$0 40
¼ " 4 " "		0 75
½ " 3 " "		1 25
1 " 2 " "		2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	3 00
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	2 50

Boxes.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 [illegible]
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

BATGER'S

Whole Fruit Strawberry Jam

By reason of a small crop of Strawberries in Canada this season, and a very large and good crop in England, we are having a big demand for Batger's Strawberry Jam.
"There's nothing better."
How is your stock ?

ROSE & LAFLAMME,
MONTREAL.

Don't Have to Confess

when a customer asks for

Paterson's Camp Coffee Essence

that you "are just out of it, but we will have some in a day or so." It's bad business. How is your stock of Paterson's ? Is it low ?

ROSE & LAFLAMME,
Agents, MONTREAL.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
" " 4 " "	"	2 40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoas, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 43
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5. 60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction

What constitutes "the Best Starch?"

Starch that is free of impurities and moisture.

Edwardsburg "Silver Gloss" Starch

and

Benson's "Prepared Corn."

have every attribute tending to absolute **PURITY** and contain no impurities of any **character whatsoever.**

Edwardsburg Starches have no rivals from the point of view of purity.

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 56 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06¼
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06¼
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	9 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$3 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 26

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.00
5 case lots (Freight paid.)	4.00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	13 75

"BEE" BRAND.

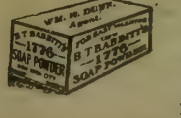
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$3 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

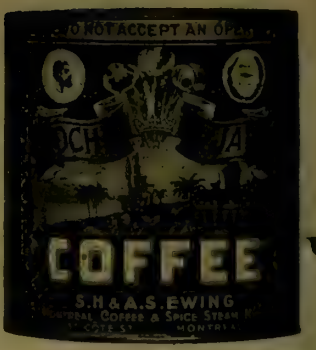
Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	12 00
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs' each doz., $2 per box.
WM. H. DUNN AGENT.

A **"GOOD COFFEE"** reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



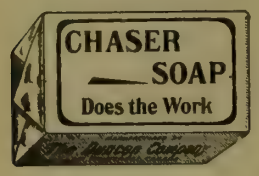
"Prince of Wales"

MOCHA & JAVA COFFEE

Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 5-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

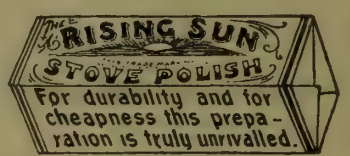
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkges, cases 5 doz., per doz ... less 5 per cent.	1 00

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 35
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

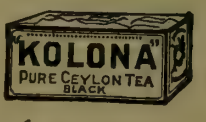
SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

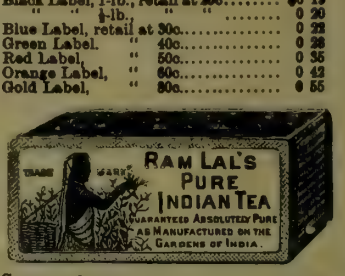
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 36
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 " "	0 30
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch't A Yellow	45	70
" " B Red	40	60
" No. 1 C Pink	35	50
" 2 C Orange	30	40
" 3 C L. Blue	22	30
4 C L. Green	20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 50
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 56

Vinegars.

E. D. MARCHAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
casks, 50 "	10 25	21 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 25
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 60
Victoria " 3 doz. 5c.	1 60
" 3 doz. 10c.	1 60

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 56-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
NOV 4 1904

WE EMPHASIZE OUR ASSORTMENT OF

KOPP LAMPS

ALSO ASSORTED PACKAGES OF

Fancy Lamps

WRITE FOR COLORED SHEET SHOWING FULL ASSORTMENT AND PRICES.

Full line of Regular Lamps now ready.

GOWANS, KENT & CO.

TORONTO and WINNIPEG

WHOLESALE CROCKERY AND GLASSWARE

IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. This is why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, NOVEMBER 11, 1904. NO. 46.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

DON'T FORGET

when others are offered you, that Christie's

ZEPHYR SODAS

are the best in the market, and, consequently, the best that you can keep in stock for your fastidious customers. They attract and hold trade.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

A starch that while being absolutely unexcelled so far as quality is concerned, pays you 60% profit is worth your best efforts to sell.

Such a starch is

IVORINE
Cold Water
STARCH

Your jobber has it.

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...
BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED
WALKERVILLE, ONT.

Wisdom !

You want no sermons—no advice. We'll give you neither. Let the one word "Wisdom" speak for itself as applied to your purchases. "Wisdom" and "goods of highest quality" tell their own tale to the successful grocer with a large fat balance in the bank.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. Clean, high-grade fruit, packed with the greatest care. Weight, quality and looks are always *right* in the "Griffin" Brand. You make no mistake in buying it.

Codou's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

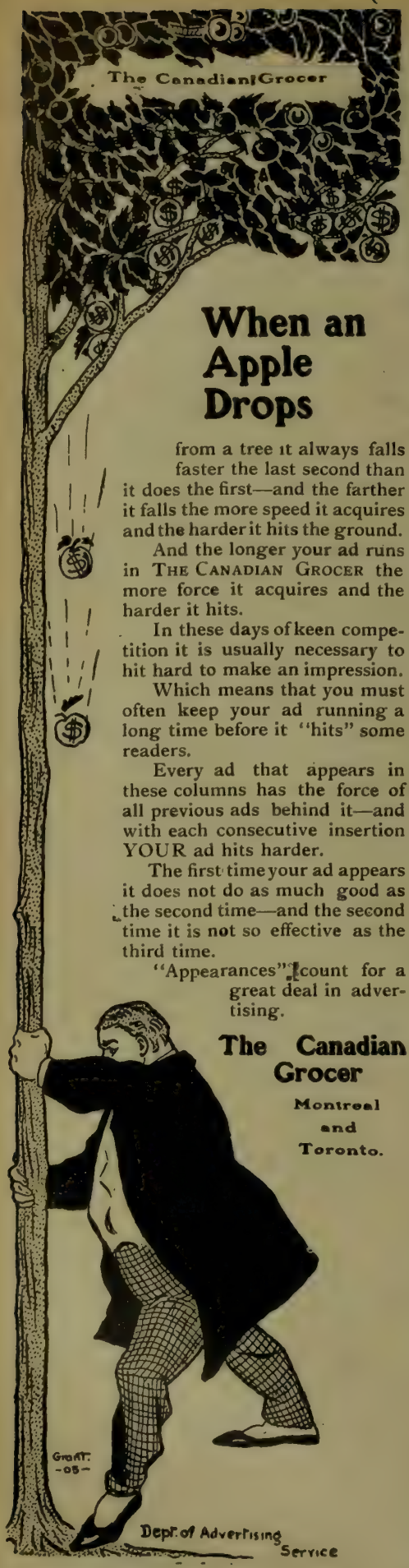
Cox's Gelatine

Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always *highest* quality. In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal. **20½ Front St. E., Toronto.**



When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer
Montreal and Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada

Prime Pea Beans
a specialty
WIRE US.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER.

If YOU wish to sell goods in the WEST
WRITE CHAS. MILNE THE MERCHANDISE BROKER
VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

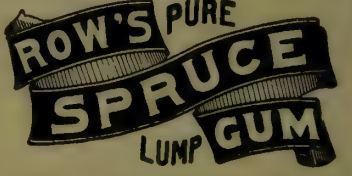
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM
in Lumps, 5c. Pkgs.
in 1c. Stick,
in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb and 2-lb Tins. — A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

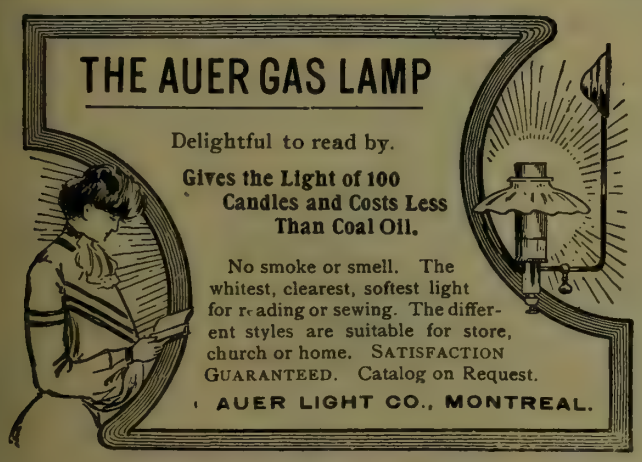
Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

CANADIAN RELISH.

A relish that wins any grocer that keeps a supply of this relish on his shelves is going to increase his trade. It is becoming more popular every day. **"Sterling"** brand goods always in demand.

The **T. A. LYTLE COMPANY,** Limited

Manufacturers of HIGH-GRADE PICKLES

124-128 Richmond St. West, TORONTO, Can.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

The grocer who studies the tastes of his customers as regards their tea-drinking must consider many things, the most important of which are:

Healthfulness of the tea,
Purity of the tea,
Cleanliness of the tea,
Pleasant drinking qualities of the tea.

No Tea cultivated possesses these attributes so much as

JAPAN TEAS

Sell **Japan Teas**—they always please.

"Let the GOLD DUST twins do your work."

Why break your back to keep your floors clean?

GOLD DUST

will do the work twice as well, in half the time, at half the cost. It's the modern cleaning substitute for soap. A household without GOLD DUST is almost as badly off as a ship without a rudder. For your own sake try GOLD DUST in cleaning. You'll never again be without it.

THE N. K. FAIRBANK CO., - - Montreal.

You Know As well as we do

that quality---blue blood, so to speak---will assert itself soon or late. Those grocers who have worked late and early to build up a sound business, have ever been on the watch for a better quality than that they were handling.

This Spring, we offered to the Canadian grocery trade a new brand of Canned Vegetables and Fruits, to which was given the happy name of

Old Homestead.

Quality was superfine, labels the smartest and richest we could have prepared.

We have been concerned to have the grocery trade test these goods to ascertain just how good they are. Tests are better than taking our word for it.

Give an order---any size---to your wholesaler.

The Old Homestead Canning Co.

Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman and Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

THERE are sound reasons for the very heavy annual increase in the consumption in Canada of

CEYLON TEAS

—reasons that are not sentimental. The intrinsic merit of the Teas is establishing itself universally.

Ceylon Teas can be had in

Blacks and Greens.

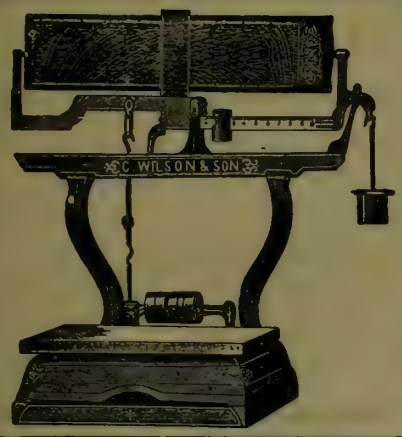
SAFE STOCK

to invest in at any time, but more so just now; cold weather is here bringing into use stoves, with increased demand for black lead.

JAMES DOME BLACK LEAD

the best black lead money can buy.

W. G. A. LAMBE & CO., Canadian Agents.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

"Make Hay While the Sun Shines"

THIS IS AN OLD SAYING.

CANADIAN CANNERS, Limited

——ARE OFFERING——

3's and GALLON APPLES, also 2's Standard PEARS

At Astonishingly Low Prices.

The above goods are selling **fast**, and it looks like an opportune time to buy. Prices are liable to advance in the very near future.

Canadian Canners, Limited

Hamilton, Ont.

My Truss is endorsed by the most prominent Surgeons and Physicians of Canada and the United States as the **Best on the Market**, and I guarantee perfect fit. Consultation free.

B. LINDMAN

130 Peel Street, - - MONTREAL

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

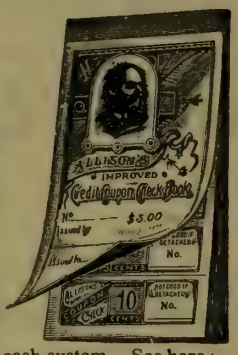
Spies,
Baldwins,
Greenings.

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a **free sample.**

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

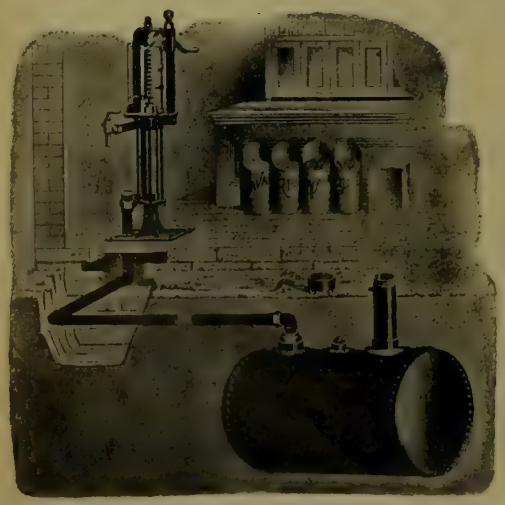
MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

TAKE NO RISKS WITH GASOLINE

BUT USE

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE—TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING, AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF-GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "B"
THERE'S NO TIME LIKE NOW.

F. S. BOWSER & CO., 530 Front St. W., TORONTO.

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the
Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK.
Smalls

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

In barrels **In 100-lb. bags**

THE ONTARIO SUGAR CO. LIMITED

EXTRA STANDARD GRANULATED

BERLIN, ONT.

Argument No. 1 **Argument No. 2**

AN OFFICIAL CHEMICAL ANALYSIS.

ONTARIO AGRICULTURAL COLLEGE.
Guelph, Canada, Aug. 24th, 1904.

THE ONTARIO SUGAR CO.,
BERLIN, ONT.

GENTLEMEN,—

We have analysed the ten (10) samples of your granulated sugar, also ten (10) samples of granulated sugar from the Eastern Refineries which you forwarded to us. The following are the average results:

	MOISTURE. %	CANE SUGAR. %
Average of 20 samples	.0737	99.697
" 10 " Ontario Sugar Co.	.0727	99.698
Average of 10 samples, Eastern Refineries	.0747	99.697

These figures show, judging from the results obtained from the analysis of the sugars submitted to us, that the sugar manufactured by your company from sugar beets contains practically the same amount of moisture and cane sugar as that refined in the Eastern Refineries. What little advantage there is in both items is in favor of your sugar. Your sugar was crystallized smaller, but is fully equal in value to the so-called pure cane sugar made in the Eastern Refineries.

R. HARCOURT,
Prof. of Chemistry, Ont. Agricultural College.

OUR REFINERY, COVERING 10 ACRES OF GROUND, IS LOCATED AT

BERLIN, - ONT.

We manufacture and refine during every 24 hours of our season from October 15th to January 15th, 400 Barrels of

EXTRA STANDARD GRANULATED

SUGAR.

Using daily 600 tons of beets and 100 tons of coal and employing in and around our plant,

200 CANADIAN WORKINGMEN.

Our supply of beets is furnished by

1780 CANADIAN FARMERS.

residing in 18 Counties of Ontario, who employ a large amount of labor in growing and harvesting the beet crop.

Don't you think this is a

Canadian Industry

worthy of your support by selling its product?

For the convenience of the Grocery trade, our sugar is packed in Bags of 100 lbs. each, as well as in Barrels. Bags having proved a handy package in which to sell to consumers.

Our sugar is unsurpassed in quality and purity and there is none better

FOR TABLE USE AND PRESERVING.

Ask For It.

The Trade Supplied by all the Principal Wholesale Grocers.

If your Wholesaler will not supply you, let us know and we will tell you who will.

THE ONTARIO SUGAR CO., Limited, BERLIN, ONT.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE
Approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

SKILLED LABOR

None but skilled and experienced men are employed in the devolopment of WOOD'S COFFEES, from their growth on their "native health" to their favored perch on the Grocer's counter.

These experts, from intimate knowledge and experience, select the very best, and they help the Grocer "Push things," with our perfect Coffees at the front.

We invite you to consult with us for your temporary and permanent profit.

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St., Montreal

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

These are the Goods.

Have you a good supply?

AGENTS
ROSE & LAFLAMME
MONTREAL

INSPECTORS FOR CANADIAN FOOD PRODUCTS

IN this week's issue of The Grocer is reproduced a series of interviews with Toronto manufacturers on the subject of "Adulteration of food products" and the suggestion which appeared in a recent issue of The Grocer to the effect that the present problem might be solved by the appointment of factory inspectors in the different manufactories.

Mr. R. Greig, of the Robert Greig Co.

The plan adopted by the Dominion Government in its "pure food" campaign cannot be said to be exactly satisfactory to all parties concerned, the manufacturers in particular. A Government appointed agent now goes to the grocery trade indiscriminately and selects samples. The retailer is asked the name of the house from which the article in question was purchased and the result of the chemical analysis thus associated with a certain manufacturer. On one or two occasions it has actually been proven that an article identified in this way came from another source altogether, to the injury of the firm singled out.

There is no question but the manufacturers are as much interested in the "pure food" campaign as anyone else. No one will for a moment excuse a manufacturer who brands his product as "pure" when as a matter of fact it contains foreign constituents. It is another matter, however, for a manufacturer of food products to supply a cheaper but at the same time perfectly wholesome food to a certain class of trade. In regard to the suggestion in a recent issue of The Canadian Grocer that representatives from the manufacturers and the Government get together and formulate a standard for such food products it would be very difficult to arrive at such a standard owing to the fact that there is a good deal of diversity in regard to the quality of the article required by consumers in different sections of the country.

Even if such a standard could be arrived at its effective enforcement would scarcely be practicable. Neither would an inspector appointed by the Government answer the purpose; there is about one chance in a hundred that such an agent would be competent to pass judgment on a food product, since the man of requisite technical equipment for such work is still a scarce article in Canada.

Mr. W. A. Mitchell, of Todhunter, Mitchell & Co.

On the whole the efforts of the Dominion Government to bring about an effective enforcement of the "Food Adulteration Act" may be said to have sanction of manufacturers of food products as well as of the retail trade throughout Canada.

We are face to face with the lamentable fact that food products are being offered on the Canadian market to-day as "pure" when in reality they are more or less mixed with foreign material—in other words they are adulterated. No one will contend for a minute that the sale of compound goods is not perfectly legitimate, when the regulations of the Act are complied with. In many cases, mustard for instance, a good compound meets the taste and other requirements of the consumer better than almost any ordinary pure mustard would. At the same time it is necessary to protect the public to a certain degree, and it is manifestly unjust that a loop-hole should be left for the manufacturer to mix and compound goods to his heart's content, especially when it is borne in mind that harmful ingredients have been detected in more than one instance. In justice to the manufacturer it must be said that the bulk of the grocery trade buy and get pure spices of the best quality. Any dealer who is desirous of getting strictly pure spices and is satisfied to pay their fair market value need experience no difficulty in getting them in any part of Canada.

Twelve or fifteen years ago, when the "Food Adulteration Act" first came into force, a manufacturer would have considered the branding of "compound" spices as "pure" a suicidal act. Present conditions are vastly different in so far as these things are now more or less connived at. The big question is how the Food Adulteration Act is to be effectively enforced? The suggestion to have factory inspectors is impracticable in the first place, and would probably fail to accomplish the purpose intended. After all, a firm's trade-mark ought to be sufficient guarantee as to the quality of all such products. If the machinery of the Government, which in principle is all right but has become incapacitated through lack of use, could publicly expose some of the offenders—and it need not necessarily be a difficult matter if the thing were followed up systematically—the abnormal conditions would speedily become righted. In short, it is merely a question of the Government spending a sufficient amount of money and energy if the problem of pure food products is to be solved in Canada

Canadian Canners, Limited.

Referring to "Pure Food Products," we think the Canadian Packers' Association is now united on the advisability of packing the purest kind of fruit products of all lines, and if the wholesale and retail trade would give it the support it deserves there would be no need of any pure food law to enforce pure food products. Unfortunately the competition in trade is so keen that the merchant is continually looking for the cheapest thing he can find to meet the demand from the trade, which leads to the adulterating of nearly all lines in commerce. There is no doubt that some law regulating this would be beneficial if it could be properly enforced without abuse.

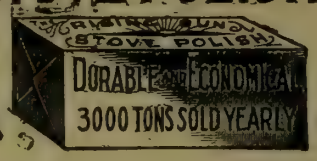
The writer, who has been paying some attention to the pure food laws of the United States, finds that the manufacturing of food products is entirely in the hands of Government inspectors, and that blackmailing is levied on all alike. We would not care to introduce that sort of thing in Canada inasmuch as the Dominion and Ontario Governments have sufficient hangers on now.

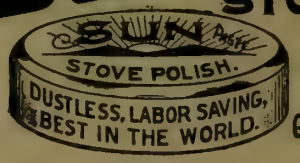
In regard to the adoption of a standard can, we presume you refer to cans in use for canned goods. The matter has been frequently before the Government in years gone by. Let me say that the cans in use at present, known as 2 and 3 lb. cans, are standard sizes while not uniform in weight, from the fact that the different fruits and vegetables differ in weight when put in uniform sized cans.

If we manufacturers were obliged to sell uniform weight it would be necessary to make probably 50 or more different sizes of tins to contain the same weight of different kind of vegetables. This in turn would require 50 or more different sized presses necessary to make

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

various sized cans, which are very expensive pieces of machinery and cost from $200 to $500 each. This would enhance the cost of the canned article and be a great disturber of trade without benefitting anyone. We would therefore say that whatever you have to say about fruit product, leave the size of canned goods as they are.

Mr. Dalton, of Dalton Bros.

The problem of "pure food products" is one of the most involved that has come before the Canadian trade for a long time. It will, however, be a very difficult matter to effect the reform proposed, which would undoubtedly be in the best interests of all parties concerned.

In the first place the field is a wide one, which it would be difficult to cover satisfactorily on account of the trade in different sections demanding entirely different qualities of goods. A certain class of consumers want compound goods, the cheapest to be had. Others want pure goods, and have no difficulty in obtaining the same when they are willing to pay the price.

For years an attempt was made to enforce the Food Adulteration Act, which failed for the reasons mentioned above —something like the Scott Act. Outside of Ontario the trade openly demanded compound goods, and a general Dominion regulation became largely a thing of the letter.

INQUIRIES FOR CANADIAN TRADE.

FOLLOWING are the inquiries concerning Canadian trade having been received by the High Commissioner for Canada in London, Eng.:

157. A firm of high-class china manufacturers are desirous of appointing a reliable agent to represent them in Canada.

159. A London firm has asked to be placed in communication with first-class shippers in Canada of canned and evaporated fruit and canned fish.

The following inquiries concerning Canadian trade have been received from Leeds and Hull, Eng.:

63. Large firm of apple importers having excellent facilities for northern district and for transhipment trade, and with New York agent, desires communication with Canadian exporters of XXX and XX Canadian apples.

65. Sales agent in Hull desires agency for Yorkshire, Canadian salmon and canned lobsters.

66. Large firm of fruit merchants with good northern connection desires communication with Canadian exporters; preference given to boxes with 50 pounds net weight of fruit.

67. Large firm of produce merchants and brokers desire communication with Canadian exporters of apples in barrels, especially heavy-weight barrels from 168 to 196 pounds.

No. 71. Large firm Hull produce merchants desire to deal direct with Canadian exporters or shippers of eggs in large quantities. Terms, 80 per cent. ten days after sight, with bills of lading, balance with account sales. References, the Union of London and Smith's Bank, Limited.

The following inquiries concerning Canadian trade have been received by the curator, Canadian Section, Imperial Institute, London, Eng.:

95. A London firm shipping herrings, sardines and preserved fish of all kinds wishes to open up trade in Canada.

98. A London firm is open to represent a reliable Canadian packer of gallon apples.

The following inquiries concerning Canadian trade have been received from Birmingham, Eng.:

93. A firm in Birmingham wishes to get in communication with firms who can ship large quantities of apples.

94. A large firm in the Midlands wishes to take at once about 3,000 barrels of cider.

95. A Midland firm would like to get in touch at once with firms in Canada now prepared to ship apples.

The following inquiries concerning Canadian trade have been received from Bristol, Eng.:

1. A local firm, importing cheese, butter and bacon, wishes to hear from Canadian exporters of these products.

2. A firm having an established connection in Canadian flour desires to handle Canadian apples on consignment.

3. A local broker handling tinned meats and tinned apples (gallons and 3's) is desirous of securing agencies for Canadian goods of these lines in West of England.

The following inquiries for Canadian trade have been received by the Department of Trade and Commerce, Ottawa:

33. Wanted, names of bean shippers desirous of exporting to France.

34. Scotch peas wanted by a grain importer of Marseilles, France.

35. Wanted by a firm in France, names of shippers of cod roes used as sardine bait.

42. A French firm desires to be put in communication with Canadian exporters of wooden packing cases. The firm in question could place a yearly order in Canada for 500,000 to 1,000,000 such cases.

The names and addresses of the firms making their inquiries may be had by application to the Department of Trade and Commerce, Ottawa. Parties making inquiries will be careful to mention the office under which said inquiry appears and the number.

A firm in Amsterdam, Holland, wishes to secure the Canadian representation for a Dutch firm of cocoa and chocolate manufacturers, who put up milk chocolate among numerous other lines. The name and address of the firm in question may be had by application to The Canadian Grocer.

CURRANTS

Shipments to hand show quality away ahead of former years.

See our travellers' samples of lines to arrive before purchasing elsewhere.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

IN STORE

New Apricots
New Peaches
New Peels
New Raisins

James Turner & Co., - Hamilton
WHOLESALE GROCERS.

"TARTAN" BRAND
—NONE BETTER

All FALL FRUITS now ready for shipment.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers. **49 Front St. E., Toronto**

IMPERIAL PEANUT BUTTER

RETURNED
NOV 24 1904
Cut Book 22
Page 12

A most nutritious food, made from the finest

Virginia Roasted Peanuts

ground and packed. Strengthening in quality and dainty in taste, Extensively sold in Great Britain and the United States but now for the first time produced in Canada.

—PACKED IN—

4 oz. Bottles, cases each 2 doz., $1.20 per doz.
8 " " " " 2 " 1.90 "

SEND A TRIAL ORDER FOR SMALL QUANTITY. YOU WILL FIND IT A QUICK SELLER.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
51 Colborne Street, - - Toronto, Ont.

Business Changes

ONTARIO.

DARCH & HUNTER, dealers in seeds and dairy supplies, London, have sustained loss by fire.

E. Loyst, Napanee, has opened a grocery store.

Alex. Rogers, Owen Sound, has opened up a cigar store.

Mrs. E. Otterson, Arnprior, has opened a grocery business.

C. W. Varcoe, grocer, Toronto, has sold to W. J. Coutts.

J. S. Nicholson, general merchant, Strabane, has sold out.

L. A. Arthur, grocer, Port Arthur, has sold to R. C. George.

F. J. Schaefer, grocer, Hamilton, has sold out to J. S. Nicholson.

Wm. Beattie, general merchant, Brucefield, has sold out to J. T. Reid.

The assets of A. D. Nicholson, general merchant, Pendleton, are to be sold.

Beattie & Co., grocers, St. Mary's, have sold out to J. P. Rogers & Co.

T. A. Matchett & Co., general merchant, Emo, has sold to M. A. Locking.

T. McNea, wholesale liquor dealer, Wabigoon, has business advertised for sale.

Mr. Robert Haley, cheesemaker, Lanark, is now proprietor of the Central Grocery.

W. S. Whiting, West Lorne, has purchased a flour and feed store in St. Thomas.

J. R. Walker & Co., Shoal Lake, has opened up a grocery and confectionery business.

Wm. Hogarth & Son, general merchants, Mattawa, have assigned to John McMicken; meeting of creditors on the 11th inst.

S. R. Armstrong, general merchant, Wardsville, has compromised at 40c on the dollar.

A meeting of the creditors of A. L.

"FALCON"
EXTRA SIFTED PEAS
THE FINEST PACKED
THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO.

Kemp, general merchant and lumberman, has been held at Silverwater.

R. Scoville, retail dealer in flour and feed, Kemptville, has retired from business. D. Baird has started up at Mr. Scoville's old stand.

A. Northey, grocer and fancy goods dealer, Fenelon Falls, has given up groceries and fancy goods and is going to devote his time to bakery.

QUEBEC.

J. Raiche, cigar dealer, Montreal, has sold to G. A. Cataford.

Blunt & Welcome, general merchants, Eastman, have dissolved.

Lefort & Bourdon, grocers, Montreal, have assigned to Wilks & Michaud.

Albert G. Galarneau, grocer, Montreal, has received demand of assignment.

John P. Gallagher, fruit and confectioner dealer, Montreal, has closed business.

V. E. Paradis has been appointed curator to Ed. Jean, general merchant, Amqui.

Kent & Turcotte are curators to Casper Spector, grocer and liquor dealer, Montreal.

Leslie Innes has registered under the style of the Imperial Cigar Store, Montreal.

S. E. Adam, general merchant and lumberman, D'Israeli, is offering 60c on the dollar.

V. E. Paradis has been appointed curator to T. Bouchard, general merchant, Sayabec.

Alyre Madeau, cheese manufacturer, Bolduc, has assigned to P. Angers, provisional guardian.

Nap Ladry, cigar dealer and tobacconist, Montreal, has sold retail store to Napoleon O. Fortin.

The assets of G. Audette & Co., general merchant, Les Eboulements, were sold on the 7th inst.

The assets of N. Klineberg, storekeeper, Valcartier, were to have been sold on the 7th inst.

Wm. H. Steele, fish, game, etc., dealer, Montreal, has assigned; meeting of creditors on the 9th inst.

The assets of Arthur Gagnon, general merchant, St. Romuald, were to have been sold on the 8th inst.

Sansregret & Frere, grocers and liquor dealers, Montreal, have assigned to Chas. Mignault, provisional guardian.

C. J. Lockwell, J. Douville, F. Douville, have registered under style of Miller & Lockwell, cigar manufacturers, Quebec.

Jos. H. Grenier, commission, fruit and vegetable dealer, Montreal, has assigned; meeting of creditors to be on 11th inst.

NOVA SCOTIA.

McLeod, Allan & Sons, grocers, Sydney, have assigned to D. J. McDonald, official assignee (in trust for benefit of creditors).

MANITOBA AND N.W.T.

W. G. Elliott, grocer, Pilot Mound, has sold out.

John Elliott, general merchant, Creelman, is removing to Forget.

Abraham Dowad, general merchant, Kelloe, has assigned to C. H. Newton.

Hamilton Bros., tea and coffee dealers, Winnipeg, are retiring from business.

J. Bruce has been appointed receiver for R. C. Bauer, general merchant, Wetaskiwin.

W. T. Rutherford & Co., wholesale cigar dealers, Winnipeg, have business advertised for sale.

BRITISH COLUMBIA.

Gus Hill, grocer, etc., Ladysmith, has sold out.

Pachara & Sedrovich, grocers, dry goods, etc., Fernie, have assigned to John Podbielancik; claims to be filed before Dec. 1, 1904.

NEW BRUNSWICK.

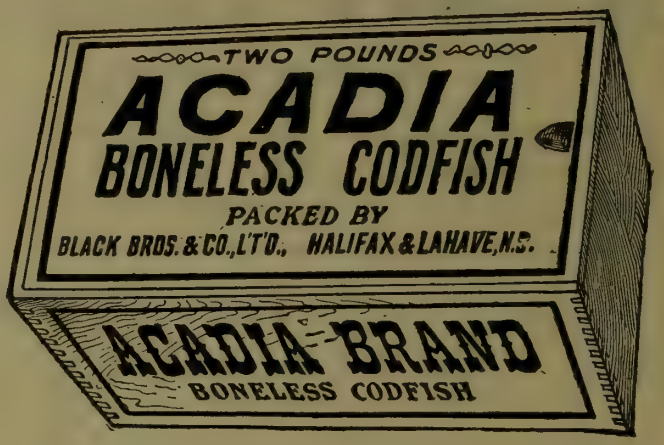
John S. Trites (estate), general merchant, Lewisville, has sold to Clarence L. Grace.

D. Carruthers, general merchant, Beersville, has been succeeded by J. Carruthers.

Upton's

Jams
Jellies
and
Orange
Marmalade

are trade winners every time.



THIS is an article that can't help being popular, because people can't help liking nice things to eat—that's human nature.

Acadia Prepared Codfish *is* a nice thing to eat. It can be made up into the most delicious of Dishes.

Besides it is wholesome and nourishing, good food for body and brain alike.

Another thing in its favor is the convenience and cleanness of the article. It's already to cook—nothing fussy or dirty about it.

Put these facts before customers who have not yet tried the fish, persuade them to buy *just one* package and you will establish a new trade for yourself. Nothing could be easier. The people will like the fish and you will get the orders.

BLACK BROS. & CO.

LIMITED

HALIFAX and LaHAVE, N. S.

A. H. Brittain & Co., Agents, Board of Trade Bldg. *Montreal*

FRESH AND CURED FISH

An Attractive Fish Display.

"COULD there be anything beautiful in a display of fish?" asked a fair Canadienne the other day in conversation with a representative of The Canadian Grocer. The question was speedily answered by taking her to see one of Toronto's most up-to-date retail groceries, where the fish department is now receiving more attention than at any other season of the year.

The majority of the fair sex shrink at the mere mention of the finny tribe, preferring to see them properly baked, garnished, and ready for the table, and it is this very fact that many enterprising grocers have seized upon and turned to their own account in the prepared fish trade, netting many hundreds of dollars.

The window display of fish in question was one of the most effective the writer has seen for a long time. The background and floor of the window were lined with white glazed tile, immaculately clean. In the rear was a floral screen of crimson and yellow chrysanthemums, while the fish display proper was attractively arranged on slanting platters in dozens and half-dozens of the varieties of fresh and salt water fish in season at the present time. The aim of the grocer was evidently to attract even the most fastidious consumer, as the display comprised fresh water fish with the scales on, arranged on lettuce leaves and looking as if they had just come out of an angler's hamper; other platters held fillets and steaks of fish ready for the table. It goes without saying that the fair Canadienne immediately changed her opinion as to the possible attractiveness of a fish display.

Although The Canadian Grocer has urged a more vigorous prosecution of the fresh fish trade on the part of the retail grocery trade throughout Canada, as well as the necessity of display for rejuvenating trade and attracting new customers, it would not advocate such elaborate fish displays as the one mentioned except in towns and cities where there is sufficient fancy trade. The difficulty where the retail grocery trade has experimented with fish departments in one or two instances, is that an amount of work and money has been expended which has not been warranted by the financial returns from such a department. In other words, the grocer hasn't counted the cost, and in fish, above all other lines, the possibility of trade in his particular district must first be thoroughly studied out. When a grocer begins to import sea and fresh water fish, advertises fresh supplies daily and makes a specialty of cleaning and filleting, he must have a fair percentage of trade to draw from that will pay the requisite price without murmuring.

The ways and means employed by enterprising grocers for working into the good graces of patrons of their fish departments are varied. One little thing which could not fail to win general approbation is the manner of wrapping fish to-day. Formerly any coarse brown paper was considered good enough; now fine parchment paper is in general use. The leading impression one gets in visiting the fish department of a modern grocery store is that no pains are spared in keeping it scrupulously clean and giving it as far as practicable an air of plain and quiet elegance.

The Dog-Fish as an Article of Commerce.

A FEW more years may show us that we have been extremely slow in recognizing a good thing in the dog-fish, says the Maritime Merchant, and since he is so plentiful and we have such incentives to destroy him, an industry may arise in this province because of him that will add to the importance, value and more successful conduct of our fishing industry. The other day a firm in Halifax had an inquiry for 250 quintals of dried dog-fish. "Never mind what I am going to do with them," said the inquirer; "I can sell them at a price." So dried dog-fish may be a staple article in ten years, "dog oil" may be as important an article of commerce as cod oil, and people may even be putting up emulsions of "dog liver oil" for coughs and colds. And why not? The dog-fish is a cleaner living fish than many of those we are accustomed to eat every day, his meat cooked fresh is said to taste like a nice quality of halibut, and the oil he renders is good enough to deceive experts as to its origin. Wherever our prejudice against the dog-fish arose, we unquestionably have it, and it may be hard to shake; but it can be done and likely will, and then the beast we have cursed with many curses will have equal honor with the cod which has yielded us so much wealth. It may be that the prevailing high price of dried cod will be the beginning of the end of our prejudice, for quite likely the inquiry for dried dog-fish has originated with some one who found the prevailing price of cod too high for some export market, and realizing the unmistakable firmness of the situation, saw the advisability of obtaining a substitute if possible. What more natural than to experiment with dog-fish, which open out large and make up into a nice looking article. Of course, even if it should be accepted in foreign markets (as we have no doubt it would) we could not assume that it would also become popular at home. But it is not necessary that it should. If we can export dried dog-fish and thereby increase our trade, what more could we want? Nevertheless, we believe that if our fishermen get into the habit of catching and curing it, the idea that it is edible will gradually work into the minds of the more particular people and in another generation the prejudice against the much maligned "dog" may vanish entirely. Is it too much then to hope that the present day "scourge" may be a profit bringing blessing in the future?

To Develop B. C. Herring Fisheries.

A DEVELOPMENT of the herring fishing industry on the British Columbia coast will likely follow the visit of Mr. John M. Cowie, the expert from Scotland, who has just arrived in Vancouver from Ottawa. It is well known what success attended the experiments conducted by Mr. Cowie and his fifteen Scotch lassies in Nova Scotia, where it was shown that Canadian herrings could be cured the same as those caught on the Scottish coast, and how the price rose very materially. The herring resources of waters close to Vancouver are very extensive. Especially at Nanaimo, great schools of them are often cast upon the beach, being chased by whales or by large waves. The only use to which they are now put is for halibut bait, the smaller ones being secured for this purpose. Occasionally fresh herrings are offered for sale, but the demand is far greater than the suuply. During the recent visit of Hon. Raymond Prefontaine he hinted at development of the herring fisheries, and there is no reason why they should not be, except

lack of enterprise. The market in the countries bordering on the Pacific Ocean and east of the Rockies in the vast Territories, is large, but as yet no one has taken an interest in the matter. Possibly with the visit of Mr. Cowie, and experiments in the curing, an enterprise may be started.

The success attending the Western Canadian Fish Co., a local concern, should be an incentive. They have more orders than they can really supply, and this week received an order for a carload from Montreal, and a telegraph order from London, Ont., for another carload. The method of curing adopted by this company makes the fish very palatable.

Hatching Lobsters.

IN the current number of the Scientific American appears a very interesting description of the lobster hatchery, which, under the supervision of the United States Fishery Commission, has, after three years' experiments, solved the problem of artificially rearing lobsters with complete success. In the propagation of the lobster from the egg there are four critical stages of development which have to be passed, and the measure of success which has attended the experiments may be gauged from the fact that the best result reached produced twelve thousand seven hundred and fifty lobsterlings in the fourth stage of maturity—that is to say, in the stage in which they are able to look after themselves—out of about double the number of eggs. In one experiment on a smaller scale as many as fifty-four per cent. of the fry survived. The first step in the artificial propagation is that of obtaining eggs from the female lobsters. These are bought from the Newport fishermen in July and August, and the number of eggs obtained from them varies from three thousand to ninety thousand to a lobster. The eggs are combed from the female into bags, the water in which is continually agitated by propellers, and remain there from two to three weeks. Many dangers threaten the youthful lobster in these weeks, for he may die from starvation or suffocation, he may be eaten by parasites or by his brother. The constantly moving water is the device which prevents most of these evils, and which, in addition, keeps food for the lobster—the soft part of clams—within reach of his enterprising but hungry mouth. The first stage of hatching takes three days; the second stage, at which the lobster moults for the second time, four days; the third, another moult, six days; and when the lobster reaches the fourth stage he is liberated in battalions of one thousand to five thousand.

Fish Notes.

Black Bros & Co., Halifax, who have conducted a wholesale hardware and ship chandlery business since 1816, are about to retire from that department of trade and will devote their attention entirely to the fish business.

In response to a suggestion from the fishing interests on Vancouver Island, the Dominion Government has arranged to ship a quarter of a million salmon fry from the east to replenish the inland streams.

B. C. cannerymen will be interested in the announcement that in all probability a fish hatchery will shortly be established by the authorities of Washington State, on the south fork of the Nooksack River.

W. B. Stringer & Co., fruit brokers, Toronto, have secured the agency of the Stewart Fruit Co., of California, for deciduous and citrous fruits in Toronto and Western Ontario, as far west as London.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Haddies

Kippered Herrings

Bloaters

Arriving fresh daily.

Orders promptly shipped.

Write, wire or 'phone.

LEONARD BROS.

St. John, N.B. Montreal. Grand River, Gaspe, Que.

FIT FOR A KING

ARE

KING OSCAR SARDINES

CHOICEST SMALL FISH
PURE OLIVE OIL
NO SCALES OR BONES

HANDSOME PACKAGE
MODERATE PRICE
QUICK SELLER

THE ORIGINAL AND THE BEST.

OBTAINABLE THROUGH MOST WHOLESALE HOUSES.

CANADIAN SELLING AGENTS:

JOHN W. BICKLE & GREENING, Hamilton, Ont.

BUYERS WANTING

Labrador Herring, *Green Cod-fish,*

Nova Scotia Herring

should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** **OTTAWA**

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

TO CATCH THE BRITISH DAIRY AND PROVISION TRADE.

THE London, Eng., correspondent of The Grocer was recently privileged to meet Mr. James Brodie and Mr. W. H. Hay, of the Exhibition Branch of the Department of Agriculture of the Dominion of Canada, at a little farewell gathering of newspaper men and others who have been very closely interested in the success that has attended the Canadian display at the "Grocers' Fair" and the "Dairy Show" at Agricultural Hall, Islington, London. The exhibition at the former fair has already been described, but a visit to the hall during the week of the Dairy Show provided an opportunity for still further observing the very highly satisfactory results that have attended both exhibitions.

The Department of Agriculture is to be congratulated on having placed this branch of the work in the hands of such capable men, whose untiring energy has done so much to open the eyes of British buyers to the resources of Canadian producers. Not only have these gentlemen been the means of enlightening British merchants in regard to matters hitherto unknown, but they have also acquired valuable information in regard to the requirements of the British market through having been so closely in touch with the largest and best merchants in the United Kingdom. There can be no doubt that Canada has profited enormously and will continue to do so through these practical demonstrations, especially if the recommendations of such representatives as Messrs. Brodie and Hay are but closely followed up and carefully acted upon.

Speaking of the value of sentiment in business, Mr. Brodie stated that he was a firm believer in it, although it was too much to expect that sentiment would overcome a difference in price. He was thoroughly convinced that where two similar articles were offered to the British buyer of same quality and of equal price, one Canadian and the other foreign, the order would be given to Canada nine times out of ten. Things being equal, sentiment would invariably bring down the scale on the Canadian side, but here an important fact must be emphasized, namely, that Great Britain, with its open ports for generations, is accustomed to have brought to its shores the very best that the world produces, and unless Canadians are willing to send their very best produce to the Mother Land success can never be expected.

Canadian butter must compete with the home product, as well as Irish, Danish and even Siberian butter, and no amount of sentiment will induce buyers to stock the Canadian article if it is of inferior quality to that offered by competitors, which unfortunately has frequently been the case of late. The same applies to cheese and other commodities.

Then, again, there is the question of absolute uniformity of quality. Your Britisher is well-known as a very conservative customer, and having made one purchase of any line he insists that the repeat order must be of exactly the same standard. It has been proved again and again, however, that Canadian shippers do not realize the importance of this point, and considerable trouble has arisen from time to time through the indifference of packers and shippers. It is not enough to reason that an article that is good enough for Canadians is good enough for Great Britain. That may, or may not, be true, but when the Britisher parts with his own money for any article it is for him to say of what quality that article must be. It is for him also to say how that article will be packed and shipped to the British market. If the British buyer demands that his butter must be put up in a certain form, no other form is going to satisfy him, even though he should be assured that this was the form that is giving satisfaction in Canada. If John Bull wishes his butter packed in the shape of a diamond, let us say, instead of a roll, he is going to have it that way, and if not from Canada then from some other country. It has long been said of the British merchant who looks for trade in the Colonies, that he refuses to adapt himself to the requirements of the country for whose trade he is catering, but it must be said that Canadians are themselves just as open to this charge, and perhaps more so, than the merchants in the Mother Country.

No doubt upon Mr. Brodie's return to Canada his report to the Minister of Agriculture will be made public, and many practical suggestions and criticisms will thus be brought before Canadian manufacturers and producers. Already the effects of the exhibitions have begun to show on the London market. In many of the restaurants and hotels "Canadian Cheddar" is to be found on the menus, and in one of the best West End shops one whole window is at present given up to a magnificent display of Canadian butter and cheese. Mr. Brodie and his colleague have done magnificent work on behalf of the Department of Agriculture during their few weeks sojourn in England, and it is to be regretted that these gentlemen are not stationed in London or Liverpool permanently, so that they might continue to stimulate the interest of Britishers in Canadian produce, and to give expert advice on matters that are of unlimited consequence to producers in Canada.

Decline of British Dairying.

ONE plausible explanation of the manifest decline in dairying in England, says F. W. Makin, of Nottingham, Eng., is that it is more profitable to sell the milk, the drinking of which is increasing, than to convert it into butter. Consequently the average British farmer is making no butter to sell, but is even buying what he needs for his own use. Furthermore, it is asserted that some English dairies buy foreign butter and sell it as their own product—the domestic article, though inferior in the judgment of many consumers, commanding a higher price than the foreign.

New System of Handling Eggs.

A NEW idea in the handling of eggs has been introduced which promises to take the place more or less of the ordinary egg crates with pasteboard fillers. It is known as the Zinket system, and takes its name from the fact that the carrier which forms the basis of the system is made of sheet metal coated with zinc.

These metal carriers are shaped entirely by machinery and are formed from metal sheets into a tray-like device with two sides turned partially over, so that one of these devices will fit into another and several of them will form a single unit. Twelve holes

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Are You Selling Them ?

FEARMAN'S FAMOUS SAUSAGES

Easy to handle—easy to sell—the delicious flavor pleases the customer and increases your trade. Let us have your order for daily or weekly shipment by express.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

ENGLISH BRAWN

is a good line for winter months. Next to fine quality, it is important to have it absolutely fresh . . . with the "bloom" upon it. "Matthews" Brawn is wholesomely prepared in clear jelly . . . nicely chopped and spiced. Fresh every day in 5 and 10 lb. moulds at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

It does not pay to stock more than 1 kind of **YEAST**

ROYAL YEAST

is the standard Yeast of Canada

You know it and your customers know it

WHY EXPERIMENT?

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

are punched at regular intervals and over and below each of these holes there are chips arranged to grasp and hold the egg in place. The carriers are placed vertically instead of horizontally, and as a result the eggs carry with less breakages, the boxes in which the carriers are placed are much smaller than a corresponding package of the same capacity, of the kind now in general use, and facilities are afforded for convenient examination of the eggs.

October Exports.

The following figures represent Great Britain's imports from Canada for October, 1904:

	Quantity.	Value.
Cattle	16,798	£232,434
Sheep and lambs	13,165	20,565
Wheat, cwts	72,200	26,833
Wheat, meal and flour, cwts.	103,800	52,826
Peas, cwts.	18,570	9,307
Bacon, "	83,461	199 094
Hams, "	14,558	36,751
Butter, "	53 284	243,815
Cheese, "	314 553	680,717
Eggs, great hundreds	96,196	37,777
Horses	21	816

Provision Notes.

The Dairymen's Association of Western Ontario is holding a meeting to-day in Listowel.

Canadian poultry fanciers have been successful in carrying off a lion's share of the prizes at the World's Fair, St. Louis.

A butter factory has been erected at Kilmarnock, Ont., by the patrons of the Island Queen cheese factory of that town.

It is reported that J. M. Wiley, manager of the Dominion Packing Co., Charlottetown, P. E. I., will shortly sever his connection with that institution.

The Gallagher, Holman & La France Co. has established a wholesale fresh and cured meat business in Fort William and Port Arthur, Ont.

The Vogel Meat & Packing Co., Edmonton and Strathcona, has sold its retail meat business to P. Burns & Co., Calgary, and will confine its attention in future to the packing business.

The Moncton Pasteurized Milk Co., Lewisville, N.B., has been incorporated to manufacture and sell pasteurized milk, and evaporated milk and cream. The capital stock is $15,000 and directors G. R. Jones, C. L. Jones, F. C. Jones, and A. T. Jones of Lewisville, and F. C. Lynch, of Moncton, respectively.

H. B. Somerville, general merchant, of Clammis, Ont., is selling out.

INDUSTRIAL CONDITIONS IN BIRMINGHAM.

By H. B.

BIRMINGHAM is the home of many British industries, and during times of general trade depression it seldom happens that work is short in all of them. At the present time, however, trade is very quiet all round. Manufacturers of light articles, such as jewelry, light brass goods and the thousand and one knick-knacks which the central great city of England supplies, are feeling the benefit of the customary demands for the Autumn season and the Christmas trade, but on the whole business may be regarded as flat, stale and unprofitable. The depression consequent upon lavish national expenditure in a great war with ever increasing foreign competition, seems for the moment to have practically paralyzed the home industries and Birmingham is suffering throughout her commercial system, as a natural consequence.

* * *

In countries whose business limitations are fairly defined, trade ebbs and flows in great waves of certain volume, but the steady decline in the output of some of our local industries and the sharp and ever sharper foreign competition which this country experiences as a result of her "unprotected" condition, is bringing Mr. Chamberlain's great scheme of tariff reform more and more within the range of practical statesmanship. We are suffering not merely from the depression which is to be generally looked for after years of plenty terminating in a big war, but also from the excessive dumping of the surplus stocks of other countries, who, when Birmingham was regarded as the "toy shop of the world," used to look to her as a source of supply, but have now become her fiercest rivals. This change in the relationship of the hardware city towards those who were once her customers, combined with the pinch she is experiencing in the home trade, is causing her to turn more and more to "protection" for relief, and when the time comes for Mr. Chamberlain to make his appeal to the country upon the question of fiscal reform, Birmingham will be found practically solid at his back.

* * *

Government requirements have kept the military gun trade fairly busy, and happily a recent order to restrict the output of the new army rifle, so far as the Birmingham manufacture of it is

FISH and OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

POTATOES
NEW BRUNSWICK WHITE STOCK
GUARANTEED
SOUND AND SAFE FOR STORAGE
STRAIGHT VARIETIES IN CAR LOTS
J. McCUAIG, TORONTO
BOARD OF TRADE BDG. L. D. PHONE MAIN 1965

Orlan Clyde Cullen, C.E.L.L.M.
Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.
U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,
Box 264, Station G., Washington, D. C.
GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

IN BIRD SEED
there is nothing so good as
BROCK'S
Sales are doubling.
SAMPLE FREE.
NICHOLSON & BROCK, TORONTO

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

BUY THIS BOOK
SUCCESSFUL ADVERTISING—How To Accomplish It.—By J. Angus MacDonald.
Every Merchant and Salesman
will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.
Sent postpaid for $2.00.
MacLEAN PUBLISHING CO. LIMITED
TECHNICAL BOOK DEPT. TORONTO.

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W.
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

MINCE PIES
—as goodas "mother makes" can be made from
Peacock Brand
—The finest, richest Mince Meat
In packages only. Order from your wholesaler.

concerned, has been rescinded, or at least modified, in view of the coming Winter and its privations. Otherwise the gun trade would have been in a sorry state. Sporting guns have been in poor demand considering this is the season for them, but orders for cartridges have been sufficiently large to prove that to economy rather than to any decline in the sporting instinct, must be credited the unsatisfactory condition of this important Birmingham industry. On all sides the cry is the same—"Money is scarce." Luxuries must therefore be curtailed. So the man that is ordering a new motor car dispenses with a new gun.

* * *

Large orders for finely appointed rolling stock for South American railroads and steel wagons for the same lines have enabled railway carriage builders to face the situation with greater equanimity than otherwise they might have done, but bridge builders and producers of structural materials, girders, joists, and ties and angles and channels throughout the Midland district, though partially occupied, cannot be said to be busy. There is a fair demand for heavy iron founders work in some quarters, but signs of a general revival throughout local iron industries are not yet apparent.

* * *

Heavy sales of War Office stores have had a depressing effect upon the saddlery trade in the neighboring town of Walsall, and though some cycle companies have been able to submit good balance sheets rumors of cheapening the make of cycles for the Spring season point to special efforts being made to suit buyers who have been affected by bad trade.

* * *

The button trade was once peculiar to Birmingham, and probably the active output is greater to-day than ever it was in certain lines. In this connection it is satisfactory to observe that Plant, Green & Martin, Limited, at the recent annual meeting of the company, were able to report a most satisfactory year's trading and to declare a dividend at the rate of 11 per cent. per annum on their ordinary shares, after making liberal provision for all contingencies. There is hope also in last month's official trade returns. While the exports of the country show an increase upon last year's returns for the same period and imports have diminished, Birmingham has benefitted by an increase in her output.

We are indebted here to Mr. P. W. Ball, the Canadian Government commercial agent stationed in Birmingham, for much public information regarding Canada. Mr. Ball has recently given a very clear exposition of the effect of the regulations recently issued by the Canadian Customs Department to give effect to the "anti-dumping clause" of the tariff act. In effect Mr. Ball explains that the new regulations have been framed in the hope of assisting British manufacturers and effectually crushing the dumping so extensively carried on by American producers in the past. The friendly attitude Canada is adopting in her commercial relations with the Mother Country is gradually being understood and appreciated by our too conservative hardware community, and, as the reports of the many special agents who have recently been dispatched to inquire on the spot into Canadian possibilities of trade, are thoroughly digested, there is little doubt closer relations and much personal friendship will result. In promoting these objects Mr. Ball is a very important factor in our midst.

MANITOBA MARKETS.

Winnipeg, Nov. 5, 1904.

THE stir of the elections has now subsided and business generally is resuming a more even tenor. For the past week the most pleasant weather has prevailed and trade throughout the Northwest is now showing up to good advantage. All markets continue fairly firm with the exception of the sugar market which has now advanced 15 cents, making two moves on the upward turn.

Sugar.

The market has been very active for the past week. Since our last quotations on the sugar situation, the market has declined once 5c and advanced twice 5c and 10c, and Montreal granulated is now quoted in barrels at $5.40 and sacks at $5.30, and yellows, $4.80. Wallaceburg is also quoted in advance of last week's price list, listing Wallaceburg in barrels at $5.30 and sacks at $5.20.

Evaporated and Dried Fruit.

The market is now holding all lines, fairly firm. As only half a crop of raisins and prunes were realized this year owing to the wet wather, the market has advanced, quoting prunes 90-100 at 4 1-2c, 80-90 at 4 3-4c, 70-80 at 5 1-2, 60-70 at 5 3-4c, 50-60 at 6 1-2c, and 40-50 at 7 1-4c. Valencia raisins, Trenor's brand, are quoted at $2.10 per case.

"Sawing Wood"——

We haven't been saying very much, we've been too busy, but—
we have filled all orders for

Canned Vegetables and Salmon—100%

That's sufficient—or at least is satisfactory to our customers—

——ARE YOU ONE?

"Four-in-hand" the brand of a specially fine imported Sardine—

Small, tasty fish—finest Olive Oil—packed in the handsomest (club shape) tins, on the market.

WILL SELL AT SIGHT. Its QUALITY will make it a "repeater."

GOOD VALUE—and good money in them at "Two for a Quarter."

BETTER ORDER A CASE.—

"New Currants"—— IN STORE——

Our Currant Cleaning Department has been working overtime since the arrival of NEW CURRANTS. All back orders will soon be filled.

You will be more than pleased with the quality of our various brands this year.

HAVE WE YOUR ORDER?

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS— TORONTO CANADA

Evaporated apples are now available; the market quotes 50 lb. cases at 6 1-4c to 6 1-2c, and 25 lb. cases at 6 3-4c. New currants are now on the market, uncleaned Filiatra loose pack at 5 1-4c per lb.; dry cleaned at 5 1-2c per lb., and wet cleaned at 6 1-4c per lb. One pound package dry cleaned the market quotes at 6 1-2c per lb.

Canned Fruits.

The market continues very active and quite firm, quoting strawberries at $3.25 per case, raspberries at $3 per case of 2 dozen; peaches (1904 crop) the market quotes 2-lb. yellow $3.75 per case and 3 lb yellow at $5.75 per case. Pears are still holding the price strong at 2 lb. F.B. at $3.25 per case and 3 lb. F.B. at $4.25 per case.

Rolled Oats.

The market continues bright and very strong, quoting 80-lb. sacks at $2.25, 40-lb. sacks at $2.30, and 20-lb. sacks at $2.35.

Canned Vegetables.

Activity prevails in the market, quoting canned beans still at $1.80 to $1.90 per case and canned peas at $1.90 per case. Tomatoes are now in advance of last week's quotation and are listed at $2.90 to $3 per case.

Cornmeal.

The market for the past week has been active but firm, quoting cornmeal per sack at $1.75 and per half sack at 90c.

Flour.

The market continues very bright and firm, quoting No. 1 patent at $2.90, No. 2 at $2.70, No. 3 at $2.20, and No. 4 at $1.55.

Syrups.

The market continues quite firm and bright, quoting Imperial brand half gallons, 12 in a case at $6, and Edwardsburgh, 2 lb. tins at $2.40 per case, 5 lb. tins at $2.70, 10 lb. tins at $5.50 per case and 20 lb. tins $2.40 per case.

Green Fruit.

The market continues active and quotes bright Valencia oranges at $5 to $5.50 per case; Florida oranges at $5.50 to $6 per case; California lemons at $6.50 per case; Washington plums at $1.10 per case; Washington pears (Winter Nellies) $2.25 per case; Ontario Fall apples at $3 per barrel; Ontario snow apples, $4 per barrel; Quebec snow apples (Famous) $4.50 per barrel, fancy XXX Kings $3.25 per barrel, fancy XXX Greenings $3 per barrel; Ontario basket pears 65c per basket; Malaga keg grapes $7; Ontario basket grapes (blue and green) 25c; Ontario basket red grapes 30c; cranberries (Cape Cod) per barrel $10; celery, per dozen bunches 50c; green tomatoes 3c per lb.; Jersey sweet potatoes, $5.50 per barrel; (Bell brand) Spanish onions, $1.50 per barrel; and oysters (per express only) $2.50 per gallon.

Provisions.

Cured Meats—The firmness of the market is now quite general in all lines of cured meats and the market now quotes the same as in last week's price list:

Hams, per lb	0 14
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 10
Shoulders	0 08½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½
Short spice rolls, per lb	0 10

Lard—The market has now resumed a more even tenor this week and our quotations are as follows:

Lard, 50-lb. pails	6 85
" 20-lb. "	6 05
" 10-lb. "	6 20
" 5-lb. "	6 35
" 3-lb. "	6 40
" compound, in 20-lb. pails	1 65

STOCK FOODS, A BOON TO THE FARMER.

NOW that the season for outside pasturage is practically at an end the scientific farmer is beginning to look around for his usual supply of "stock food." During the long Winter months his herd of cattle and horses will be pent up in stables and will require something besides hay, bran and oats if they are to be kept in good condition. As a proof of the increasing popularity of stock foods among the stock-raisers of Canada may be cited the fact that more stock foods have been sold this year than ever before.

It is no secret that a reliable stock food is a wonderful aid to digestion; it acts also as a disease preventative, and since it helps an animal to assimilate its food it means a considerable saving in feed bills for the Winter season. The writer has in mind one case in which a steer was fattened to weigh the requisite 1,000 to 1,200 pounds in a period of from one to two years when stock foods were used, whereas under ordinary circumstances from three to four years are required. Another valuable property of a modern first-class stock food is that it does not cause any reaction. Formerly stock foods contained as a rule constituents serving as a powerful tonic and stimulants which were in the long run injurious to stock. These "fake" foods were common in the Canadian market as far back as fifteen years ago. When first introduced they took remarkably well, but soon caused disappointment on account of their many injurious constituents, and fell into general disrepute. It is only within the last few years that really scientific stock foods have appeared on the market and they have found it more or less of a problem to overcome the existing prejudice. Now, however, that the agricultural colleges and leading stock raisers throughout the country have taken them up stock foods are coming more and more into general use again. That they have been placed on a scientific basis is seen from the fact that no less than 53 prizes have been awarded for representative stock foods at the World's Fair, St. Louis, this year.

Stock foods are to be heartily recommended as a line for grocers and general merchants to carry. Not only are they coming to be looked upon as a commodity in many sections of the country, but their virtues are so manifold that nothing but a little advertising is necessary even where they are not known to ensure their ready sale to the farming community. All a grocer has to do is to recommend a stock food to his country customer, and give him a package to take home on trial, the rest is assured since all reliable stock foods nowadays are guaranteed. Another consideration is that stock foods are non-perishable and can be easily handled. There is, moreover, a large profit, namely 50 per cent, which compares favorably with that to be made on any other commodity in the grocery store. For the information of intending purchasers it may be said that the season for stock foods extends from November to April.

One thing that must be impressed upon the grocer is that stock foods as well as any other staples must be placed where they can be seen occasionally in a store if they are to find a ready sale. Not long since the writer in making a tour of a certain grocery in Eastern Canada, stumbled upon several packages of stock foods in a rear store-room. But what is worse, he had the pleasure of listening to a long tale of woe from the grocer because stock foods had proved a losing game. It need hardly be stated that the grocer was recommended to remove the packages to the front of his store, to talk stock food to his customers and to use the local paper as an advertising medium. According to latest reports this grocer's store has become the stock food headquarters for the entire farming neighborhood.

Most manufacturers of stock foods manufacture medicinal preparations for horses, cattle, etc., which ought also to be carried by grocers and general merchants in outlying districts where there are no efficient veterinaries at hand. In any event such remedies as healing oil and colic cure ought to find a ready sale among farmers throughout the country since they represent the latest accomplishments in veterinary science and can be safely administered by any farmer.

ACCIDENT TO MR. DELORME.

Mr. A. G. Delorme, secretary-treasurer of the Laporte, Martin Co., Montreal, met with a distressing accident Saturday afternoon, November 5. He missed his footing while attempting to get off a big Lachine car and his left leg was run over by the wheels. So serious was the accident that when the patient was removed to the Notre Dame Hospital amputation was found necessary. Mr. Delorme endured the serious operation with great fortitude and those who know him best will strongly sympathize with his misfortune. Mayor Laporte, head of the firm, was greatly concerned over the accident to one of his prominent officials. Personally Mr. Delorme is beloved by all who knew him and the accident has been generally deplored in the trade.

DOMINION WHOLESALE GROCERS' GUILD.

A meeting of the executive of the Ontario and Quebec Guilds was held in the committee room of the Board of Trade, Montreal, on Wednesday of this week. The meeting as far as can be learned was called with a view of conserving the various interests of the Provincial Guilds with those of the Dominion Wholesale Grocers' Guild, and satisfactory affiliating arrangements were concluded. Among those present were Wm. Ince, Jr., Toronto; H. A. Bate, president of the Ottawa Guild; H. C. Beckett, Hamilton; T. B. Escott, London, and the committee of the local Montreal Guild.

PERSONAL MENTION.

Mr. William Godfrey, manager of the Bank of British North America, Cancouver, B.C., is the latest to be captured by the charms of the Similwameen and Nicola districts. He has just returned from a trip made through the whole section, and predicts a busy future once transportation facilities are afforded. He advocates the Vancouver Board of Trade taking the railway matter up, for the building of the Great Northern will divert the trade to Spokane. The mineral resources of the districts are great, and the fruit raising and agricultural possibilities unlimited.

Mr. C. Fairall Fisher, representing J. W. Windsor, Montreal, who returned last week via New York on the SS. Baltic, from a two months' trip to customers in England, France, Germany, and other continental countries, reports business as rather depressed in England at the moment, with a scarcity of money. On the Continent, on the contrary, a better tone generally prevails. An exception as regards trade on the Continent is applicable to Germany and Denmark, where, owing to the falling off in the trade from Russia (largely supplied from these countries) a slight depression exists. Mr. Fisher reports that the canned goods trade, in which his firm is largely interested in foreign countries, is quite satisfactory. Windsor's brand of lobsters, and other Canadian canned products, have secured for themselves due recognition abroad.

ANGLO-SAXON

Stock Food

—AND—

Veterinary Preparations

Three of the four pigs that won the Anglo-Saxon prize at Ottawa owned by J. E. Brethour, Burford, Ont.

ARE SOLD TO DEALERS AND TO DEALERS ONLY.

We offer Dealers greater and more practical inducements than any other Stock Food concern.

We have nothing to say about the goods of others,—we are selling our own: and we know that they are right.

With his hogs fed and fitted on our food, J. E. Brethour, of Burford, Ont., cleaned up practically all the prizes in his classes **against all-the-world competition at St. Louis Exposition,** winning **Fifty-three prizes in all,** including **The Premier Championship** of the world, and others almost as important.

Every stockman knows Mr. Brethour, and no stockman wants a higher recommendation than the above.

To demonstrate our confidence in our goods we authorize dealers to sell **on positive trial.**

WRITE US TO-DAY FOR OUR PROPOSITION!

It Will Interest You!

THE NAISBITT CO., Limited,

TORONTO, CANADA.

WINNIPEG BRANCH: 184 James St.
P. C. POWYS, Manager.

MARITIME BRANCH: St. John, N.B.
W. W. HUBBARD, Manager.

CROCKERY DEPARTMENT

Pottery and the Fiscal Question.

IN this week's issue The Grocer has pleasure in publishing the opinion of a prominent English pottery manufacturer on Mr. Chamberlain's proposed fiscal policy.

"It is quite time that something was done to enable us to maintain our national industries. Sixty years ago Mr. Cobden's free trade policy was the right and best thing for the country; but in this world of progress and change many things may happen in sixty years. Mr. Cobden evidently expected other European countries to follow our lead and become free traders. Instead of this being the case we have seen the Continental countries grow in power and extend their commercial arrangements under a protective policy.

"On the whole our national industries may be said to have prospered under free trade. For some time past, however, the volume of our manufactures has shown a great falling off. This can be traced directly to the competition of foreign manufacturers, both in our own markets and in the markets abroad supplied by ourselves. This being so it is time we did something to check foreign competition.

"Duties on foreign pottery imported into this country are not sufficient, however, to restore our pottery industries to their once flourishing condition. Tariffs may help by reducing competition in our home market, they will not assist us in foreign markets in which we are beaten by competitors whose goods have to pay the same duties ours have. A part of our export trade in cheap china has gone to the Germans. In order to recover this we must adopt more economical means and methods of production, and then, if the suggestion that our colonies give our goods preferential duties as against similar productions from foreign countries is carried out, our pottery industries will flourish again."

The Best Buyers of Crockery and Glass.

THE proportion of expensive goods in pressed and blown glass or made of semi-porcelain is very slight.

A few decades ago the wants of the day laborer were satisfied with a tin wash-bowl and a few coarse plates and cups. Larger wages, the spread of education and refinement have enlarged the demand for better things, yet it is still true that the chief buyers of glass and queensware are women, representing the great salaried class which has grown greatly under modern business conditions.

The average salaried man and those in the professions and in small businesses earn from $15 to $40 a week, and find the cost of living to have increased from 20 to 25 per cent. during the past ten years. The family man, after paying rent, food and clothing, has little left for dishes, and the broken set will have to be made to do a little longer. This is especially true of the man in the big city, where rents have steadily increased and where street car fares, luncheons etc., make the expense of existence more noticeable and the tempting display of luxuries is an added reason why most urban residents generally live up to or beyond their means.

Conditions are different in small cities, towns and villages. Not only is the cost of living less, but these places are filling up with retired farmers, who have leased their farms and are free buyers of such cheap luxuries as good table and toilet ware. In consequence of the prevalence of more ready money per capita in the smaller cities and reduced cost of living for all, it follows that for a time the smaller places will be bigger consumers of the average output of potteries and glass factories.

Thus it would seem that the plants which supply only the largest jobbers—growing less in numbers yearly—and large department stores in great cities would feel a general dullness sooner than those potteries catering to trade in towns or lesser cities, or else devoted more especially to novelties bought by the wealthy or special classes. To create new trade rather than to supply an uncertain demand is one of the ways by which manufacturers in other lines have maintained their prestige. A few potters are working on these lines.

Hints for Crockery Display.

CROCKERY needs to be properly displayed in order to induce sales. Some merchants object to handling it because of the room required for proper display, but where space is limited a capital plan is to have a small dining table, or something of that character, nicely covered with a clean white cloth on which one dinner set only is displayed. This should be changed at least once a week whether the set is sold or not, and in this way a constant succession of new goods is brought prominently before visitors to the store. The experience of those who have tried it has been that a set shown in this way invariably sells just because of its attractive layout, and the idea is well worth trying. If desired, a nice lamp can be placed in the centre and articles of glassware added as the taste of the person who has this work in charge may dictate.

PERSONAL MENTION.

Mr. T. B. Greening, Hamilton and Toronto, is a caller upon the jobbing trade of Montreal this week.

Mr. Fred B. Mason, representative of J. D. Bradshaw & Co., Toronto, is a caller upon the Montreal trade this week. While in the city he favored The Grocer with a call.

Mr. Albert Irving, who has represented the Salada Tea Co. in Toronto for the past six years, has resigned his position and will now go to Philadelphia in the interests of this firm.

The late Mr. J. M. Douglas, who died September 15 last, left a legacy of $5,000 to the Montreal General Hospital for its endowment fund and $10,000 to establish a poor fund at Port William, Scotland, his native place.

Mr. F. D. Cockburn, eastern representative of Comfort Soap, is now a citizen of Westmount, having removed bag and baggage from Toronto to Montreal's classic suburb. This removal will place Mr. Cockburn in the centre of his district and in closer touch with his company's premium office in Montreal, of which Mr. Cockburn has charge.

Mr. R. S. McIndoe, one of Toronto's best known and popular brokers and commission merchants, was met by The Grocer at the Windsor, Montreal, on Monday. Mr. McIndoe, who represents Wm. Clark, Montreal, Bovril Limited, and Chinese Starch, is on a business trip to his principals. Speaking of trade in the west he referred to the serious setback sustained through the fire in the Spring in which so many firms suffered, but expected now that building operations were in full swing that trade would in a short time resume its former aspect, in fact he thought an improvement was bound to result. Before leaving for the west Mr. McIndoe honored The Grocers' office with a call.

JOHN GRAY & CO.'S

CELEBRATED GLASGOW

PEELS

LEMON ORANGE CITRON

CANDIED and DRIPPED.

SPECIALLY LOW PRICES ON CASE LOTS.

THE ROBERT GREIG CO., Limited

TORONTO.

THE

Oldest Crockery House

IN CANADA

WE MAKE A POINT —

OF GIVING THE UTMOST CARE TO MAIL ORDERS. THEY ARE

A SIGN △

OF CONFIDENCE THAT

WE KNOW HOW

TO APPRECIATE.

LOOK OVER YOUR STOCK, AND LET US KNOW YOUR REQUIREMENTS.

THE JOHN L. CASSIDY CO. LIMITED

MONTREAL.

If you want a good thing, we have it.

PERHAPS YOU'RE SCOTCH ?

PERHAPS NOT ?

ANYWAY,

WHETHER YOU ARE OR NOT, or

WHETHER YOUR CUSTOMERS ARE OR NOT,

YOU AND THEY

WILL BE PLEASED WITH OUR

SCOTCH MOTTO WARE

(MADE IN ENGLAND, BY THE WAY)

LET US SEND YOU

A 25^{00} ASSORTMENT!

IT WON'T BE TOO MUCH, BUT IF YOU SHOULD THINK IT SO WE CAN SEND A SMALLER LOT—

MORE LIKELY YOU CAN DO WITH

100^{00} WORTH

BARNARD & HOLLAND CO.

MONTREAL

SPICES FOR XMAS TRADE

Saigon and Batavia
Pure Japan Cinnamon
Jamaica Ginger
Mixed Spices for Xmas Cakes and Mince Meat.

These spices are all pure and fresh direct from the best gardens in the world.
Order early, and insure a good Xmas trade in these lines.

Gorman, Eckert & Co., Limited

London, Canada

Importers and Roasters of Coffee. **Manufacturers of high-class Baking Powder.**

The Best Argument you can make to your customers is to sell them THE BEST Goods.

In the Condensed Milk line

Borden's

"Eagle" Brand Condensed Milk

and

"Peerless" Evaporated Cream

have no equal, and certainly no superior.

Did you ever watch how the condensed milk trade is increasing? Sell "Borden's" brands and you'll be interested.

Selling representatives

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

Many dealers have come to realize that a display of really first-class goods in the window or on the shelf does much to elevate the **TONE** of a store; does much to attract a class of trade worth having.

This is why the Lipton Pickles and Jams are found in the best shops from Sydney to Vancouver.

LIPTON'S
½-Pint Onions

Now, how about your store?

For information address the Canadian agents:

J. N. CREED & CO.,
HALIFAX, N.S.
or **J. S. CREED,** Board of Trade Bldg., **MONTREAL**

Accountants and Auditors.
Hoskins, David, Toronto.
Jenkins & Hardy, Montreal, Toronto, New York.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
McLaren's Cooks Friend.
Greig, Robt., Co., Toronto.
Royal Baking Powder Co., New York.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Old Homestead Canning Co., Picton, Ont.

Cans and Canisters
Acme Can Works, Montreal.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk and Canning, Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Canadian Canners' Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougal & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Educational.
Belleville Business College, Belleville.
Central Business College, Toronto.
Metropolitan Business College, Ottawa.
St. Margaret's College, Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Rattray, D., & Sons, Montreal.
Sovereign & Lynx Brands.

Fly Paper.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Milliman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto,
White & Co., Toronto.

Fruit Wines
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Simpson, R. & J. A. Co., Guelph, Ont.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. S., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McCuaig, J., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Office Systems and Stationery.
Briggs Ledger System Co., Toronto.
Weese, G. A., & Son, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Laflamme, Montreal
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.
Naisbitt Co., Toronto.

Printing.
Weese, G. A., & Son, Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Safes.
Winnipeg Safe Works.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thos. J., New York.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Staunton's Limited, Toronto.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Window Cards
Martell-Stewart Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISEMENTS.

Accountants' Cards ... 71
Adamson, J. T., & Co. ... 59
Allison Coupon Co. ... 8
American Tobacco Co. ... 67
Auer Light Co ... 3
Baker, Walter, & Co. ... 8
Balfour & Co. ... 13
Barnard & Holland ... 29
Bates, Peacock Co ... 24
Bell Telephone Co. ... 71
Belleville Business College ... 71
Bickle, John W., & Greening ... 19
Black Bros. & Co. ... 16
Blue Ribbon Tea ... 49
Bowser, S. F., & Co. ... 8
Bradstreet's ... inside front cover
Braid, Wm., & Co ... 73
Brantford Starch Works ... 36
Briggs Ledger System Co ... 68
Burlington Canning Co. ... 8
Canada Maple Exchange ... 8
Canada Paper Co. ... 59
Canadian Bank of Commerce ... 62
Canadian Canners Limited ... 7
CANADIAN GROCER ... 2
Canadian Press Clipping Bureau ... inside back cover
Canadian Swiss Trading Co. ... 57
Capstan Manufacturing Co ... 3
Cassidy, J. L., Co ... 29
Central Business College ... 68
Ceylon Tea ... 6
Chase & Sanborn ... 49
Christie, Brown & Co. ... outside front cover
Clark, W ... 51
Coles Manufacturing Co ... 36
Colson, C. E., & Son ... outside back cover
Commercial Intelligence ... 68
"Commissioner" Tea ... 8
Common Sense Mfg. Co ... 24
Cowan Co. ... 54
Cox's Gelatine ... 8
Creed, J. N., & Co ... 30
Cullen, Orlan Clyde ... 23
Davidson & Hay ... 15
Dawson Commission Co. ... 58
Dingle & Stewart ... 2
Dominion Molasses Co. ... 55
Dominion Packing Co ... 21
Downey, W. P ... 51
Dunn, Wm. H ... 30
Dutch Chemical Works ... inside back cover
Dwight, John, & Co. ... 72
Eby, Blain Co ... 25
Eckardt, H. P., & Co. ... 43
Edwardsburg Starch Co ... 75
Empire Tobacco Co. ... 64
Enterprise Mfg., Co. ... 63
Epps's Cocoa ... 51
Ewing, S. H. & A. S. ... 76
Ewing, S. H., & Sons ... 3
Fairbank, N. K., Co. ... 4
Fearman, F. W., Co ... 21
Fortier, J. M ... 66
Foster Pottery Co ... 2
Fraser Bros ... 32
Frontenac Cereal Co ... 62
Gibb, W. A., Co. ... 58
Gillard, W. H., & Co ... 10
Gillett, E. W., Co., Ltd ... 22
Gorman, Eckert & Co. ... 30
Gowans, Kent & Co. ... outside back cover
Greig, Robt., Co. ... 29
Hamilton Cotton Co. ... 24
Heinz, H. J. Co. ... 50
Hill, Evans & Co ... 3
Hotel Directory ... 71
Husband Bros. & Co. ... 58
James' Dome Black Lead ... 7
James, F. T., Co ... 23
Japan Teas ... 4
Keen, Robinson & Co. ... outside front cover
Kingston "Gleaner" ... inside back cover
Kinnear, Thos., & Co ... 14
Lake Huron & Manitoba Milling Co. ... 63
Lambe, W. G. A ... 2
Lamont, Corliss & Co. ... 57
Laporte, Martin & Cie ... 43
Lawson, Reginald ... 2
Legal Cards ... 71
Leonard Bros ... 18
Lindman, B ... 8
Lipton, Thos. J ... 50
Lowney, Walter M. Co ... 54
Lucas, Steele & Bristol ... 13
Lytle, T. A., Co ... 3
Martell-Stewart Co ... 52
Mathieu, J. L ... 54
Matthews, Geo. Co ... 22
Metallic Roofing Co. ... 52
Metropolitan Business College ... 71
Millman, W. H., & Sons ... 2
Milne, Chas ... 2
Mooney Biscuit and Candy Co ... 56
Morse Bros ... 12
Mott, John P., & Co ... 54
Mackay, Dr ... 68
Mackintosh, John ... 57
MacLaren's Imperial Cheese Co ... 14
McAlpin Consumers Tobacco Co ... 66
McCuaig, J ... 23
McDougal & Lemon ... 59
McDougall, D., & Co. ... 67
McGregor-Harris Co. ... 38
McLaren's Cooks' Friend Baking Powder ... inside back cover
McLean, J. A., Produce Co. ... 22
McWilliam & Everist ... 58
Naisbitt Co ... 27
National Licorice Co. ... inside front cover
Natural Food Co ... 63
Nicholson, Bain & Johnston ... 2
Nicholson & Bain ... 2
Nicholson & Brock ... 23
Oakey, John, & Sons. ... inside front cover
Oakville Basket Co. ... inside back cover
Ogilvie Milling Co ... 60
Old Homestead Canning Co ... 5
Ontario Sugar Co ... 9
"Ozo" Co ... 32
Page, C. S. ... 52
Park, Blackwell Co ... 21
Payne, J. Bruce ... 65
Queen City Oil Co ... 56
Rattray, D., & Sons ... 19
Robinson, O. E ... 59
Robinson's Patent Barley ... outide front cover
Rose & Laflamme ... 10, 74
Row & Co ... 2
Royal Baking Powder Co ... 47
Rutherford, Marshall & Co ... 38
Ryan, Wm., Co. ... 38
"Salada" Tea Co ... 36
Simpson, R. & J. H. Co ... 51
Southwell & Co ... 55
"Sovereign" and "Lynx" Salmon ... 18
Stauntons Limited ... 72
St. Lawrence Starch Co. ... inside front cover
St. Margaret's College ... 71
Stringer, W. B., & Co ... 59
"Sugars" Limited ... 59
Tippet, Arthur P., & Co ... 1
Toronto Salt Works ... inside back cover
Truro Condensed Milk & Canning Co. ... 55
Tuckett, Geo. E., & Son Co. ... 65
Turner & Co ... 38
Turner, James, & Co ... 13
Upton, Thos., & Co ... 15
Walker, Hugh, & Son ... 59
Walkerville Match Co. ... inside front cover
Warren Bros. & Co ... 50
Watt, J. L., & Scott ... 57
Weese, G. A., & Son ... 68
Wethey, J. H ... outside back cover
White & Co. ... 59
Wilson, C., & Son ... 7
Wilson Commission Co. ... 2
Wilson, W. H., Co. ... inside back cover
Winnipeg Safe Works ... 68
Wood, Thomas, & Co ... 10
Woods, Walter & Co. ... 23

It's good business to follow the line of least resistance. Goods that are well known and appreciated by your customers have a steady volume of sale that is never equalled by the "have to be pushed" article. Sales are accomplished with the least loss of time and are made with the assurance that the goods will be entirely satisfactory. Our goods have been known for sixty years.

We show here a cut of a five-gal. pail Mixed Pickles that will win and hold trade. We have them in 1, 2, 3, 5, 8, 10-gal. sizes.

THE OZO CO., Limited

MONTREAL

Fire Underwriters' Sale Extraordinary

at MONTREAL

Nov. 23rd, 24th and 25th

Commencing at 10 a.m. each day.

At Public Auction without Reserve

at

Our Stores, cor. St. James and Inspector Streets, and 59 William Street, MONTREAL.

THE ENTIRE SALVAGE OF THE WELL KNOWN FIRM

Messrs. L. Chaput, Fils & Cie.

Groceries, Wines and Liquors, Wholesale

CONSISTING OF

$300,000 WORTH OF **Groceries, Wines and Liquors**

of every description. Mostly all in original packages, and a small portion only damaged by water.

Sale arranged by The Gans Salvage Company
LEOPOLD GANS, Manager.

FRASER BROS.
Auctioneers.

Further particulars in Circulars, which can be had on application to the Auctioneers.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Central Business College, Toronto.
Truro Condensed Milk & Canning Co., Truro, N.S.

OUR TRADE WITH BELGIUM.

THAT a lively interest in Canada and things Canadian exists among the people of Belgium has been evidenced in a striking manner by one of the Belgian newspapers, which has recently sent a permanent correspondent to this country. The interest is in the main commercial, though the Belgians evince a desire to become better acquainted with our constitution, our social system and our people in general.

From a trade standpoint, our relations with Belgium are worth cultivating. Among the nations who sell to us she stands fifth, with a total sale of $2,649,490 worth of products during the last fiscal year. In the list of our customers, Belgium also ranks fifth, being exceeded in her purchases only by Great Britain, the United States, Australia and Newfoundland. During the last fiscal year she bought goods to the value of $2,150,550, of which $1,658,163 were home produce.

In still further analyzing our trade with Belgium we find that the following goods comprise the bulk of Canadian purchases: Cement, $261,618; drugs, etc., $94,235; glass, $584,584; metals, and manufactures of, $764,282; precious stones, $82,677; sugar and molasses, $430,763. The importation of cement has continued of steady proportions for several years, averaging about $200,000 per annum. The importation of drugs, dyes, etc., has grown very considerably latterly. In 1899 we only imported a little over $6,000. The importation of glass has shown substantial growth since 1899, when it stood at $349,910. The importation of metals and their manufactures has grown by leaps and bounds, advancing from $78,000 in 1899, to $100,000 in 1900, to $173,000 in 1901, to $288,000 in 1902, and to $764,282 in 1903. This expansion has been mainly in steel rails. The importation of precious stones has likewise grown remarkably, being only $202 in 1899. On the other hand sugar and molasses have fallen off very considerably from $2,854,524 in 1901 to $430,763 in 1903.

Our exports to Belgium are composed principally of: Breadstuffs, $1,309,296; fish products, $42,062; metals and their manufactures, $150,649; seeds, $129,339; wood and its manufactures, $257,312. In all of these departments there has been a substantial growth of late years. Breadstuffs totalled $569,800 in 1899; fish, $13,140; metals, $54,985; seeds, $93,508, and wood only $77,924. Contrast these with the importations of the past fiscal year and the advance is most apparent.

Judging then from the extent of our commercial transactions with Belgium, it would seem quite the thing that the people of that country, and especially its merchants, should desire to know more of this country. On the other hand, we should not allow ourselves to be outdone in the securing of useful information. It is time to investigate the resources, industries and commercial methods of Belgium.

INDIGNANT BRITISH MERCHANTS

Republished by Special Request.

MUCH harm is being done in business circles in the Old Country, particularly amongst Birmingham exporters, by the representative of a Canadian publication, who claims to have been delegated by the Canadian Government to interview manufacturers and exporters with a view to securing their advertisements in the trade paper with which he is connected, and which, he claims, is a Government subsidized trade organ.

A number of advertisers have had their eyes opened to the misrepresentation recently, and a short time ago a meeting was held in Birmingham, when 75 firms decided unanimously that their advertising contracts would be immediately cancelled. These 75 men represent only a portion of the total number who have been induced to place orders in this paper, and no doubt the remaining advertisers will soon follow in their wake. It seems almost incredible, but a large number of these firms jumped at the offer of a list of "the best Canadian buyers," personally prepared by the gentleman in question.

It is to be regretted that firms who placed their orders in the paper referred to did not make close and careful inquiry regarding the standing of the publication before entering into contract with it. We understand, however, that many allowed themselves to be rushed into signing the contract on the representation of the canvasser that his affairs would not permit him to call upon them again.

THE CANADIAN EGG.

THERE seems to be a jealous busybody in the Motherland at the present time who is trying to injure Canadian trade in dairy produce and provisions. A complaint was recently registered there in regard to Canadian cheese which has since been creditably refuted. Following on the heels of this complaint comes a circular denouncing the Canadian pickled egg, but producing no evidence to substantiate the charge. The largest export merchants of Montreal when interviewed on the subject were unanimous in their opinion as to its falsity. In fact the feeling was so strong that immediate action was taken by a leading provision merchant who happened to be travelling in the Old Land at the time the canard was circulated. This gentleman substantiated his denial of the charge by proving conclusively that no such eggs as

those described in the circular as "unfit" had been shipped from Canada. Several of the largest and most influential English importers of eggs and other Canadian products have gladly assisted, moreover, in placing the blame where it belongs. While the matter was in doubt the English press went so far in several instances as to remark that they expected something more than "Yankee cuteness from their own kith and kin." It is only fair to add that the "cuteness" or whatever it was that prompted the shipment of poor eggs to England under the caption of Canadian shippers did not originate in the Dominion.

After all it must be remembered that Canadian agriculturists have captured a lion's share of the prizes at the St. Louis Exposition. Additional credit is due to them in view of the international bickering before the show commenced over certain unjust customs restrictions with which Canadian exhibitors had to contend and which so annoyed them that they went so far as to petition the Canadian Government to withdraw the appropriation it had made towards a display at St. Louis. Canada carried off the grand prize for the whole agricultural exhibit. In the cheese contest the winner was a native of St. Hyacinthe, Quebec, and a French-Canadian. The gold medal for Spring and Fall wheat was also included in the prize; further, J. F. Clark, of Ottawa, with his herd of 16 Ayrshire cattle won prizes aggregating over $2,000. This hardly agrees with the reports of the enemy in England whose aim is undoubtedly to place Canada in a false position.

Her agricultural record proves her to be second to no other agricultural country in the world; in skill, energy and enterprise also Canadian producers and exporters have achieved an enviable reputation. Canada has nothing to fear from truthful reports concerning her and it is only a question of Europe becoming sufficiently conversant as to the facts when the Dominion will be known everywhere abroad as she deserves.

TO CURB THE GIVING OF PREMIUMS.

OWING to the unprecedented growth of the premium-giving idea all over the United States the various mercantile associations there have found it necessary in the interests of trade to join hands in an attempt to stamp out what they consider an evil of the worst kind. It is stated on reliable authority that scarcely a single one of the necessities of life is sold in the United States to-day without carrying, either through its wrapper, trade-mark, label, box-front or other token, some sort of premium value. The great objection thus far to any of these individual premium plans is that the average consumer does not purchase enough of any one commodity to entitle her to a premium of any considerable value, and that in consequence the public has been deluged with cheap and trashy premiums.

The latest development, however, which has aroused the animosity of American grocers and general merchants is a plan devised by the leading manufacturers of the United States whereby the purchaser of soap, cereals, condensed milk, canned goods, tea, coffee, cocoa, soups, extracts, baked beans, figs, shoe polish, catsup, salad dressing, olive oil, smoking tobacco, cigars, cigarettes and over three hundred different brands of consumable commodities, may secure, instead of the inferior clap-trap premiums something handsome and substantial.

The strong sentiment prevailing throughout a large section of the American trade against what is conceded to be a phase of the trading stamp system will be appreciated in Canada and especially in Ontario where the same evil has been cropping up of late. The Canadian and American trades are of the opinion that an educational campaign reaching the consumer is what is needed to put a stop to this foolish premium business. As soon as the housewife becomes "wise" to the fact that she is being "gulled" and "humbugged" she will make her displeasure so manifest that the premium-giving practice will stop in short order. Some of the more conservative business men are in favor of giving the system a loose rein, in the hope that it will soon die out of its own accord. The difficulty here is that much harm is being wrought in the meantime.

There are grave economic abuses in connection with the trading stamp and premium giving business which call for the united opposition of business men. The harmful effects are universally recognized by merchants as a deadly parasite upon trade whose abolition is earnestly sought, not only by those who have not adopted the system, but by those who have been deluded into believing it a benefit and have made use of it accordingly. Its primary effect, as we have often pointed out, is to delude the public into believing it is getting something for nothing, when in fact the public is paying for more than it receives. This glittering inducement has so much attractive power for the moment that it diverts a considerable volume of trade from the merchant who does not offer trading stamps to the one who does; the benefit to the latter, however, is only momentary, for the reason that as soon as the facts of this diversion of trade are fully known other merchants are in self-defence compelled to arrange for trading stamps with other companies and to make still more glittering offers to hold the trade or to attract back that which has been lost. The result is extremely detrimental to all. A few leading stores having adopted trading stamps from motives of policy, most of their principal competitors are likewise compelled to adopt trading stamps, while hundreds of smaller concerns being unable to get the trading stamps under the exclusive contracts which are made by the companies suffer in their business with the result that trade generally becomes demoralized. This has been the experience wherever trading stamps have been used. The fundamental basis on which the whole business rests is the delusion of the public. The incidental effect is the demoralization of business, the ruin of small dealers where the practice is gerenal and the enrichment of the trading stamp companies.

Notice to Advertisers.

Thursday next being Thanksgiving Day the forms of THE CANADIAN GROCER will go to press one day earlier than usual.

Will advertisers please note that all new copy and changes must be in our hands on Monday morning, Nov. 14. We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

Business Men in Parliament

Mr. W. S. Loggie, Member-elect for Northumberland, N.B

IN the new Dominion Parliament, Northumberland, N. B., will be well represented by Mr. W. S. Loggie, one of the prominent merchants and foremost citizens of the Town of Chatham. Mr. Loggie is the proprietor of a

Mr. W. S. Loggie.

large general store in that town; he is also interested in a fruit canning industry located there. He has shown himself a level-headed business man and has conducted both mercantile ventures with considerable success.

Mr. Loggie has also taken a prominent part in the deliberations and practical work of the Maritime Board of Trade, being an ex-president of that organization. His political career began some years ago when he entered the municipal arena and served his town well as occupant of the mayoral chair. Then he contested his county in the Liberal interests in the last provincial elections, defeating his opponent by a sale majority. He resigned his seat in the New Brunswick Legislature a few weeks ago in order to enter federal politics, and was equally successful in the election of November 3.

Personally Mr. Loggie is a quiet, unassuming man, averse to all self-advertising. He is, however, very popular among a wide circle of friends, and is held in great esteem among the business men of the provinces. He has been always a good church and Sunday school worker in his home town, and makes all-round a first-rate citizen.

ANOTHER GRAND PRIZE.

The Grocer is in receipt of the official announcement that Lipton's teas and coffees have been awarded the grand prize and gold medal respectively at the World's Fair, St. Louis.

JUDGMENT IN CASE OF TRADING STAMPS.

MR. JUSTICE DOHERTY has rendered judgment in Montreal in the important case of Wilder vs. the city, better known as the trading stamp case.

This will be remembered as an injunction taken out to prevent the enforcement of the city by-law prohibiting the use of trading stamps. Among other grounds raised by the petitioner were the following: That the city council had adopted the by-law without the required notice; that the Act of the Legislature authorizing the city to pass such a by-law was unconstitutional, and that the by-law itself was ultra vires of the Legislature and hence of the powers of the council.

The city, on the other hand, claimed that the special statute under which the by-law was passed required no notice, as the power was conferred by special statute, and also defended the constitutionality of the Act of the Legislature.

By the judgment rendered the court maintained the city's pretentions in every respect and quashed the injunction. One of the chief points raised by the petitioner was that the council's proceedings to pass the by-law were irregular and illegal, but the court held the contrary.

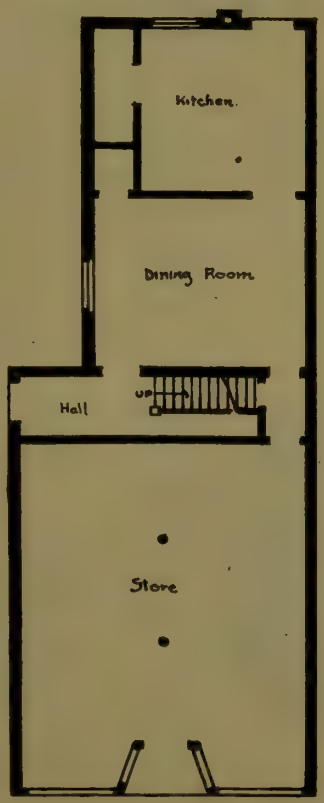
Mr. Wilder, owner of the Trading Stamp Co., has made an appeal and declares that he will continue his trading stamp business until the Privy Council shall have decided against him.

Mr. G. A. Cook, of G. A. Cook & Co., wholesale and retail grocers, Halifax, is in Toronto this week on business, and paid a visit to the offices of The Grocer.

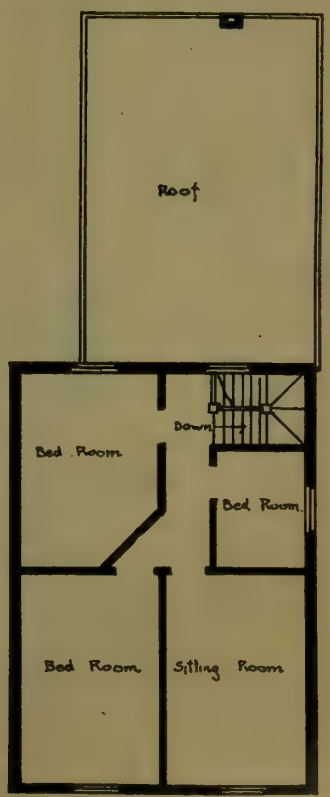
A NEW DEPARTURE.

In answer to an inquiry from a valued subscriber, The Grocer is publishing in this week's issue plans and specifications for a combined store and dwelling in a country village of 200 inhabitants. In order to answer the requirements of its many friends and patrons throughout the country The Grocer has dicided to inaugurate this week a series of house and store plans which we believe will be appreciated by our readers.

Store and residence in Huttonville, Ont.
Scale, 16 feet to the inch.
Cost, $3,500.
To be built of brick.
Symons & Rae, architects, Toronto.



Ground floor plan.



First floor plan.

THE HIGHEST AWARD AND

GOLD MEDAL AT THE WORLD'S FAIR, ST. LOUIS, 1904

Can any better proof be given of its superb quality—

Sealed Packets Only

There's a profit satisfaction to the dealer,
There's a joy to the consumer that's immense,
There's a common sense good reason
Why it sells in every season,
It's "SALADA" of good quality intense.

Black Mixed Green

The only Tea that has stood every test--that is not experimental, and the main factor upon which the success of your Tea sales must depend.

You need this kind—and this alone.

We supply it—write us,—"SALADA," Toronto and Montreal.

COLES Electrically Driven Coffee Mills.

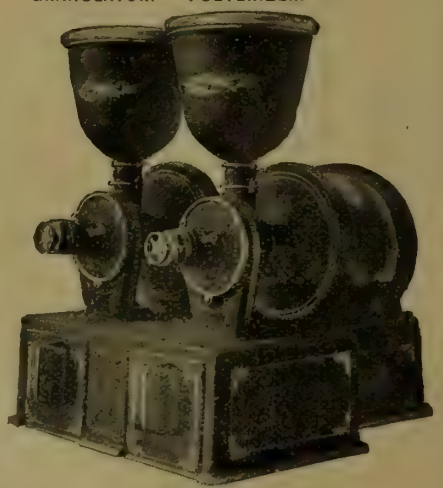
GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

Lily White Gloss Starch

stands out well in your stock. It will catch your customer's attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-pound drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock?

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, Nov. 10, 1904.

THE wholesale trade reports that orders billed for the close of navigation will be practically completed within the next fortnight or so. To get an idea what this trade means it may be stated that one of the leading wholesale grocery firms in Toronto has had an average of two cars a day for the last two weeks and is now shipping at the rate of three cars a day. The filling of orders in Mediterranean dried fruits for the Christmas trade also constitutes a big item in the week's trade. Canned tomatoes and corn are very firm, particularly the latter, and a scarcity is anticipated. In addition to the phenomenal advance of 20c in the price of Canadian refined sugar last week there has been a further rise of 10c. Tea and coffee are without special features for the week, as are spices and rice and tapioca. There has been an advance in California dried peaches and apricots as well as a hardening tendency in currants. New Fard dates are due this week; other varieties, the week after via New York. Salmon trout has appeared on the market for the first time this season:

CANNED GOODS.

Wholesale grocers have been kept busy this week supplying the requirements of the retail trade in canned tomatoes and corn contracted for earlier in the season. Orders from now on may be expected to be mostly for futures and the general impression prevails that an increase in the demand would serve to put prices up immediately. Several lots of tomatoes are reported to have changed hands during the week at $1.24 (at factory) or $1.25 (Toronto). The situation is bound to harden further as the season advances. There are no special features in canned fruits or fish, except that a steady demand for salmon continues at firm prices. Our quotations are as follows:

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal.		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 [illegible]
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce, same as tomato sauce.		
Catsups, tins, 2's		0 78
" gal.		4 50
" jugs		7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's		1 47½
" standard, gal.	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
standard gal.		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal.		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf," 1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf." 1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over.		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SYRUPS AND MOLASSES.

The demand for syrups and molasses begins to show considerable improvement. Small shipments of West Indian molasses are being received on this market and are going readily into consumption. Samples of new crop New Orleans have arrived and carload lots are expected almost any day. Our quotations are as follows:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

The coffee situation continues practically unchanged although there is more of a tendency to buy than last week. Any drawback is on account of the firm hold speculators have on the Rio market. Prices fluctuate a point or two from day to day and at the close of the market this week are a point or two higher than a week ago. Stocks on spot are reported abnormally low for this season of the year, and at the same time the demand is steadily improving.

In New York markets the tendency of the market during the last few days has been towards higher prices with developments latterly of a character to confirm the contentions of bull interests. The expected decrease in the Brazil crop movement which is necessary to keep the outturn of the present Rio and Santos crop within the small estimates promulgated by various Brazil houses has begun to show itself, and the estimate of receipts for November at the two ports Rio and Santos was reduced nearly 500,000 bags as compared with the amount of coffee received in October.

The statement of the world's visible supply of coffee on the first of November proved to be the greatest surprise. At best it was not expected that the increase would be smaller than in October last year when 147,702 bags was added to the world's stock of coffee. Therefore when the increase of only 84,334 bags was reported it had considerable influence in creating renewed confidence in the situation. The cause of this unexpectedly small increase in the world's stock of coffee is found in the light receipts during October of coffee other than Rio and Santos and which amounted to only 156,000 bags compared with 303,000 bags during the same month last year.

JAMS
MARMALADES
PRESERVES

We have done our best, and when

McGREGOR

does his best, there is nothing better being done.

Send for Our Price List.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

Turner's Noted French Mustard

Made from pure ingredients highly appreciated by the public. A good seller. Just the thing for table use.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

The point is made by believers in the market that the stock of coffee in the world is now at its maximum and that with smaller receipts and probably rapidly decreasing stocks for the balance of the crop year the natural tendency of prices will be towards a higher basis. Europe, which apparently has not given credence to the statements which have been current the past few months of a small yield from the present Brazil crop has held off as a buyer, and has allowed her stocks on hand and to come forward from Brazil to decrease to a point over 1,000,000 bags below her holdings at this time last year. Not only, however, is the European visible supply of coffee much smaller than at this time last year but it is also understood that the stocks existing in the interior of Europe in the hands of the consuming trade have been considerably reduced. Therefore it is believed that Europe is in a position to easily take care of all the remaining coffee that Brazil will have to market for the balance of the present crop year. The visible supply of coffee for the United States, it is true, stands at high record figures, but on the other hand the indications are that much of this coffee is closely held, and therefore there will be no general spilling of supplies should an advance in prices occur.

We quote the following prices:

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6	....	0 10½
" " No. 5	....	0 11
" " No. 4	....	0 11½
" " No. 3	....	0 12
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

The market in both rice and tapioca is reported strong and advancing, although prices locally have not been affected so far. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B	....	0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat	....	0 04½
Japan	0 06	0 07	Carolina rice	....	0 08
Sago	0 03½	0 04			

SPICES.

Cable advices from Singapore, Penang, and London report active and higher markets for white and black pepper. Locally trade is quiet with last week's prices unchanged. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

TEAS

This week's cables from Calcutta report an advance in the price of common tea generally, and it is reported in the same cable that the leaf has changed for the worse. This is unwelcome news to the trade because the leaf has been rather poor throughout the season which is now so far advanced that with poorer leaf at this period likely to develop into light red leaf with sticks, it will give little opportunity for securing a supply of desirable teas at moderate prices. Buyers have been consistently advised of conditions by Calcutta houses, but for the most part have held out of the market in the hope of doing better; it will now be impossible to do as well. According to usual practice buyers have commenced to operate more freely at advanced prices on teas which were declined as unsuitable when prices were lower, and some importing business has been done with Calcutta this week.

The Ceylon market is steady at the recent decline for common teas and firm at the recent advance for teas possessing any quality. Strictly fine tea is scarce and very high. A buying order in London for strictly fine tea has brought the response that no more than 150 chests per week can be obtained, although buyers' requirements are for 300 chests per week.

There is no change in the position of green teas which are meeting with only a moderate sale. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—¼ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 17

Sugar.

The market has more than maintained its strength and we have again to record further advances and the situation is entirely without parallel in recent years. As we went to press last week the nominal quotation for centrifugals in New York was 4 3-8c for 96 test. Since then there have been large sales of spot and nearby sugars at 4.41c and 4.43 duty paid for 96 test. There have also been sales of new crop Cubans at 3.00c and 3 1-16c c. and f. the latter equal to 4.42c duty paid, showing an advance of 1-16c in distant sugars. We also hear

of sale of 100,000 bags Cubans to Arbuckle at 3 1-32c c. and f. for January shipment. New crop Demeraras have been freely dealt in, principally by Canadian refiners at 2.81c c. and f. New York for 96 test, but these sugars are now held for 3.00c c. and f. New York, which would equal 4.68c on New York duty paid basis.

Beet sugars have made further advances for the week going rapidly from 12s 1 1-2d to 12s 11 1-4d, the maximum figure however not being maintained and the nominal quotations as we go to press are 12s 9 3-4d for November and 12s 10 1-2d for December for 88 test basis f.o.b. Hamburg, the former equaling duty paid parity of 4.75c for 96 test centrifugals and registering a net advance of 2s per cwt. from the recent lowest or say within the last three weeks. Receipts at U. S. four ports for week ending November 2nd were light, viz 26,149 tons with meltings of 42,000 tons, leaving total stock in four ports of 143,248 tons. Combined stocks of U.S. and Cuba are only 148,748 tons, a decrease of 97,169 tons from last year. The decrease in the world's possible supply is now 456,826 tons.

Refined in both U.S. and Canada advanced a further 10c for the week, making prices to-day 30c per 100 lbs. higher than those of two weeks ago. We refer to amended price list at foot.

Paris lumps, in 50-lb. boxes	5 58
" in 100-lb. "	5 48
St. Lawrence granulated	4 93
Redpath's granulated	4 93
Acadia granulated	4 93
Berlin granulated	4 83
Phoenix	4 83
Bright coffee	4 73
Bright yellow	4 68
No. 3 yellow	4 63
No. 2 "	4 43
No. 1 "	4 33

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

Foreign Dried Fruits

The trade is busy this week receiving second direct shipments of Mediterranean dried fruits landed at Montreal a week ago. This shipment which includes the bulk of requirements for the Canadian Christmas trade is the last of the season, the rest coming either by New York or London, Eng.

There has been an advance in California dried apricots and peaches in consequence of the very firm situation obtaining in primary markets. Advices from Armsby & Co., San Francisco, are to the effect that peaches and apricots are pretty well cleaned up in the United States and that only a few cars here and there can be had at advanced prices. The raisin crop has been reduced nearly 30 per cent. by rains; the position of the article is very strong at the recent advance and orders can only be booked subject to confirmation. Prunes remain on a very low level for medium sizes, but large and small fruit is at a premium and orders are not being accepted by shippers until specifications of sizes required by buyers are approved.

Valencia raisins are reported a shade easier while currants are firm. New Fard dates are due next week, while the New York steamer bringing supplies of Hallowees and Sairs will be here the week after. Our quotations are as follows:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04	60-70s	0 06 0 06½
90-100s	0 04 0 04½	50-60s	0 06½ 0 06½
80-90s	0 05	40-50s	0 07½
70-80s	0 05½ 0 05½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 09 0 11	Citron	0 15 0 18
Orange	0 10 0 12		

FIGS

	Per lb.		Per lb.
Tapnets	0 03½ 0 04	Elemes	0 08 0 17
Naturals	0 06½ 0 07½		

APRICOTS.

	Per lb.
Californian evaporated	0 13 0 14

PEACHES.

	Per lb.
Californian evaporated	0 13 0 14

PEARS.

California Evaporated, per lb	0 14

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
New selects	0 07½ 0 07½
Sultanas	0 06½ 0 10
Californian seeded, 12-oz. Muscatals	0 07 0 07½
" 1-lb. boxes "	0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 08 0 08½
" " 4-crown "	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 10½
Sairs	0 04½ 0 04½	" new choice	0 09½

FOREIGN NUTS.

New crop filberts are due to arrive shortly and Ivica and Tarragona almonds are now being distributed in this market. A steady demand for all kinds of nuts continues with prospects of larger consumption from now on. Invoices of new walnuts have been received and supplies should be on hand before the next issue of The Grocer is out.

Supplies of old peanuts are about exhausted, and new crop stock is being offered only in limited quantities until supplies are more plentiful. The present crop of U. S. peanuts is estimated to be ten to twenty-five per cent. larger than that of 1903 and with favorable weather the quality will be good. Prices are somewhat easier. Our quotations are as follows:

Peanuts, green, Virginia, per lb	0 08 0 10
" roasted "	0 10 0 11
" Spanish, green, per lb	0 09
" " roasted, "	0 10
" Japanese, green, per lb	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb	0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 10
Filberts, per lb	0 10
Pecans, per lb	0 14 0 15
Brazils "	0 15
Cocoanuts, Jamaica, per sack	4 00

DRIED FISH.

The market in dried and cured fish continues firm and steady with prices unchanged from last week. Salmon trout have appeared on the market and are selling at $6 per keg. Lake herring are reported very scarce. We quote the following prices:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½ 0 07
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06
Labrador herring, per bbl	6 00 6 50
" per ½ bbl	3 25 3 40
Scaled herring	0 17
Salmon trout, per keg	6 00

BIRD SEED.

The bird seed market is without special feature for the week, and quotations continue unchanged. We quote the following:

Canary seed, per lb	0 06 0 06½
Hemp "	0 05½
Cottam's	0 08
Brock's	0 07

EVAPORATED APPLES.

There is considerable range of prices in evaporated apples this week, some dealers quoting as low as 5 1-2c while others say 6 1-4c is not too high for choice stuff; 6c, however, would seem to be the top figure generally with the average price ranging about 5 1-2c, or perhaps a shade higher. The demand is steadily improving and the outlook for evaporated apples bright in view of the fact that on account of their cheapness they have largely taken the place of dried apples.

Country Produce.

EGGS.

Receipts of eggs are large for this season of the year and the local demand for new laid eggs can be fairly well supplied. The margin between new laid and pickled eggs is gradually growing greater as the colder weather approaches. Should the present cold snap last receipts will undoubtedly drop off. While new laids are quoted at 22 to 23c, one who wants guaranteed new laids usually has to pay up to 25 or 26 cents. We quote:

Eggs, new laid	0 22 0 23
" fresh	0 20 0 21
" pickled	0 19 0 20

HONEY.

Present conditions continue unchanged. The outlook is for a fair demand. Our quotations are as follows:

Honey, extracted clover, per lb	0 08 0 08½
" sections, No 1, per doz	1 90 2 00
" " No. 2, "	1 65

BEANS.

The crop is now all harvested and that portion offered for sale is moving freely. During the week the price on handpicked prime No. 1 and 2 has declined 5c per bushel. No further decline is anticipated. Our quotations are:

Beans, handpicked, per bush	1 55	1 60
" prime, No. 1	....	1 45
" prime, No. 2	....	1 35
" Lima, per lb	0 07	0 07½

SEEDS.

Trade continues quiet and as a result prices have become easier, although for srtictly fancy seed a higher price is being the last week. First consignments ation of present prices for some time; if any change should take place it will be an advance. Our quotations are as follows:

Alsike clover, per bush	3 50	6 75
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

Green Fruits.

Fruit has had a freer movement during the last week. First consignments of Florida oranges have arrived, reports stating a fine crop. As these oranges are the favorites a heavy movement is expected. California navel oranges are not expected to receive much attention till after Christmas. New Messina lemons are arriving in good condition. Frost has affected the crop of Cape Cod cranberries and prices have advanced.

The banana crop in Honduras has been totally destroyed by storms and this with the increased demand in the absence of small fruits, warrants an advance in price. Dates are expected to arrive shortly from Asia. Sweet potatoes are firmer, the price on cloth covers having advanced 25c per barrel.

Canadian grapes are arriving in large quantities; recent frosts, however, are expected to stop the supply. There is a better inquiry for Fall and Winter apples, especially the red variety. Cape Cod cranberries (late Howes) are selling at $9.50 per barrel, Florida oranges at $3.50 per box and Florida grapefruit at $5 per box. Crab apples have been struck off the list as their season is practically over. We quote the following prices:

Jamaica oranges, per bbl	4 75	5 00
" " per box	2 75	3 00
Jamaica grape fruit, per bbl	7 00	7 50
Florida oranges, per box	....	3 50
Florida grape fruit, per box	....	5 00
New messina lemons, 300's, per box	3 25	3 50
" " 360's, per box	3 00	3 25
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 25	1 50
Apples, Fall varieties	1 50	2 00
" Winter varieties	1 75	2 25
Sweet potatoes, double heads, per bbl	3 50	4 00
" cloth covers "	3 00	3 25
Pears, Canadian, per basket	0 25	0 35
Grapes, small baskets	0 15	0 20
" large "	0 25	0 30
Canadian Catawba grapes, per basket	0 25	0 30
Almeria grapes, per bbl	5 00	6 00
Canadian chestnuts, per bush	4 00	5 00
" " per peck	1 00	1 25
Cape Cod cranberries, per bbl	....	8 50
Cape Cod cranberries late Howes	....	9 50
Canadian cranberries, per bbl	6 00	7 00
Smyrna figs, four crowns	....	0 10
" " five "	....	0 11
" " six "	....	0 13
" " seven "	....	0 15
" " glove boxes, 1-lb	0 09	0 11
" " 12 oz. square boxes	....	0 08
Comadre figs	0 03½	0 03¾

W. B. Stringer & Co., representing J. C. Houghton & Co., Liverpool and London, have received the following cable from Liverpool, November 9th, 1904:

"29,000 barrels selling. Prices lower. Baldwins xxx, 10s to 11s, xx 8s 6d to 10s; Greenings, xxx 11s to 12s 6d, xx 10s to 11s; Spy xxx, 12s to 14s, xx 9s 6d to 11s 6d; King, xxx 13s 6d to 15s 6d; Golden Russet, xxx, 12s to 14s, xx 9s 6d to 11s; Ben Davis xxx, 8s 6d 10s 6d."

Eben James, Toronto, has received the following cables:

Woodall & Co., Liverpool: Nov. 9th: "35,000 barrels sold. Market sixpence easier."

Boyd, Barron & Co., Glasgow, Nov.9: "Demand good. Supplies at present insufficient for requirements. Firsts 11s to 15s, seconds 9s to 12s."

M. Isaacs & Sons, London, Nov. 9: "Market firm, prices unchanged."

APPLE SHIPMENTS.

Shipments for week ending Nov. 5th, 1904 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	32,091	5,903	....	....	37,994
New York	2,859	15,593	7,838	8,751	34,841
Portland, Me.	17,471	....	....	....	17,471
Montreal	16,716	4,356	12,632	5,128	38,842
Halifax	....	....	421	....	421
St. John	....	....	....	....	....
Total for week	69,137	25,862	20,691	13,879	129,569
Same week 1903	115,696	45,832	28,109	40,784	230,421
Same week 1902	100,625	14,701	24,895	12,854	153,073
Total since season opened					944,244
Same time 1903					1,664,609
Same time 1902					1,004,960

Woodall & Co., Liverpool, Eng., in their circular of October 29, 1904, say in regard to the English apple market that reduced receipts have had a beneficial effect on the market, but that larger receipts can be readily disposed of from now on. This activity is satisfactory as showing that the English crop is becoming much scarcer and that every day is hastening the time when supplies must be drawn from foreign markets and relatively better prices anticipated. The general excellence of quality and condition has been maintained and occasionally some beautiful lots of red varieties been offered realizing a high range of values; for instance some choice Canadian Kings realized 19s per barrel with Spies up to 15s 6d.

Vegetables.

There is a fair supply of all lines except onions. Prices are steady. Greenhouse grown stock is meeting with better inquiry. Our quotations are as follows:

Head lettuce, per doz. bunches	0 25	0 40
Greenhouse lettuce	....	0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Carrots, per bag	....	0 50
Beets, per bu	....	0 40
Beets, per bag	....	0 50
Dry Onions, per bag	....	1 35
Dry Onions, per basket	....	0 40
Green house water cress, per doz	....	0 25
Cauliflowers, per doz	0 40	1 00
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Potatoes, per bush	....	0 75
Butter squash, per doz	0 75	1 25
Parsnips, per bu	....	0 50
Cabbage, per head	....	0 05
" per doz	0 25	0 50
Turnips, per bag	0 35	0 40
Pumpkins, each	0 10	0 15
Citrons, per doz	0 50	1 25
" each	0 10	0 15
Spinach, per bu	....	0 50

Fish and Oysters.

As a result of cold weather an excellent trade is being carried on in both fish and oysters, but more particularly in oysters. Prices continue unchanged. We quote the following:

Halibut, "	....	0 10
Sea salmon, "	....	0 18
Whitefish, fresh caught, per lb	....	0 09
Haddock " per lb	0 06	0 07
Cod, steak " "	....	0 07
Perch " "	....	0 06
Trout, lake, per lb	....	0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb	....	0 06
Finnan haddie, per lb	0 08	0 09
Oysters, Long Island natives, per imp. gal	....	1 70
" Baltimores, per wine gal	....	1 50
" "Standards," per small pail	....	4 50
" "Selected," " "	....	5 35
Ciscoes, per basket	1 00	1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 75	1 00	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

Wheat is moving more freely owing to favorable weather, and as a result prices have declined on Manitoba wheat. Other varieties remain firm with no indication of an advance. Oats and buckwheat are still advancing. Other prices continue unchanged. We quote the following:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 06	1 06½
" " " No. 2 "	1 02	1 02½
" " " No. 3 "	0 97	0 97½
Red, per bushel, new	1 08	1 08
White " "	1 08	1 08½
Barley " "	0 47	0 51
Oats, " "	0 35½	0 36
Peas "	0 71	0 72
Buckwheat " Nominal	0 60	0 61
Rye, per bushel, " "	0 81	0 82

FLOUR.

Demand continues steady, in particular for domestic consumption. Our quotations are:

Manitoba wheat patents, per bbl	....	5 70
Strong bakers "	....	5 40
Ontario wheat patents "	5 25	5 45
Straight roller "	5 20	5 35

BREAKFAST FOODS.

The demand for breakfast foods continues brisk with prices unchanged. Rolled oats and oatmeal are meeting

with exceptionally good inquiry. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 65
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " " in wood	4 35
" " " " for broken lots	4 50
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

Conditions in the tallow market continue unchanged. Hides, as a result of growth and age are becoming more valuable. The market in Chicago is strong with prices high and reports stating that supplies are short. Our quotations are as follows:

HIDES

No. 1 green steers, per lb	0 09½
" 2 " " "	0 08½
No. 1 green, per lb	0 09
" 2 " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Lamb skins	0 85 0 90

TALLOW.

Rendered Tallow, per lb	0 04 0 04½

WOOL.

Unwashed wool, per lb	0 12 0 13
Fleece wool, new clip, per lb	0 20 0 21
"Rejections"	0 15 0 16
Pulled wools, super, per lb	0 20 0 22
" " extra "	0 21 0 23

Provisions.

The market in provisions remains firm with good demand compared with the stocks on hand. No changes have been made in prices in any line. Bacons and hams are strong. The business done in fresh meats is much better this week on account of the cold weather. Spring lamb has advanced a quarter of a cent and light hogs have dropped the same. We quote these prices:

Long clear bacon, per lb	$0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb		0 09½
Small hams per lb	0 13	0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb		0 09
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 08	0 08½
" tubs "		0 08¾
" pails "		0 08¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	8 00
" front quarters	4 50	5 75
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 50
Veal	6 00	8 50
Hogs, light		6 75

Poultry—Larger supplies of poultry are coming to hand and prices have dropped in every line. Turkeys are not very plentiful and it is difficult to say just how many will be on hand for Thanksgiving. Some dealers think that there will not be any decided shortage, while others fear that the farmers may hold back for Christmas. The general opinion is, however, that there will be far more to hand than last year. Chickens and geese are up to the demand. We quote the following prices:

Chickens, spring	0 09 0 10
Hens	0 06 0 08
Geese	0 07½ 0 08
Turkeys	0 12½ 0 14
Ducks	0 09 0 10

Butter—The butter market remains unaltered from last week. Supplies are fair. with the demand good on good grades. Dairy butter in tubs and large rolls has advanced a cent and creamery prints are stronger. The prices are as follows:

	Per lb.
Creamery prints	0 20 0 21
" solids, fresh	0 18½ 0 19½
Dairy prints	0 16 0 17
" in tubs	0 14 0 17
" large rolls	0 15 0 16

Cheese—Cheese shows a decidedly firmer tone. The export demand is not appreciably greater but the season is closing with prices higher than they have been all year. The result is that dealers' quotations have advanced a quarter to a half cent. The results of the board meetings for the week ending November 8 are as follows:

Board.	Boxes.	Price.
Picton	*698	0 09⅞
Madoc	555	(210 sold) 0 09⅝
Brockville	1,273	0 09½
London	2,000	(no sales) 0 09½ 0 09⅝
Belleville	2,000	(750 sold) 0 10 0 10 1-16
Ingersoll	380	(no sales) 0 09¾

*Colored Cheeses.

Nearly all of the boards have closed for the season. Dealers prices are:

	Per lb.
Cheese, large	0 09¾ 0 10
" twins	0 10¼ 0 10½

QUEBEC MARKETS.

Montreal, Nov. 10, 1904.

Groceries.

COLLECTIONS are good and trade generally in groceries is active everywhere. The faintest sign of Christmas trade has already set in, even though it is only the middle of November. Orders from certain districts indicate an increased volume of trade. In fact it is generally believed that the Christmas trade will be larger than ever before. The advance in sugar of another 10c, totalling in all 30c, makes granulated selling at $4.85 per 100 lbs., and is a notable feature in the market. Spices remain inactive except in the fact of one instance of a sharp rise in white pepper. Tea is still quiet, and little demand has been noticed in the local market. The demand for molasses has increased and the distribution has corresponded with the consumption. In dried fruits considerable interest has arisen owing to the Autumn trade for the holiday. In some cases prices have changed considerably, but at present they are normal. Canned goods continue to attract attention, and everything is now under the heading of new pack, and salmon is just as prominent a feature as ever. In green fruits a noticeable arrival has been the tinted Almeria grapes. Finest selections have been selling at $7 per keg. Considerable interest is being taken in Canadian onions at present, and splendid samples have been sold on the market, which in some cases surpass the Spanish in appearance and flavor. These onions have created considerable demand. In nuts the most noticeable decline is in peanuts, which have dropped to 1c. Fish of all kinds are in good demand. Haddock is considerably less in price. Steak cod is very plentiful. The market for fresh lake trout closes on Nov. 15, so that these fish are practically out of the market. In canned vegetables it might be mentioned that Canadian asparagus tips are being sold at from $2.50 to $3.75, but they are scarce. Clover leaf salmon is now in stock everywhere, and is in good demand. Eggs remain firm and excellent business is being done in export, notwithstanding the alleged discountenancing of Canadian stock in the Old Country. Beans and potatoes are selling well, and the flour and feed market is very active and abundantly supplied, notwithstanding the small amount of export that has been possible owing to the extensive home consumption.

SUGAR

The noticeable advance in sugar of 30c during the past ten days certainly verifies the prophesy extended in The Grocer three weeks ago. Early in the month of October the refined market was strong and it steadily grew in importance. Notwithstanding the strength of the Canadian market, cutting is going on in New York, and this occasioned an independent advance, which occured about the middle of the month. The last two weeks in October saw steady advances, and Arbuckle of New York was compelled to announce that while there was an advance he continued to take business at $4.85 for barrels and $4.80 for bags. There was a fight, however, between the American and Howell and the Federal. The point is that speculators are observing the market, and as the difference between raw and refined is not large, refined is considered comparatively cheap, and the trade might do well to carry good stocks this season of the year. New York prices are considerably in excess of local prices, but with the exception of Arbuckle they all agree to $5.10 for barrels, granulated, which, of course, corresponds with the $4.85 here. Arbuckle still quotes $5. We quote:

Granulated, bbls	$4 85
" ½-bbls	5 00
" bags	4 75
Paris lump, boxes and bbls	5 35
" " ½-boxes and 1½-bbls	5 45
Extra ground, bbls	5 20
" " 50-lb. boxes	5 40
" " 25-lb. boxes	5 50
Powdered, bbls	5 00
" 50-lb. boxes	5 20

Phoenix	4 65
Bright coffee	4 60
" yellow	4 55
No. 3 yellow	4 55
No. 2 "	4 35
No. 1 " bbls	4 25
No. 1 " bags	4 15
Raw Trinidad	3 60
Trinidad crystals	3 75

SYRUPS AND MOLASSES.

There has been a fair demand for grocery grades of molasses and somewhat better distribution has taken place. Receipts have not increased and foreign molasses has a tendency to advance in price. The lower grades of molasses seem to be attracting considerable attention, and full figures have been paid for them. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Activity has been noticed in the coffee market during the last week, inasmuch as news from the countries of production was encouraging. Receipts have continued larger than was expected, and coupled with this a cable has been received from one of the most reliable Brazilian houses that the October flowering was promising very unsatisfactorily. The combination occasioned a reported advance in coffee. It is reported that stocks are heavy in Santos, Rio, and the States, and an increase is expected in the world's visible supply of nearly 300,000 bags. Notwithstanding the estimate of experts that 500,000 bags will equal the crop, the market has not been disturbed. The demand locally has been slow and rather less than for some weeks previously. In consequence the quotations have tended downwards. We quote:

Good Calcuttas	0 10 0 10¼
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

The demand for all kinds of spices is good. Importers seem, however, to be purchasing fresh supplies in limited quantities. An advance has been noticed in white pepper and the supplies in this commodity are extremely limited. The stock to arrive is small and the chances are that higher prices will exist to the consumer. Some considerable interest has been taken in Acheens peppers and a considerable advance was shown. The reported shortage of the clove crop has been denied and the product is supposed to be above the average. Nutmegs are in improved demand and although stocks are small, indications are that liberal arrivals will be received early in December, in view of which prices are expected to decline. Ginger has been dull and prices remain firm. We quote:

	Per lb.
Peppers, black	0 20 0 22
" white	0 25 0 31
Ginger	0 17 0 24
Cloves, whole	0 25 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

TEA.

The market has increased in strength considerably this last week, and on the whole is firm, and considerable demand has been noticed for different grades which have been quiet for some time. Plenty of supplies are coming in and the decline in low-grade teas has occasioned considerable increase in the volume of business. The probabilities are that shipments of this class will be on a liberal scale, and in increased quantities, so that no immediate prospects may be looked for of any upward movement. The improvement in the Dooars and Sylahets has continued and the trade is observing this. Assams and Darjeelings remain of indifferent quality. Finer qualities have sold in less favor to buyers, owing to the extensive supply. Japan teas are coming in freely and increased business has been recorded. Moderate quantities of Ceylons are on the market. Fannings and dust show no change in value. Considerable hardening has been noticed in the rates for broken pekoes. Congou tea is quiet and in Chinas, Formosa Oolongs have shown a good business. A fair private inquiry has been noticed for Scented Capers. We quote:

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

CANNED GOODS.

Little change has taken place in the canned goods market, and the demand from the country has been very slight. The consumption is small and the large holders do not anticipate any chance of forcing sales at less than proper value. New pack goods of all kinds are in stock and the demand seems to be increasing. The Norway sardines are holding a strong position in the market locally and they promise to continue to do so. French sardine fishing is over, and probably the smallest stocks on record have been recorded in the sixteen ounce and eighteen ounce tin. In fact some contracts for 18 oz. tins are reported to have been cancelled. Portuguese sardines are advised from the best sources, and they can be now obtained at a moderate figure, and are said to sell absolutely on their merits. Low prices are noted for canned apples, and there has been considerable inquiry for California pears. Low prices have been quoted for limited quantities. We quote:

COAST PRICES.

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoes	4 00
Humpbacks	2 75

TRADE PRICES.

Tomatoes	1 25
Corn	1 20
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtonberries, 2s	1 57½
Raspberries, black	1 42½
Gooseberries	1 63½
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77
" 3s	2 57½ 2 72
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47
Cherries, red pitted, 2s	2 30½
Baked beans, 3s	1 03
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10½
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 35
Peas	$0 82 0 85
Fine French Peas	1 30
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90

BEFORE THE COLD WEATHER SETS IN

—AND—

Before close of Navigation it will be well to place your orders now and save paying Winter freight rates.

Revise the Following List :

Canadian Vinegars—Following brands defy all competition.

French	English	Spanish	Italian
118 grains	100 grains	80 grains	60 grains

In barrels of 10, 20, 30, 40 and 50 gallons. Freight paid on 50 gallons to Quebec and Ontario Stations east of Fort William. With every 100-gallon order we give **FREE** one HALE'S Non-Corrodible Vinegar Pump.

Do not overlook ordering your **Pickled Fish** for **Advent**

We offer—**Labrador** and **Nova Scotia Herrings,** very choice quality, in barrels and half-barrels.

CODFISH is very scarce, but we have in stock to offer for immediate delivery No. 1 Medium at very reasonable prices. We will shortly have No. 1 M and No. 2 Small to offer at attractive prices.

Dried Fruits—We have a most complete assortment.

VALENCIA RAISINS—F.O.S., Selected and 4-Crown Layers.
CALIFORNIA SEEDED RAISINS—12-oz. and 16-oz.
Grocers will find it profitable to take advantage of our prices.

Table Raisins—Layers and Clusters.
Boxes, 22 lbs.; $\frac{1}{4}$-boxes, $5\frac{1}{2}$ lbs.; fancy 1-lb. cartoons, 30 to case.

Pickles—IMPORTED and DOMESTIC in bottles, to retail with good profit at 10c., 15c., 20c. and 25c., also Bulk Pickles in 1, 2, 3 and 5 gallons.

A BARGAIN

1000 Valencia 4-Crown Layers, Palares brand

For delivery on arrival about December 10th. We offer these at attractive prices. Write for quotations or see our travellers.

PROPRIETORS OF REGISTERED TRADE MARKS, "PRINCESS" AND "VICTORIA" FOR BAKING POWDER, JAMS, JELLIES, TEAS AND CIGARS.

Samples and Prices on Application. Prompt Delivery.

CANADIAN AGENTS FOR THE CELEBRATED TEAS OF SIR THOS. LIPTON, LONDON AND CEYLON.

LAPORTE, MARTIN & CIE., Limited

ESTABLISHED 1870.

Wholesale Grocers, Tea, Wine and Spirit Merchants,

MONTREAL.

Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " " "		1 72½
3's " " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's " preserved		1 75
Gals " standard		5 50
Gals. " solid pack		8 50

Foreign Dried Fruits.

Considerable interest is being taken in dried fruits as the Christmas season approaches, and early orders for goods due to arrive have been reported in many cases. Supplies have up to date been equal to the occasion, except perhaps in currants, and this want may be supplied well when the Str. Jacona arrives at Halifax. Prices have not been seriously affected by the scarcity, except perhaps the case where forward offers of fruit for shipment close at hand are, if anything, inclined to be slightly cheaper than those at present ruling on the market. Importers like to realize their fruit as soon as possible after arrival, and any market is healthier from having frequent supplies and fresh stocks. Dried fruit would suggest rare possibilities for profit if properly handled. Plenty of currants have arrived in New York, but they were swallowed up to cover future sales already made. Saturday of this week the Fredrica was expected in New York. She has 1,700 tons which is said to be the total spot supplies for the market until the Regina Elena arrives about the 10th or 15th of November. In raisins the demand is good and the quality of stock arriving is up to the mark. Prices have exceeded the expectations of importers. The fruit is exceedingly good and buyers take it readily. Malaga fruit is in good demand, and to arrive stock is being sold generously at good prices. We quote:

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07½	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
"Royal Buckingham Clusters," ½-boxes	1 10
"Excelsior Windsor Clusters"	4 50
" " ½s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 7½	0 09
" " in 12-oz. packages		0 05½

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 05
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

NEW FIGS.

Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28

ELEME FIGS.

12-oz. boxes	0 08	0 08½
16-oz. "	0 10	0 10½
10-lb. "	0 08 0 09½	0 10
30-lb. "	0 12	0 12½

Green Fruits.

Abundance of green fruit is still on the market and the most notable arrival has been a quantity of tinted Almeria grapes, known as the famous "Villalobos," which means that the grapes will keep long. They are selling at $7 a keg and are in strong demand. New lemons are attracting attention, extra fancy selling at $3.75. California fruit has arrived in abundance. Tokay grapes are selling at $3.50 per crate. Solway peaches at $2 a box and Italian plums at $2.25 a box. Apples are being disposed of in large quantities by the local exporters, and on the spot Spies, Baldwins, Russets and Greenings were selling at $3.25. Hand picked Fameuse at $3. We quote:

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	1 00	2 75
Pineapples, 24 to case		4 00
30 to case		3 50
Cranberries, finest dark		8 00
" dark		7 50
" 25 quart boxes		2 25
Bananas	1 10	1 50
Bananas, red, per bunch		1 00
New Messina lemons 300's		3 50
" " " 360's		2 50
Peanuts, Bon Tons		0 12
" Sun brand		0 11
" Diamond G brand		0 09½
" Coon brand		0 08
New Brazils		0 13
Sweet potatoes, per bbl	2 75	3 50
Limes (100)		1 25
California peas, per box		3 25
California peaches, per crate		1 65
California plums, per crate	2 00	2 25
California late valencias, per box		4 75
Verdelli lemons, 300's, per box		4 25
California grapes, per crate	2 50	3 00
Canadian grapes for wine making	0 13	0 14

NUTS.

Grenoble walnuts		0 13
Tarragona almonds		0 13
Sicily filberts		0 10
Shelled walnuts		0 19
New Brazils		0 14
Jumbo pecans		0 14
Large "		0 12
Shelled almonds		0 28
Peanuts, Spanish shelled		0 12
" Virginian brand, shelled		0 11
New chestnuts, per lb		0 12

Vegetables.

A large and steadily increasing business has been carried on in vegetables of all descriptions. Probably the most notable has been in onions. New Yorkers are still after Canadian onions, and the product from the Simcoe, Ont., fields seems to be attracting the American connoisseurs. Hudon, Hebert & Co. had a large quantity of Canadian onions, which in color and weight seem quite equal to some of the Spanish product. We quote:

Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Spanish onions, large cases, per case		3 25
" " crates, per case		1 00
Red onions, in 75-lb. bags, per bag		1 50
Yellow onions, in 80-lb. bags; per bag		1 60
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
Michigan celery, per doz		0 40
Canadian celery, per doz		0 35

Fish.

All kinds of fish are in active demand. Haddock and steak cod are plentiful and prices are easier. Fresh dore are practically out of the market. Fresh lake trout closes its season on the 15th of November and is therefore in considerable extra demand. Salt lake trout is now in the market and is selling as high as $5.25 for keg of a hundred pounds. The market has changed little since last week. We quote:

Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	8 00	9 00
Caraquet	4 00	5 00
Dressed bullheads		0 08
" perch		0 08
Haddies		0 07
Bloaters in boxes, 100 fish		1 25
Kippered Herring in half boxes		1 00
Smoked herring, per box, new		0 15
Fresh haddock, per lb.		0 04½
Pike, " round and dressed		0 06½
Halibut, per lb		0 11
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, fresh		0 14
Fresh steak cod		0 06
Market cod		0 04½
Lake trout, per lb		0 08
Whitefish		0 08
Dore		0 07½
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl	5 50	6 00
" " half bbl	3 25	3 50
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 50
" " No. 1	6 50	7 00
Large "	7 00	7 50
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		17 00
" " Large (300 lbs.)		25 00
Sea Trout in bbls. 200 lbs		9 00
" half bbls		5 50
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

EGGS.

Eggs are an interesting commodity and are strong in price. The market is very firm, although no actual change has taken place during the week. Several lots changed hands during the early part of the week, at 21 to 21 1-2c and in some cases as high at 22c was paid for really

good stock. Good straight cold storage stock sold at 19 to 19 1-2c and No. 2 or pickled was sold at 17 1-2 to 18c per dozen. The demand for selected eggs in a jobbing way was fair at 24c and Montreal limed at 20c per dozen.

BEANS.

No change has taken place in the bean market which rules quiet and steady. We quote:

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes	....	1 40

POTATOES.

Active trade has been done in potatoes and steady prices rule. Car lots of fair to good stock are quoted at 43 to 50c per bag, and choice at 60c to 62c.

HONEY.

A slow demand has marked the honey market and offerings are fair. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

There is little doing in maple products and no change has taken place. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

No change has taken place in the hop market, and things remain quiet. We quote:

Choice	0 33	0 35
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

No change has taken place in the flour market during the past week, except the increased demand. Prices have not changed. We quote:

Manitoba spring wheat patents	....	5 80
" strong bakers'	....	5 50
Winter wheat patents	....	5 70
Straight rollers	....	5 35
Extra	....	4 50
Straight rollers, bags, 90 per cent	2 50	2 60

FEED.

No change has taken place in the feed market and prices are unchanged. We quote:

Mouillie	21 00	28 00
Ontario bran, in bulk	17 00	17 50
" shorts	....	19 00
Manitoba bran, in bags	....	19 00
" shorts	....	21 00

ROLLED OATS.

An increased demand has taken place during the week, and prices have fluctuated. We quote:

Fine oatmeal, bags	....	2 60
Standard oatmeal, bags	....	2 60
Granulated " "	....	2 60
Rolled oats, "	....	2 55
" brls	....	5 00

HAY.

Hay is in slow demand and prices have receded slightly. We quote:

No. 1 timothy	9 00	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

Provisions.

A steady business has been conducted all week in provisions, although cable advices from all the principal foreign markets were weaker, among the most prominent being the decline of 3s in the prices for Canadian bacon. No marked effect was noticed on the local market for live hogs, which sold on Tuesday at $5.25 for selected lots, $5 for mixed lots, and $4.50 to $4.75 for heavy fat per hundred. For dressed hogs the market was alive with good demand from butchers for small lots. Sales of fresh killed abattoir stock were made at $7.25 to $7.50. In country dressed at $6.75 to $7 per hundred. Trade has been fairly good in lard and bacon, hams, etc. No change in prices. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
" Boar's Head " brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07½
" " 60-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 08
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 52½
20-lb. tin pails, each	....	1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—Cheese has taken a boom and knowing dealers state that the activity may prove good for the market all around, inasmuch as if the prices at present paid in the country represent what cheese is worth, then the cheese held here is worth half a cent more than that price. No doubt the large importers in the Old Country were taken by surprise by the advance at this time of year, but the only effect it can have is to stimulate the market to such an extent that prominent holders may get rid of stocks which they have held for some time at a profit. On the wharf, for instance where it is the custom to see large numbers of buyers, only probably six or seven appeared, and while 9 3-4 cents was the advance quoted for 2,000 boxes of Quebecs, there were some prominent dealers there who only paid 9 1-2 cents. This had an undercurrent of sense attached to it, inasmuch as allowances were claimed on nearly every box purchased, so that 9 1-2c without allowances was equivalent to more than 9 3-4c with a bit chopped off each box. Holders believe that they can overcome the decline on fine September goods and if Fall stock fails to reach 10c and 10 1-2c laid down here, September goods ought to be worth more.

Butter—The butter market is strong and certain sharp advances at country points have tended to disturb the local market. This appears to have been due to competition among certain buyers for certain factories, and to general demand. The best price available for finest salted Townships creamery is 20c and little above that has been realized. Early in the week 250 packages of Quebec creamery sold at 19 1-2c and 19 3-4c, which is an advance of half a cent a pound over last week.

For later provision reports see next page.

FIRE UNDERWRITERS' SALE.

At the Fire Underwriters' sale extraordinary to be held at Montreal, November 23, 24 and 25 will be sold without reserve the entire salvage of L. Chaput, Fils & Cie., Montreal, consisting of staple and fancy groceries, domestic and imported; wines, liquors, etc. All goods will be sold ex-bond and revenue. As most of the original packages are only partially damaged by water extraordinary values are open to the trade. Fraser Bros., auctioneers, will conduct the sale under arrangement with the Gans Salvage Company.

DEATH OF MR. DAVID WATSON, JR.

Mr. David Watson, Jr., Toronto, who was connected with the firm of R. S. McIndoe, as chemist, died on Sunday last, November 5. Mr. Watson was a very bright and clever chemist and Mr. McIndoe spoke of him to The Grocer in the highest terms. Mr. Watson was a son of David Watson, formerly of Kerry, Watson & Co, wholesale druggists, Montreal. The funeral was held in Montreal on Wednesday, November 9.

REGULAR MONTHLY MEETING.

The regular monthly meeting of the Toronto Retail Grocers' Clerks Association was held November 8, 1904, in the Temple building. Among those present were President J. R. Hellstrop, Secretary M. J. Anderson and W. Turpin, E. Matthews, W. Bail and R. Hudson. After the transaction of regular business the evening was given up to social intercourse.

ADVERTISING LESSONS BY MAIL.

REFERENCE was made in a recent issue of The Grocer to correspondence courses by mail. It was stated at that time that there were at least two institutions in Canada who provided a course of instruction in advertising through the medium of correspondence. One of these institutions is the Central Business College of Toronto, whose activities in several departments of correspondence instruction have illustration in the plentiful advertising this company is doing. The Central Business College has prepared its course with manifest thoroughness. Each study paper is issued in pamphlet form, with an official-looking blue paper cover. From the printers' point of view the job is a good one, and from the student's point of view the lessons commend themselves as being ample, practical and excellent. This course has been prepared by Mr. W. A. Lydiatt, a Toronto man whose instincts led him years ago to enter the world dominated by printers' ink. He is a practical printer, has had an extensive experience in advertising in Canada and across the border, has a quick appreciation of the value of the many forms of publicity, and has brought to his work matured judgment and fine ability. All his work is characterized by sanity and clearness, and the student under his direction is assured of a forceful, helpful teacher.

The Central Business College in its prospectus entitled "Better Advertising" is very frank in its statements to prospective students. Unlike the highly-colored, enticing literature sent out by many of the American correspondence schools, this prospectus holds out no fairy dreams of $2,000, $5,000 and $10,000 positions for those who complete the course. It states in straightforward language the advantages of a course in advertising to every man concerned with the problems of selling, whether the merchandise be groceries, life insurance or banking.

There are several courses adapted to the varying needs of those who enroll. There is a course for the grocer, one for the shoe dealer, one for the druggist and so on, and there is a complete course designed to equip the man or woman whose ambitions are to become an advertising expert or specialist.

These courses range in price from $50 on the installment plan, for a full course, down to about half this sum for a specialized course. When one considers the cost of preparing and issuing the series of lessons, the fact that no text books and college attendance are required, and that the student has the benefit of a specialist's direction and assistance during the full period of his study, the fees do not seem excessive. Advertising is one of the weighty factors in present day merchandising, and is worth studying by every man and woman who has ambitions beyond the mere taking of orders.

BOOKS, CATALOGUES, ETC.

One of the most unique catalogues which have come to the notice of The Grocer for a long time is that issued by the Eby-Blain Co., Toronto. Besides being a complete price-list of every commodity of interest to the retail grocer, it is brim full of valuable classified information as to how and when to buy, and a veritable encyclopaedia of weights and measures, sizes, packages of all staple lines, fruits, etc., and will undoubtedly prove of great practical assistance to the retailer in buying, besides possessing considerable educational value. The Eby-Blain Co. is distributing these catalogues throughout the Canadian trade and will be pleased to forward one to any who may be overlooked.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Nov. 10, 12.30 p.m.

BUTTER—Unsalted creamery, 19¾c.; creamery salted, 19½ to 19¼c.; in boxes and in tubs, 19 to 19½c.; under grades, 18½c.; dairy butter. 15 to 16c.

CHEESE—Finest Ontario colored, 9⅞ to 9⅝c.; white, 9⅝ to 9¼c.; townships, 9¼ to 9⅜c.; Quebec, 9⅛ to 9¼c.; summer goods, 8¾c.

EGGS—Production light and stocks not large. Dealers are paying 19½ to 20c. for straight gathered stock at country prices; selling here at 21 to 22c. Pickled stock and No. 1 cold storage sell at 20c., and No. 2 cold storage, 18 to 19c. Small eggs bring 15 to 16c., and select boiling eggs run from 23 to 25c., according to quality and quantity.

PROVISIONS—Local market steady for live hogs. Receipts good. No change in price. Good run of hogs sell at $2.25. English market is steady. Compound lard, 6½ to 7c.; Canada lard, 6¾ to 7¼c.; kettle rendered, 8½ to 9½c.; hams, 12 to 13c.; bacon, 12 to 13c.; fresh killed abattoir, $7.50; heavy fat hogs, $4.50; new lots, $5; select, $5.25 off cars.

CHEESE AND BUTTER EXPORTS.

Butter, week ending, November 5th.

Liverpool	5,251
Manchester	3,415
Glasgow	2,384
S. Africa	100
Total, 1904	11,150
Total, 1903	7,144
To Nov. 6 since May 1st	458,957
Same period of 1903	314,036

Cheese, week ending Nov. 6, 1904.	Boxes.
To Liverpool	12,042
" Manchester	5,374
" Glasgow	2,111
" London	16,415
" Hull	7,754
" Aberdeen	3,466
" S. Africa	100
	47,262
For same period 1903	42,141
Total Cheese Shipments since May 1st to Nov. 6th	1,836,671
Same period in 1903	2,174,834

HINTS TO BUYERS.

J. W. Bickle & Greening, Hamilton, report extensive selling of King Oscar sardines, especially in Ontario and the Northwest.

White & Co., Toronto, have received a couple of cars "Seal Brand" Florida oranges for their Thanksgiving trade.

The Walter M. Lowney Co., Boston and Montreal, have lately put up a new line of goods in Diamond Sweet Chocolate 6-lb. packages which is proving popular with the trade.

J. R. Greig Montreal, Canadian agent for Kkovah goods, is receiving his second shipment of Kkovah plum puddings and mince meat. The sale of these two holiday lines is reported as far exceeding his brightest expectations. These lines are attractively packed in stone basins and jars of various sizes and sell at sight. They are of the highest quality.

White & Co., Toronto, received their first car "King Edward" new Messina lemons this week.

Warren Bros. & Co. are offering special values in Eleme figs, 2¾ inch in 10 lb. and 56 lb. boxes.

Howe, McIntyre & Co., are the Montreal agents for the "King Oscar" sardines and other high class goods packed by Chr. Bjelland & Co.

Leonard Brothers, Montreal, have an excellent variety of oysters still to offer at reasonable prices. They are also in receipt of large quantities of Labrador herring in barrels and half barrels and the arrivals are by express daily.

Laporte, Martin & Cie., Montreal, are offering for immediate shipment extra choice Labrador and Nova Scotia herrings in bbls. and half bbls.

HAMILTON FIRM EXPANDING.

To keep pace with their growing business Lumsden Bros., Hamilton, are adding a 5th storey to their Jersey Cream Yeast factory. The demand for Jersey Cream Yeast is such that the firm is at present 700 boxes oversold.

H. P. Eckardt & Co., Toronto, are doing a good business in Eureka brand maple syrup.

PERSONAL MENTION.

Mr. Walter S. Mitchell, Canadian manager of Bovril, Montreal, is wearing a pleasant smile these days. The reason, and a very substantial one, is the advent of a son and heir. Congratulations.

Mr. James R. Greig, Montreal, is on a business trip to Quebec in the interest of Kkovah products. Kkovah Plum Pudding in crocks is a taking line with the trade.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B.C., Nov. 3, 1904.

THERE is little change in groceries to note this week. Prices are firm in those articles in which fluctuations occur. Coffees have advanced and there is no prospect of lower prices. Tapioca has gone up, and the business is good at the increased figures. Canned vegetables are firm, and merchants do not look for any lower prices. Provisions are featureless. Eggs, though, are very firm, as the supply is short, and it is not unlikely that there will be a slight advance with the approach of holiday time.

In fruit, peaches are over and blackberries are just done. There are some second crops but the quality is poor, nor were they as plentiful as the second crop strawberries. There were some boxes of the latter to be seen a week or so ago, and the second crop must have been on the market for a month or more. This year was certainly exceptional in this respect, for growers up the Fraser sent many crates to the Territories, and received therefor large prices. Persimmons will be obtainable in a day or two, and will go at $1.50 per case. Egg plants are to be seen at many of the stores, and as a novelty sell well. Cranberries are 4c per lb. Onions have dropped a little. Radishes and lettuce are now to be had in good quality and quantity. There is nothing to note in regard to other vegetables.

• • •

Mr. Maxwell Smith, Dominion inspector for the Fruit Marks Act, has secured his first conviction in Vancouver of a violation of that enactment. It provides that fruit marked a certain quality should be that quality. Rev. George Ditcham, agent of the New England Fruit Co., was charged with selling pears to a local commission dealer marked XXX, indicating No. 1 quality. Examination revealed that the fruit was slack in the boxes, badly bruised, and quite a number of small and deformed specimens were included. Part of the fruit was also scabby. One of the best boxes had fully 25 per cent. below grade. The case was well defended, but a conviction was entered by the magistrate. Mr. Smith has very assiduously watched this branch of his duty, and this is the third time he has brought punishment on unfair packers. The enforcement of the Act means good fruit to the purchaser, and if its provisions are observed there will be no such complaints as bad fruit, or little specimens at the bottom.

• • •

A car of Ontario apples, consisting of 162 barrels, have been condemned by Thomas Cunningham, fruit inspector under the Provincial Government. They were consigned to a local warehouse, but an order was given either for their cremation or re-shipment out of the province. The inspector was astonished at the very bad condition of the apples. When the car was opened it was found to be infected with the larvae of the codlin moth. Some were crawling over the heads of the barrels and others had taken up their Winter quarters between the barrel hoops. The inspector expressed his amazement at the stupidity of Ontario shippers in sending infected fruit to British Columbia, when it is known that none will be allowed to enter. Mr. Cunningham also wired interior inspection stations to be on the lookout for infected Ontario apples.

• • •

There will be a big fruit crop in the Okanagan district next year, and already the C. P. R. and the provincial freight rates commissioner, R. M. Palmer, are preparing for it. Mr. W. M. Kirkpatrick, assistant general freight agent of the railway company at this city, has, with Mr. Palmer, just returned from the interior, where they went to observe conditions. Points which had no service last year will be accommodated next year, and better rates will be established. The fruit trade in the Okanagan is expected to be so large, judging by the increased acreage, that two fruit trains daily will have to be run. Even at this time of the year potatoes and other vegetables and apples are being shipped in such quantities that the accommodation is hardly sufficient. Tomatoes are a great feature of the interior grower. This year there were many hundred tons shipped out, but the demand was not filled. The grade grown is of the best, and in 1905 there will be many more acres devoted exclusively to the growing of this article.

• • •

The Delta Milling Co. is still actively engaged in coming to the front. Those interested are endeavoring to erect a building either in Vancouver or New Westminster soon. It is a combination of farmers who think they are not getting fair play from the produce buyers.

Mr. W. J. Brandrith, secretary of the B. C. Fruit Growers' Association, is arranging for the shipment of a representative assortment of B. C. apples to Toronto, where they will be on exhibition at the annual meeting of the Ontario Fruit Growers' Association from the 8th to the 12th instant. The samples will be selected from Vancouver Island, the lower mainland and the interior, and should do much to acquaint the east with the possibilities of British Columbia as a fruit growing country.

Apples are also to be sent to England for competition purposes. Some of those grown on the Coldstream ranch at Vernon have been sent to the agent general, and will be entered in the show of the British Horticultural Society, which takes place about the end of December.

Butter made at the Edenbank creamery is recognized as the best in this part of Canada, and the demand is always greater than the supply, notwithstanding that the price is generally 5c better. Mr. A. C. Wells, president of the creamery company, was in the city this week from Sardis, in the Chilliwack district, and stated that the creamery was to be enlarged to meet the ever increasing demand.

The Dominion Fisheries Department has agreed to send out a quarter of a million salmon eggs from the east for distribution in the Cowichan and Nanaimo rivers, at the request of the Fish and Game Club of Vancouver Island.

Those engaged in the construction of the fishway in the Quesnel Lake dam have returned and report that very few salmon were seen in the Quesnel River, and none were females.

Mr. G. I. Wilson, Mr. R. Welch and Messrs. Evans, Coleman & Evans, all of this city, and formerly associated with the B. C. Packers' Association, are acquiring a number of canneries by lease, to date from May 1 next. Next year is that of the big run, and they are preparing for it. The first secured has been that of the Washington Packing Co., at Bellingham.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Nov. 7, 1904.

WITH the elections well over it is expected more interest will be taken in business. October was a quiet month. The fact that lumber interests are so depressed is a large factor in the general condition. At this season large quantities of provisions usually go into the woods but this Fall business in this particular has been light. On Prince Edward Island the agricultural situation this Fall is not good. This does not help the general situation. It must not be thought, however, that there is any serious depression. Many report a heavy Fall business and a generally strong market leads to a feeling of confidence. The advance in sugar has been the chief feature of interest in business during the week. Spices attract considerable attention at this season. Cloves are still high. Pepper is firm and tends upward. Ginger and

Thanksgiving Day

When the son and daughter return to the old home how delightful is the cup of tea the mother serves! **"Good tea, Mother,"** says the son; **"What delicious tea,"** the daughter; and the mother says, "Yes, it is

Blue Ribbon *Ceylon* Tea

Don't you see why the mother won't buy any other?

The Red Label at 40c. worth 50c. makes good customers.

In building up your Coffee trade it will be well to consider only the best; quality is the primary basis towards your customers' confidence. The use of **CHASE & SANBORN'S** brands insures the best trade.

CHASE & SANBORN

The Importers, Montreal

Lipton's Teas and Coffees still in the lead in competition with the whole world.

They have again received the highest awards obtainable at St. Louis.

GRAND Prize

ALSO

GOLD MEDAL FOR PACKAGE TEAS.
GOLD MEDAL FOR PACKAGE COFFEES.

Why not sell the best ? It gives you the same profit as others.

SEE PRICES ON PAGE 76.

MONTREAL NEW YORK CHICAGO TORONTO

Dates

New Hollowee
New Fard
New Sair

For Prompt Shipment.

Warren Bros. & Co.

TORONTO.

SELL

HEINZ

APPLE BUTTER

We never say to the housewife that our Apple Butter is better than home-made. She might be sensitive. It is, in ninety-nine cases out of a hundred, but we prefer she should find it out for herself.

You might just as well get the profit on the Apple Butter your customers use as let some huckster have it. Call up our nearest Branch or Agency.

H. J. HEINZ CO., Pittsburgh, U.S.A.

nutmegs are low. Cream of tartar quite firm.

Oil.

In burning oil sales are large. Prices are unchanged. Lubricatings are rather quiet. Paint oils have but a light sale, and there is no change in price. Cod oil is finding a rather dull market. This is a primary point.

Salt.

Quite a large cargo of Liverpool coarse salt arrived this week. Stock on hand is not large. There is a fair demand and prices are very firm. In factory filled there is but very little imported at this season. The demand for fine salt is earlier. Canadian fine has a fair sale right through the season. There is very little rock salt used here.

Canned Goods.

Corn and tomatoes come to hand slowly. Stocks will be light. Prices which are high are very firm. Peas seem plentiful. Fruits are firm except gallon apples. These are offered low with but a fair sale. Salmon is in good supply. Prices are unchanged. Meats have but a light demand. New oysters are being offered and full prices are asked. In domestic fish, prices are unchanged. Clams gain in demand each year. They are fine goods and should sell even more freely.

Green Fruits.

Apples are freely offered. Prices are low. Auction sales are daily held but only second grade stuff is sold in this way. In oranges, Jamaicas have a good demand. Lemons are quiet and quality of stock is only fair. Ontario grapes are low. They have not as large a sale as expected. Malaga grapes have a light demand. Cape Cod cranberries are freely offered. Some natives are seen. Sweet potatoes have just a fair demand.

Dried Fruits.

Business is very active. New goods are arriving freely. Malaga and Valencia raisins, peel and figs are all here. Prices show little change from last year. In seeded California raisins several cars have arrived. Loose Muscatels are daily expected. Prices of seeded are low. New prunes are not yet here and prices are low, but 90-100s are now held at a premium on the coast of half cent as compared with the larger sizes. Evaporated apples are easy and demand is but fair. Onions are rather higher. There is quite a range in price and quality. New peanuts are quoted. Prices are lower than have ruled. Shelled

There may be **Beans** on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S
Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

HANDLERS OF FINE GROCERIES!

Setna's **CHUTNEYS**

are the finest goods of this kind manufactured—your particular customers will relish them.

Guava Jelly —Pts.
Mango Sauce —Pts.
} These goods stand at the head of all similar goods and are a revelation — quality finest.

ASK FOR QUOTATIONS.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion. C. E. COLSON & SON, Montreal.
for Nova Scotia, E. D. ADAMS, Halifax for Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

SATISFIED CUSTOMERS

Is one of the best ads. we want. It is our constant aim to place before our customers the very best values obtainable. The results have been most satisfactory to us as well as to our customers, judging from the number who are taking advantage of our offerings.

We expect a large shipment of Fancy Table Raisins and New Shelled Almonds to reach us this week per SS. "Jacona." Ask for our prices.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

OUR METALLIC CEILINGS AND WALLS

Are both artistic and serviceable. Popularly used by practical people everywhere.

Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

METALLIC ROOFING CO., Limited

Wholesale Mfrs. TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

IGN

Mr. Merchant, are you awake to the appearance of your Store? Have you got your Name up properly? Do you realize that the best Advertising Medium in the world is advertising where you have the goods to sell? We can supply you with Signs that will advertise you, sell goods, and brighten up your Store. We make everything from the smallest Show Card to the largest Sign.

The Martel-Stewart Co.

681-685 Craig Street, - Montreal.

almonds are lower but the tendency is again to higher figures.

Sugar.

Holders of stocks are buoyant and the stock held is quite large. Price has advanced twenty cents during the week and market is firm. Quite a quantity of English sugar has been bought. The tariff situation is unsettled.

Fish.

The high prices still rule. Dry codfish are very high. This has tended to create a fair demand for pollock. Pickled fish are also held at full figures. Some Canso and Yarmouth herring are offered. In smoked herring there is a fair supply and compared with a few months ago prices show a decline.

Flour and Feed.

In flour, full prices are held. There is a good business. Feed shows but a fair sale. Oats are quite firm. Oatmeal remains unchanged. The large sale of breakfast foods affects the demand. Cornmeal is quite high, some think too high. Beans are unchanged and there seems a tendency to shade prices. Barley is in limited demand. Peas are scarce.

Provisions.

There continues to be a very light sale for barreled pork. Local packers are offering quite freely and prices are low. In beef prices are rather firm with, however, but little business. Smoked meats hold quite firm. Pure lard is rather higher. Refined is slightly lower and is now well below pure lard. In fresh meats there is but a fair business. Beef keeps low but retailers make little or no change in prices. Lamb is still freely offered. Mutton is dull. Veal shows fair value. Pork low.

Mess pork, per bbl	$16 00	$18 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 07
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08½	0 08¾
" " pails "	0 08¾	0 09
Refined lard, tubs	0 08	0 08½
" " pails	0 08¼	0 08½

Butter—There is but a light stock. Prices are firmer. Good butter is in demand.

Creamery butter	0 20	0 22
Best dairy butter	0 17	0 19
Good dairy tubs	0 15	0 16
Fair "	0 12	0 14

Eggs—The price continues to advance slowly. Fresh eggs are high.

Eggs, hennery	0 22	0 24
" case stock	0 20	0 21

Cheese—There is a fair supply. Prices are firmly held. Twins have local demand.

Cheese, per lb	0 10	0 11

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words each insertion,	1 year	$30 00
"	" "	6 months	17 00
"	" "	3 months	10 00
50	" "	1 year	17 00
"	" "	6 months	10 00
25	" "	1 year	10 00

GROCERY BUSINESS WANTED.

WANTED—Grocery business in Toronto; stock and fixtures; worth about $600. Address Box 194, CANADIAN GROCER, Toronto. (45)

TENDERS FOR GROCERY STOCK.

TENDERS will be received by the undersigned, up to the 3rd day of December next, for the sale of a stock of groceries, provisions, stationery, etc., lately managed by the late Archibald Butter, of Priceville. The stock lists, which can be seen with the undersigned, amount to $827.43. The highest or any other tender not necessarily accepted. Terms of sale, $100 on acceptance of the tender and balance within 10 days when stock will be handed over. Send sealed tenders to Sarah R. Butter, Priceville. (49)

FOR SALE.

FOR SALE—First-class family grocery; established 14 years; prosperous city; stock and fixtures under $2,000; yearly turnover $25,000; easily increased; must be sold; owner's health failed. Apply Box 196, CANADIAN GROCER, Toronto. (47)

AGENCIES WANTED.

COMMISSION AGENT with A1 connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

FOR SALE—Old established combined grocery, meat and liquor business; Hamilton; large and paying trade, and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P. O. Box 304, Hamilton.

BUSINESS CHANCES.

WANTED, a purchaser for small manufacturing business, capital required about $5,000 00. Present owner would take an interest in the business with a reliable man. The present owner's reason for selling is other business takes up all of his time. Address box 191 Canadian Grocer, Toronto. (46)

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D'Olier street, Dublin. (46)

Window and Interior Displays

Timely Hints and Suggestions

Mechanical and Electrical Effects.

BY the use of a small motor there are innumerable displays of a spectacular nature that will work wonders in advertising a business, and will prove of unending interest to the passersby. The crowd never tires of a mechanical display, and there is such a wide range of ideas available that novelty can always be a part of the window. The effect need not be of an elaborate nature, nor should the motor be in constant use; its efficiency as a feature of the display will be much increased if it is varied with ordinary arrangements. The average window dresser considers such a mechanism as entirely beyond his means, but the cost is not as prohibitive as might be supposed. A quarter horse power is ample for an ordinary moving display, and even less may be found sufficient; a half horse power will run any effect desired. The cost depends upon the current used, alternating or direct, the latter being about three-quarters the price of the former. The alternating current is now, however, most used. For this a good ¼ horse power motor should cost about $80, 1-3 horse power $90, and ½ horse power $105; but motors of less trustworthy construction can be obtained for considerably less money. The same power with direct current would cost about $60, $70 and $80, respectively. In addition to the motor there are necessary only the belting and a few pulleys.

If the expense of a motor is too great, or there is no electrical connection, the window dresser can set up a water motor that will cost him only a few cents and will give good satisfaction where not too great power is desired. In some place out of sight and near at hand (the cellar is preferable as it is nearest the window) place two barrels, one filled with water on a table or elevation above the other. The water runs through a small hole onto a water wheel fixed on an axle in the lower barrel. By connecting by means of a belt a small wheel on the end of the axle with the object to be moved in the window, the apparatus is complete. A simple revolving platform can be made of a tireless bicycle wheel fastened in the window floor by its axle. A belt wound around the rim and connected with the water wheel will easily turn quite a heavy load. This motor can be made more powerful by placing one of the barrels upstairs and connecting it with the water wheel downstairs by means of a tube or pipe, the extra fall of the water accounting for this. A water wheel under a tap will generate good power and remain in action for any time. The barrel will supply the power for some hours without refilling.

Many windows can be greatly improved by fixing colored or frosted incandescent bulbs through the display. The effect is exceedingly good, and the cost small, after the initial expense. In wiring for such a window care must be taken that the insulation is perfect, otherwise fire is apt to break out, and the insurance would be hard to collect. All lights before the eyes should be colored or frosted to prevent a blinding glare.

Even the moving figures which are set going by winding are serviceable for a change, and are so inexpensive that a half dozen can be purchased for very little money. Such schemes have not the favor they once had, but their adoption is not at all objectionable at times.

This Week's Illustration.

This window was dressed by J. C. Whitesides for Fred. Carne, Jr., Victoria, B. C. The roof is a lattice work of puffed cheese cloth, and suspended from it is a natural grape vine with the home grapes hanging down in bunches.

The background is composed of closely gathered olive green satine, which is fastened to the edge of roof, and hangs down the full length of the six feet of the back. Each side is white cheese cloth draped with grape vine attached and a small bunch of wheat on one side and oats on the other, tied with white and pale purple ribbon respectively. Suspended from the very top to centre and back of the background are streamers of white and pale purple ribbon.

In the centre of window against the background are two pillars 8 inches in diameter and 3 feet high, on which is resting the sign in a gilt frame, white mat and black paper with white letters, "Our Thanksgiving, 1903." Between the pillars to the front is a box covered and surrounded with white cotton batting forming a mound recovered with puffed white cheese cloth and surmounted with another covering of green satine, similar to the back. Standing on the top is a large doll size of a big baby draped in white, with the ribbons of a sign in hands with the words: "Everything for Thanksgiving Dinner."

The goods displayed were placed on different colored plates, starting with canned soups and on down to fruit, wines, whiskies and everything dainty that could be wished for, with price tickets on nearly all. On the floor on background were vegetables that were on exhibition at the fall fair.

Thanksgiving Window—Dressed by J. C. Whitesides for Fred Carne, Jr., Victoria, B.C.

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

A VERY LARGE MAJORITY

of Canadian consumers prefer Canadian made goods if satisfied that the quality equals imported lines. Try MOTT'S Chocolates. They equal the best.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY CO., - - Boston, Mass.

Canadian Branch, 530 ST. PAUL ST., MONTREAL.

Your Customers' Health

is a matter of interest to you. Sick people's accounts are hard to collect. If you hear a cough suggest at once that best of Cough Remedies —

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

The most successful remedy for Coughs and Colds.

Mathieu's Nervine Powders are a safe cure for Headaches, Neuralgia, Fever with or without colds.

J. L. MATHIEU CO., Limited, Propr's, SHERBROOKE, P. Q.

KEEP IN MIND

when buying condensed goods, milk, coffee, etc., that you should be satisfied you are getting the best.

"Reindeer" Brand

condensed preparations are absolutely reliable, every tin guaranteed.

DO YOU KNOW

there is a good trade for an unsweetened condensed milk. You can get this in

"Jersey" Cream

It contains no sugar.

W. G. A. LAMBE & CO., Agents.

Avoid Pitfalls

Do not allow yourself to be misled into buying jams and marmalades of doubtful quality and of no reputation.

Southwell's

Jams and Marmalade

are time-tried—are standard in England, and matchless in Canada. Order them from your wholesaler.

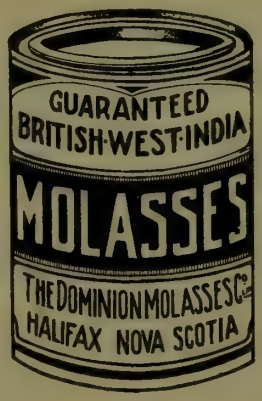
Canadian Agents

Frank Magor & Co.

403 St. Paul St., MONTREAL

MOLASSES

2 lb. 3 lb. 5 lb. 10 lb.



Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. M. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Order Them

without hesitation no matter where you live. Our Soda Biscuits do not cost you a cent more for freight than do those of other makers. It is purely a matter of business with us.

PERFECTION CREAM SODAS

are decidedly too good to be confined to a small section of Ontario. They are sold to-day all over Canada and the demand grows with their use—so good are

Perfection Sodas

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

FROM THE LAND OF THE MIKADO

JUST now, with the eyes of the world fixed upon Japan and her valorous fight for national existence, it is interesting to hear from one of her prominent business men. Last week one of The Grocer's Montreal representatives had the pleasure of a chat with Mr. V. Nakamura, head of one of the largest tea growing, manufacturing and tea firing companies in Japan. Mr. Nakamura was unable to speak English and the conversation was carried on through the courtesy of Mr. Shaw T. Nishimura, who represents this company in Canada. It is high-grade teas that Mr. Nakamura grows and manufactures. His headquarters are at Haibara, Shizouka, 150 miles from Yokahama inland, and he has a branch at the latter place, by means of which he keeps in touch with the tea planters of the country. In addition to running his own extensive business, from which is produced about one-fourth of the total quantity of tea exported, Mr. Nakamura has found time to be a director in the Toyo Co., also represented in Canada by Mr. Nishimura; he is also president of the Yen Yo Bank, and a director of the Agricultural and Industrial Bank at Haibara.

He has just returned from the St. Louis Exposition, where Japan tea received the Grand Prix, and his table sauce (something like Worcester of England and called Shoyu) won the gold medal, or as the Japs call it, a "Kimpai." This sauce they claim to have invented long before the best English sauces were on the market. The same sauce, which is manufactured by Mr. Nakamura, took the grand prize at Paris Exhibition.

In his opinion the war had not interfered with things in general in Japan. The reason that the tea production has fallen off about four million pounds was because poor prices have been current for export, and the farmers have devoted their land and time to rice growing this year. Mr. Nakamura referred to the present season in Japan as very pleasant. It would be comfortably warm and laborers would be busy cropping the rice. The Japanese people are most appreciative of the British and Colonial sympathy in their war struggles, and Mr. Nakamura remarked that it was a little flattering to call them the Britain of the Orient. He has just visited Boston, New York and Chicago, and at these points he noticed a distinct increase in the consumption of high-grade teas. The same change would likely reach Canada very shortly. He believed that Japan tea would continue to be cheap because the machinery and modern methods which were being continually introduced lessened the cost of production.

Referring to the tea export duty which had been proposed, he thought that when the Government assembled at the end of November the subject might come up, but it would entirely depend upon the circumstances whether such a tax was imposed. He, with hundreds of other prominent merchants in Japan, believed that the economy of the Mikado and his Ministers would preclude any necessity of a tax on tea. Further, he had the assurance that many other articles would be taxed before tea was touched, owing to the fact of the immense export trade done in this commodity. The total export of tea amounted to over forty millions of pounds, while the home consumption was something enormous. According to his observations of trade possibilities (by reasoning from an experience based on the life of his father and his grandfather, who were both engaged in the tea business) the trade in Japan tea will be greater than it ever was. Mr. Nakamura will be in the country about ten days prior to his trip to the coast and then home.

MARKET NEWS FROM TRINIDAD.

ACCORDING to latest reports received from Gordon, Grant & Co., Port-of-Spain, Trinidad, dated October 20, the market in breadstuffs is quiet and steady, with flour of all grades in light supply and stocks generally exceedingly moderate. There is a decidedly better feeling in hog products, but the demand is restricted and values in consequence unchanged. Last receipts of codfish, consisting of 500 casks, by American and Canadian steamers, have temporarily supplied requirements, but as stocks previously were nearly exhausted, the position continues healthy. The next Canadian boat brings but a very small quantity so prices may be expected to be maintained if not still further advanced. Good split herring are wanted and medium and large mackerel would also sell to a limited extent. The exceptionally dry, hot weather ruling at the present time will, if it continues, undoubtedly retard the ripening of the cocoa pods and seriously affect prospects for the coming crop. The cultivation of Venezuelan cocoa is reported to be suffering also from lack of rain. Advices from Venezuela indicate that the production of Balata is much curtailed and shipments cannot be of any magnitude until prices in foreign centres again reach a level to encourage attention to the gathering of the article.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. **Van Houten's "beats the Dutch."**

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

FLORIDA ORANGES
AND
GRAPE FRUIT

McWILLIAM
Mc. AND E.
EVERIST

SOMETHING EXTRA FANCY
IN LONG-KEEPING
Almeria Grapes
ALSO FULL STOCK
OF ALL OTHER LINES.

Phone Main 645.
TORONTO, CANADA.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs - Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire o phone your orders which receive prompt attention
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

A MARKET FOR CANADIAN BLACK CURRANT PULP

By H. Watson, London, Eng.

THE consumption of jams, jellies and similar preserves in the United Kingdom is very large. The demand for certain fruits being in excess of the quantity grown at home, considerable importations are made from abroad. When practicable, fresh fruits are purchased, but the exigencies of transportation and other reasons render it necessary that a certain proportion of such fruits reach the British market in the form of "pulp." As an indirect result of previous reports on the general features of this trade, Canadian fruitgrowers and canners have been enabled to ship raspberries to the United Kingdom upon several occasions. In many years, however, when crops in Great Britain are large, prices are too low to be profitable to Canadian shippers and the trade in raspberry pulp is attended with great uncertainty. Representations have, however, been made from several quarters that Canadian fruitgrowers would more advantageously direct their attention to the possibility of developing a trade in black currants. An endeavor has, consequently, been made to obtain some definite and reliable details upon the subject, more particularly because black currants can be grown to great advantage in many parts of Canada, the present acreage being limited simply because the domestic demand for black currants is comparatively small.

DEMAND FOR BLACK CURRANTS

Black currants, it may be mentioned, are not only used largely by jam manufacturers, but there is also a considerable consumption for the production of cordials, essences and similar purposes. One large firm hazards the opinion that the amount of black currant pulp used by jam makers alone would approach from 1,600 to 1,700 tons. A considerable proportion of this is imported from abroad, either fresh or pulped, but as the customs does not separate black currant from other varieties of fruit-pulps in the trade returns, no figures are available from that source. Speaking generally, there would appear to be a considerable quantity of black currant pulp imported annually, and several firms state definitely that there is usually a good demand for good whole fruit —black currant pulp packed in the approved style. The demand, it should be emphasized, is for "whole fruit," and any arriving in a mashed up condition would realize very inferior prices. The packages commonly used for continental pulp is the 5 kilos tin, packed 10 to the case, and many firms recommend this as the most suitable. One large firm, however, speaks very highly of the square 15-lb. can used by the Australian shippers of fruit pulp as being excellent "travellers." These are packed four to the case, separated by cross partitions so that each can lies in a nest so tightly that shaking about and bruising is almost impossible. The cost of packages being often a considerable item, any means of decreasing this expense deserves the fullest consideration. An inquiry made as to the possibility of shipping the pulp in casks has, however, elicited the unanimous opinion that casks and barrels are unsuitable, as the fruit would be almost certain to sustain damage in transit, and the suggestion is, therefore, condemned.

PRICE.

Having ascertained that there exists a pretty regular demand for black currant pulp, the next important feature is the question of price. In exceptional years like 1903, when the fruit crops failed almost everywhere, phenomenal figures were paid. The information essential for the Canadian shippers, however, is whether the average price realized for black currant pulp in this market would be generally of a profitable nature. One dealer says that before disease attacked the English crops fresh currants could be bought at as low as £12 ($58.40) to £16 ($77.87) per ton. Another jam maker considers 24s ($5.83) to 26s ($6.32) per cwt. (112 lbs.,) a fair average value both for fresh fruit and pulp. Against this, prices were as high as from 50s ($12.15) to 55s, ($13.36) and even up to 60s ($14.58) for best quality fruit.

One large dealer in pulp considers that in recent years the average value has varied between 40s ($9.72) and 50s ($12.15), and regards this as a good basis. Another important firm which handles a great quantity of fruits and pulps and is very conservative in its ideas states that until the disease is stamped out Canadians would be safe in planting for this market and can rely upon realizing between 28s ($6.80) to 33s ($8.02) per cwt. (112 lbs.), c.i.f., for good whole fruit pulp.

As a result of thorough investigation the general opinion in Great Britain at the present time seems to be that the prospects for Canada building up a profitable export trade in black currant pulp with Great Britain are favorable, provided only Canada can supply black currants of the quality and in the form required by the British market. Prices named above are in shillings per 112 lbs. cost, freight and insurance, to London or other ports.

As a rule importations of fruit pulp are actually made by merchants and brokers from whom the jam makers obtain supplies as required. Among the

numerous English firms interested in black currant and other kinds of fruit pulps may be mentioned :

H. & T. Walker, 41 Eastcheap, London, E. C.

John Idiens & Sons, Evesham and 84 Leadenhall street, London, E. C.

Duhamel & Co., Plough Yard, E. C.

W. E. Aylevin & Co., 46 Feuchurch street, London, E. C.

Anderson & Coltman, 5 Philpot Lane, London, E. C.

Any of the above invite correspondence from Canadian producers or shippers.

Violates Fruits Marks Act.

An action was brought against a prominent fruit grower of Lytton, B.C., last week, by the Dominion fruit inspector, for violating the Fruit Marks Act. The case in point was that on Sept. 10 the grower sold 40 boxes of Bartlett pears marked XXX, which mark represented the highest standard of excellence of fruit. At the same time the boxes were not marked with the name of the variety as required; the fruit was not uniform in size, was bruised, and showed a fungus growth called scab.

An organized effort is now being made to enforce the law with reference to the correct designation of all fruit grown in British Columbia, and in regard to the proper packing of the same. This is of prime importance if British Columbia fruit is to hold its high standard in the market, since a single shipment of imperfect fruit designated as high-class, or of fruit so packed that it will not stand shipment, will often close the market of an entire district to growers in the locality whence it is shipped.

Use Gallon Apples.

Few people know how to use gallon apples; if they did, they would not waste so much time and money on green fruit, as gallon apples are already prepared for use, and only require opening the can, pouring the fruit into a serving dish after removing the water, and covering it with a hot syrup made from granulated sugar to suit the taste. They are ready to be served as soon as the syrup has had time to permeate the fruit. For pies, the quarters are sliced and treated the same as in making green apple pie.

Fruit Notes.

The first shipment of new Hollawee and Sair dates arrived in Toronto Wednesday last.

The fruit and confectionery business of J. E. Orange, Crystal City, Man., has been purchased by W. Richard and H. Colter.

FOR THANKSGIVING

FLORIDA ORANGES and GRAPE FRUIT

OUR SEAL BRAND FLORIDAS ARE THE FINEST PACK. RIPE, HEAVY, AND JUICY.

Malaga or Almeria Grapes

OUR STOCK IS WELL SELECTED.

Cape Cod and Late Howe Cranberries

LONG ISLAND NATIVE OYSTERS. RUSH ORDERS Promptly Attended To.

WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East. **TORONTO.**

W. B Stringer
J. J. McCabe

2 and 1

'Phone Office Main 520.

2 brands of LEMONS and 1 brand of ORANGES that will always please your customers. Ask your dealer for them.

LEMONS—"ST. NICHOLAS," Ex. Fancy ; "KICKING," Ex. Choice.
ORANGES—Sweet Sonora "STAR" Brand Mexicans.

61 Front St. East TORONTO **W. B. STRINGER & CO.** Agents Fruit B okers

Diamond Brand

MAPLE SYRUP

High Grade Moderate Price

All Wholesale Grocers

WESTERN ONTARIO HEADQUARTERS

FOR EVERYTHING IN FRUITS

JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.

CRANBERRIES Strictly Fancy, Early Blacks. Prices close.

Phone, Wire or Mail Orders. **HUGH WALKER & SON** GUELPH, ONT.

TRADE MARK

This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

McDOUGAL & LEMON

OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

The BEST Grocers

SELL

The BEST FLOUR

Proven Best by Daily Test

FLOUR AND CEREAL FOODS

The Grain Situation.

THE very heavy eastward movement of grain from Manitoba and the Northwest Territories continues. During the month of October 9,074 cars of wheat went to the lake front, or roughly speaking, 9,074,000 bushels. This is 785 cars more than for October, 1903. Considering that farmers did not deliver grain at the elevators as early as they did last year by two weeks, owing to the lateness of the season, the forward movement so far has been exceptional, the railway companies in the west apparently straining every nerve to keep grain on the way and prevent blockade. The general impression seems to be that the railway lines have never before given such an efficient service a this season. At the same time the fact remains that there are abnormally large stocks of wheat in store at Fort William and Port Arthur, simply because the facilities for transportation by water are inadequate. This drawback is having more or less of a tendency to demoralize trade.

The scarcity of cars is altogether a more serious matter in Ontario, where much difficulty is being experienced in moving grain from such shipping ports as Point Edward and Goderich. As an instance may be cited the fact that grain ordered for shipment a month ago from the former port has not yet reached Toronto. As a result several Ontario flour mills have been obliged to close down temporarily.

The grain market continues firm but steady, with prices of Manitoba Northern No. 1 a shade easier than a week ago, and prospects pointing to a continuation of the present firm situation, and perhaps a further hardening in the market. Some flour exporting is reported for the week, notwithstanding the fact that export prices are not much above the elevel ruling at home, the reason being that Canada has at present more than sufficient flour to answer domestic requirements. Speaking generally of the western grain crop, besides a splendid asset of 60,000,000 bushels of wheat there remains to be considered 50,000,000 bushels of oats, 10,000,000 bushels of barley, and splendid crops of potatoes, flax, rye, and vegetables. Manitoba and the Territories will easily sell $10,000,000 worth of live stock, and will have an agricultural round-up aggregating nearly $90,000,000 for about 60,000 actual farmers.

So much better did Western Canada fare this year than the northwestern Spring wheat states that the farmers of Northern Minnesota desire to have the duty on seed wheat from Canada remitted, else they will have trouble next year in getting good seed for their fields.

The quality of the Ontario grain collected so far is, generally speaking, below that of last year. Wheat is small in the kernel and weather beaten. Barley is a shade lower in color and oats not as bright as usual. Peas and buckwheat, on the other hand, are improved in quality, the former being freer from weevil.

THE VISIBLE SUPPLY.

	Nov. 7. 1904.	Nov. 7. 1903.	Nov. 8. 1902.
Wheat	28 362,000	25,155,000	36,098,000
Corn	2,388,000	7.776,000	2,790,000
Oats	24,563,000	9,245,000	7,632,000
Rye	1,557,000	1,077,000	1,272,000
Barley	6,149,000	4,939,000	3,520,000

During the past week wheat increased 1,867,000 bushels; corn decreased 661,000, and oats increased 564,000. Last year wheat increased 2,939,000.

WORLD'S SHIPMENTS OF WHEAT.

	Nov. 7. 1904.	Nov. 9. 1903.	Nov. 10. 1902.
America	1,482,000	4,340,000	5,715,000
Argentina	872,000	40,000	... ..
Australia	432,000	... ..	... ..
Danube	160,000	976,000	952,000
India	2,488,000	1,440,000	704,000
Russia	5,168,000	2,728,000	3,088,000
Total	10,602,000	9,524,000	10,459,000

According to Beerhohm's latest London list, the final estimate of the wheat crop of the United Kingdom is 1¼ million quarters less than last year. The quality and natural weight, however, average far higher and it is probable that of this year's crop at least 4 million quarters will find their way to the mills as against 4½ million a year ago. Liberal supplies and large shipments to Europe have combined to bring about general indisposition to buy wheat, in spite of the extraordinary position in America, where the markets appear to be following an entirely independent course. At present the trade would seem to be somewhat perplexed by the great possibilities in the American position, and the probability in Argentina, where crop conditions, according to latest cable advices, were favorable. It will, however, be several weeks before a definite idea of the Argentine crop can be formed. For the immediate period supplies are so ample that buyers are difficult to move from their present waiting position.

In France the quantitative shortage in wheat is largely compensated by the excellent quality of this year's grain, which is yielding excellent flour results, thus lessening the apprehension that considerable imports would be necessary to supplement the home crop. In Russia, weather conditions have not been favorable to Winter wheat and rye, of which large areas have been sown.

Russian Wheat in Great Britain.

THE possibility of a passage at arms within the last fortnight has between Russia and Great Britain ply of all other sizes is good, there is brought more or less prominently before the Canadian trade the prospects of supplying the "Tight Little Island" with sufficient food to keep her going if supplies from the Russian Empire were to be cut off.

The general opinion seems to be that Great Britain would feel the lack of sufficient wheat in the event of hostilities, or in any event if the requisite amount was forthcoming, the shortage, with Russia a non-shipper, would be such as to advance prices noticeably.

Within the past year or so Russia has been perhaps the largest shipper of wheat into Great Britain, particularly since the United States' home demands have been such that, notwithstanding an annual crop of 500,000,000 bushels or so, she is unable to part with any considerable quantity, as compared with her shipments to the United Kingdom in former years.

To-day the Republic is shipping something like one-fifth of what she did a few years ago, the consequence being that Russia and the Argentine have been called upon to make up the deficiency. Last year Russia shipped about twenty per cent. or one-fifth of the total wheat imported into Great Britain, and this year the percentage has been much larger, running all the way from a fourth to a third. It is not at all certain what the Argentine crop will be. Some reports have hinted at a comparative failure, and a small-sized crop would mean no export to speak of, placing Argentina in the same position as the United States.

From this time forward the United States will not monopolize the export

Wonder Struck

We own right up to it —we are surprised ourselves at the way in which

Orange Meat

has forged ahead.

We had opposition, lots of it. We met it, conquered it

The retail grocer fought us—didn't want any more of these come-to-day, gone-to-morrow breakfast foods.

We've kept the grocer in good humor, however, by sending customers to him, so he has quit his kicking.

Two Sizes, 15c. and 25c.

1st size costs $4.50 per case, 36 pkges. to case. $4.40 in 5 and 10 case lots with freight paid.

2nd size costs $4.00 per case, 20 pkges. to case; freight paid on 5 case lots

Your Wholesaler Sells It

The Frontenac Cereal Co. Limited.

KIINGSTON, ONT.

trade in grain to Great Britain as she has done for many years past. Her acreage can not more than keep pace with the ever growing population, and England must look to other markets. At present Russia and the Argentine, more particularly the former country, are filling in the gap. Now is the time for Canada to assert herself. That dream of Imperial unity which Mr. Chamberlain has laid before the people takes hold when the Empire is placed in the position of England at this very minute. Canada will have 30,000,000 bush. of wheat to export, but what is more significant, she is in a position potentially to supply the whole of the 200,000,000 bush. which represent the requirements of Great Britain every twelvemonth.

U. S. Wheat in Canada.

According to reliable reports a certain confectionery and biscuit firm in Winnipeg has been reduced to the extremity of importing wheat from the United States for manufacturing purposes. The reason assigned is because there is practically no Fall wheat grown in Western Canada. Farmers in Manitoba and the Territories sow Spring wheat almost exclusively, but for some reason or other this wheat does not make the right kind of flour for biscuits, baking too hard and taking too dark a color. Fall wheat flour, on the other hand, seems to answer the purpose exactly.

To Re-adjust Duty on Breadstuffs.

An effort is being made by American millers to bring about a re-adjustment in the existing customs relations governing the importation of foreign breadstuffs. At the present time grain may be imported into the United States on payment of a duty of 25c per bushel; it may also enter the country in bond but must re-cross the border bushel for bushel in the form of by-products and flour made from the identical wheat.

The chief objection to existing conditions is that it is practically impossible to preserve the identity of wheat throughout the milling process, and that it does not pay to export such by-products as bran and shorts. Accordingly, the American milling industry desires legislation which will admit of such by-products being consumed at home, and also provide for a rebate of duty on exportations of unidentified flour on condition that it is equal in quality to the Canadian wheat purchased; in other words, it wants a law which stipulates that a pound of flour be exported for every pound of wheat imported in bond, but at the same time allows of the local disposition of by-products. It is claimed that this will place the big American flour mills in a position to import Canadian wheat in bond for purposes of export, as well as to buy outright in large quantities for domestic use.

Quick Bread-Making Process.

An English journalist by the name of Pickering is credited in a current newspaper item with an invention which entirely dispenses with the customary night work in bread making. The preparation of the dough takes most of the time required in the ordinary baking process, as, after mixing and kneading, it must be left to rise, which requires from four to twelve hours. Mr. Pickering's invention reduces this time to about one hour. No additional plant is required and no extra ingredient is put into the bread, the desired effect being produced by the action of temperatures. The inventor has patented the process, and a company to exploit it, called the Quick Bread Co., has been formed. At a practical demonstration recently given it is said that the flour was made up into dough ready for the oven in fifty-nine minutes, and the batch of twenty-five loaves was produced from the raw flour in two hours and thirty-five minutes. The flour was weighed and the number of loaves compared with the number produced by the ordinary process, and it was found that eight more quartern loaves than usual are produced from a sack of flour.

Good Bread From Dark Flour.

The Department of Agriculture of the Northwest Territories have issued a pamphlet on the comparative values of the different grades of wheat. One of the most interesting facts brought out in the report is that bread made from some wheat and flour graded low, while dark in color, is of just as good quality as bread of light color.

Cereal Notes.

J. T. Edwards is erecting a large flour and feed warehouse in Vancouver.

Operations have begun on a grain warehouse at Ponoka, Alberta, for Blain & McKelvey. It is also reported that an elevator is about to be erected at Ponoka for the Alberta Grain Co.

KENTVILLE BOARD OF TRADE.

At the recent regular quarterly meeting of the Kentville, N.S., Board of Trade, a report from the merchants of the town with one exception showed a much larger business, better cash sales and fewer customers' notes in the bank this year than last. The outlook for Winter business in this section is very bright.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Shredded Wheat
...AND...
TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

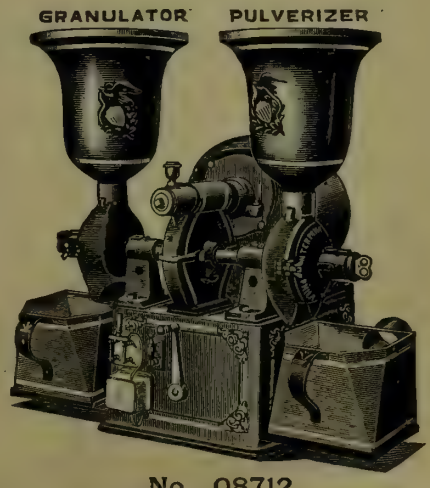
Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



No. 08712
Height 31 inches *Width 32 inches*
Length 25 inches *Weight 320 pounds*
PRICE ON APPLICATION
Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Industry of Canada.

THERE is a Canadian industry that has been but little recognized in the past, says a contemporary, but which possesses possibilities of almost magic import for the future, and which under fair conditions may be made to expand into a veritable Klondyke of wealth, namely, the tobacco industry.

The Canadian farmer who proposes to make a specialty of tobacco raising must consider four important elements in the carrying on of that industry. Firstly, the nature of the soil—including the character of the fertilizers; secondly, the quality and nature of the seeds; thirdly, the time and manner of planting, transplanting and cutting; fourthly, the proper method of curing it, as well as the construction of the drying house and the precautions necessary in the seasoning of the tobacco. These four points are capable of development in all the details that practice constantly suggests, into four volumes of theory. But, in the present instance, unlike in the case of many other industries, the theory is the outcome of practical testing, instead of the practice being the outcome of pure theory. It must be considered that conditions in Canada, especially in regard to tobacco, differ greatly from those that obtain in more southern climates. Under proper treatment and by the exact application of the theory that experience has taught in Canada, we can raise as good, as highly and as sweetly flavored tobacco as the best that grows in Virginia, or in any other section of the American Union, but the sine qua non is a strict adherence to every detail of the rules that practical experience has suggested to those who have made an interested study of the subject.

The first great mistake that the Canadian farmer makes is to attempt to raise tobacco on any kind of soil, regardless of whether it corresponds or not with the requirements of the tobacco plant. To sow tobacco in ground that should be given over to the raising of oats, or wheat, or vegetables, is merely a wasting of the soil and of all the labor put on it. Your ground, which might be profitably used for other purposes, is simply utilized to raise poor tobacco that will command no price, and will only serve to lower the standard of Canadian tobacco. There are some farms that have not one acre of ground, from end to end, that is suitable for the planting of tobacco. The soil must be dry and high. The space at our disposal will not permit entering into further details, but they constitute a most interesting study. Equally as important as the selection of the soil, is that of the fertilizers. This is a veritable scientific study. No fertilizers should be left on the land longer than eight or twelve hours before being ploughed in; otherwise they evaporate and become injurious instead of beneficial.

The transplanting, from the glass-boxes to the field, should take place during the last weeks of May, so that the plants may have two months and a half to grow and be ready for cutting by the middle of August. In planting there should be at least eighteen inches between the plants and two feet and a half between the rows. These few details are given merely to afford an idea of the exactness with which the rules of practical theory must be followed and to show that it is not sufficient to scatter tobacco at random as you would sow some other products.

Then, when the harvest time comes, it is necessary that the tobacco be cut in a dry season. If it has rained heavily, it is necessary to wait till the sun has heated the soil again and made it dry, before attempting to cut the plants. And in cutting the ground should be covered with a sheet, a sail, or some such canvas covering to save the leaf from coming in contact with the soil. The tobacco leaf is covered with a species of gum to which sand sticks, and that deteriorates the quality of the tobacco when pressed. The plant should be divided into three. The one culling the tobacco should make four piles; the first for the top leaves, the second for the middle leaves, and the third for the bottom leaves, or those near the root, while there is a fourth pile for the refuse or stems or broken leaves. These piles indicate the grades or quality of the tobacco.

When the crop is gathered in comes the most exact, delicate and important work—that of properly drying or seasoning the weed. It should be hung in bunches from hooks in the roof of a dry-house. These bunches should be far enough apart to allow the air to circulate between them. The house should have ventilating windows whereby the warm air, in sunny weather, may be allowed to enter and the damp air in rainy weather may be kept out. For

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Here it is again:

1,000 Cigars, assorted as desired, express paid, to any address in Canada. Will take back at invoice price, at the end of three months, any unsold stock.

The best offer made by any manufacturer in the country. Think of it! You can't possibly lose, and you have three months in which to make money. Cigars pay big profits, and there's not a place with men in it where cigars are not sold. You may do the selling—and make the profits.

Best order **Pebble** for a 5-center, and **Pharaoh** for a 10-center.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

BLOW your own horn. Boy-size blowing suits our modesty. We have been making **T. & B.** Smoking Tobacco for a couple of generations, have made it the king of tobaccos, and are getting our reward.

We thank the grocery trade, the confirmed smokers and ourselves for our good history.

SELL THE 10-CENT SIZE

Geo. E. Tuckett & Son Co., Limited,
Hamilton, Canada.

there must be no moisture permitted to dampen the leaves, and yet they must not be allowed to dry up too rapidly. If it were possible to allow a crop to season for two years, it would be worth forty and fifty per cent. more than tobacco that has been fabricated after a hurried drying.

Inland Revenue Returns.

The Grocer has received the following returns from the Inland Revenue Departments of Winnipeg, Ottawa, Kingston and Prescott, in regard to turnover in tobacco and cigars for the month of October, 1904 :

Winnipeg—Cigars ex factory, $1,548 ; cigars ex warehouse, $2,532.60; manufactured tobacco ex warehouse, $25,929.51; raw leaf tobacc, for use, $1,387.15 ; total, $31,397.26.

Ottawa—Tobacco, $3,095.75; Canadian twist, $6; cigars, foreign, $180; bonded factory, $16.91; officers' supervision, bonded factory, $25; total, $3,323.66.

Prescott—Foreign leaf cigars ex warehouse, $150; raw leaf, $51.40; total, $201.40.

Kingston—Cigars ex factory, $507 ; cigars ex warehouse, $1,050; raw leaf for use, $501.92; manufactured tobacco ex warehouse, $1,042.50; total, $3,101.42. Grand total for month, $38,023.74.

Canadian Exhibit at St. Louis.

The Canadian exhibit of tobacco is interesting. The Province of Quebec displays leaves of the 1901 crop with the accompanying statistics that it amounted to 7,655,975 pounds. A case of Queen's Navy chewing plug exemplifies the manufactured article. A large number of cases show the varieties of white Burley grown in the Province of Ontario, also samples of Little Dutch, Zimmer Spanish, Connecticut seed leaf, Blue Prior, Quesnel and Havana seed.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

The Hunting Season

is short for some kinds of game

FOR

McAlpin's Tobaccos

the open season is from 1st Jan. to 31st Dec. These tobaccos pay better than any other make. Why not sell them ?

McALPIN CONSUMERS' TOBACCO CO., Limited, TORONTO.

FREIGHTS AND CHARTERS

AS the ocean season of shipping nears its close freights have improved slightly. New charters are quite rare, and now that elections are over considerable interest is being taken in the grain movement from the west.

Freight engagements are reported of Manitoba wheat from Fort William through to Montreal by the all-water route at 5¼c per bushel, and by lake and rail at 5¾c, with 6c asked. The rate on corn to Buffalo from Chicago is 1¼c per bushel, but this is not important, as little business is done in corn from Chicago to Montreal. The handling of grain by the trunk lines is attracting some attention, because the board of managers of the New York Produce Exchange has adopted the agreement recently proposed regarding the handling of grain by the trunk line of railways. The old agreement has been in force twenty years and was entirely out of date. The new one goes to the trunk line committee for adoption, and will probably be put into effect Nov. 24.

It provides in effect that the regular companies may put together in elevators, warehouses, boats or barges, provided by themselves for the purpose, grain of the same kind and grade, without regard to the ownership, after the same has been inspected and weighed in accordance with the agreement; either receivers of grain or the railroad companies may preserve the identity of the shipment if they so choose. It is also provided that all questions of difference between the New York Produce Exchange or any member thereof, and the railway companies, or either of them, parties to this agreement, growing out of the inspection and delivery of all grain arriving by rail at the port of New York, shall be settled by a private arbitration committee, consisting of three persons.

All this arrangement, if adopted, will be operative just as the ocean shipping season for ocean and lake traffic is ended.

It, therefore, will have its effect upon St. John, Halifax and Portland, where all the leading Canadian steamship lines trade in Winter.

Rates on nearly all commodities have been advanced slightly, owing entirely to the time of year. Lake and rail freights of the Dominion are very copious and profitable at this period.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs.; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags	2240 lb.	5 c	7c	6-7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.. ..	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	.... .	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c	12/6	17/6	.....	.....	17/6	8/	...	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	I2/6	.....
Furniture, etc	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.. ..	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	30/	.....	32/6-37/6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

CAN YOU WRITE A GOOD AD ?

We make it worth trying.

There are thousands of people in Canada who know a good advertisement when they see it. Most of them have the ability to write a good advertisement—some have the ability, but don't know it.

We want them all to enter this national contest—open free to all—to try and carry off one of the valuable prizes.

In case of a tie, the first ads. received get the prizes, so get YOUR advertisement in as soon as possible. Contest will be closed December 15th, and prizes awarded as soon after as possible.

The successful ads. will be reproduced in this journal with the names of the winners, and accompanied by a special article commenting on the entries, and enumerating the good points of the best of them.

CONDITIONS OF THE CONTEST :

Advertisements entered may be for any business the contestant may choose. Each ad. entered should be accompanied by a statement specifying what the ad. is intended to advertise, or what results it is intended to secure.

Each ad. must have been written by the contestant, either specially for this contest, or for publication in any Canadian newspaper during the preceding three months.

It shall occupy, or be intended to occupy, a space NOT LARGER than 5 inches, double column.

Illustrations may be used if necessary to illustrate the article advertised, or if thought to make the ad. more result-producing.

Consideration will be shown by the judges to the neatness of appearance of copy, the display arrangement, etc., so that every ad. should be properly laid out the same as you would send it to the newspaper for publication.

All entries will be stamped with the date received, and in case two or more ads. of equal merit are considered better than all others, the one first received will be awarded the prize. So don't delay in entering the contest.

There is no limit to the number of entries to be made by any one person, but no person can secure more than one prize.

Any further particulars may be secured on request, and all communications and entries should be addressed to

CORRESPONDENCE DEPARTMENT
CENTRAL BUSINESS COLLEGE
YONGE AND GERRARD STS., TORONTO.

AD-WRITING CONTEST.

OPEN FREE TO ALL!

12 PRIZES

FIRST PRIZE, $50.00. Our Complete Course of Personal Instruction in Advertising, including 30 specially printed text books, value $50.00. Free of all cost. Awarded for the best advertisement.

SECOND PRIZE, $25.00. Any one of the Specialized Courses of Advertising Instruction, including text books, value $25.00, or, if desired, the Complete Course at 50% discount from regular cash price. Awarded for the second best advertisement.

THIRD PRIZE, $10.00. The Complete Course, or any one of the Specialized Courses, at 25% discount from regular cash prices, value about $10.00 Awarded for the third best advertisement.

FIVE SPECIAL CONSOLATION PRIZES, allowing the winners a special discount of 10% on regular cash prices of any course. Awarded for the five next best advertisements.

FOUR MORE CONSOLATION PRIZES, of one year's paid-up subscription to The Canadian Grocer, Hardware and Metal, or The Dry Goods Review. Awarded for the four next best advertisements.

All prizes awarded in the order of merit according to the decision of the judges, which decision is final.

We have special literature concerning the courses offered as prizes which will be gladly sent on request.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Who's Your Printer?

We would like to be. If we were we could save you money. Just let us estimate on your next order and see for yourself.

G. A. WEESE & SON, 44 Yonge Street, - TORONTO.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address : City Hall, Montreal, Que. Absolutely private treatment.

Simplicity

is one of our strong points. Only those who have used our system can testify to its simplicity. Any one can be a book-keeper.

Write for our free illustrated catalogue.

THE
Briggs Ledger System Co.
Limited

75 York St., - - - Toronto, Can.

Safes and Vault Doors

GUARANTEED FIRE AND BURGLAR PROOF.

"THE WINNIPEG SAFE"

That's "OURS."

We are the sole distributing agents in Canada for the famous

DIEBOLD SAFES and VAULT DOORS

AGENTS WANTED FOR OUR SMALL HOUSEHOLD SAFES.

Winnipeg Safe Works

Office and Salesroom—62½ Princess St.,

'Phone 3006. **WINNIPEG, Man.**

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

FORMING A JOINT STOCK COMPANY.

A few points of interest to the bookkeeper in changing from a partnership to a Joint Stock Company or in the Amalgamation of Industrial Concerns.

By H. R. W.

FROM the legal point of view, the parties applying for a charter of incorporation must be not less than three, also twenty-one years of age, and may petition the Lieutenant-Governor through the Provincial Secretary for the issue of letters patent.

The provisional directors of a company are usually the applicants for the charter, and constitute a committee, who manage the affairs of the company up to the time of the first general meeting of the shareholders, when a board of directors is elected.

A company may be incorporated under special act, such as banks or mining companies, or by letters patent under the great seal.

In case of amalgamation, the directors of the different companies may enter into a joint agreement to be executed under the corporate seal of each company, prescribing the terms, conditions, the name of the new company, the last word of which shall be the word "Limited," which must be written out in full when the word immediately preceding it is neither "Company," "Club" nor "Association," but when any of these words precede, the word "Limited" may be abbreviated, provided the letters "L" and "D" shall be the first and last letters respectively. The prefix "The" in the name of a company may be omitted where any of the three words mentioned above form part of the name. The use, or rather, misuse, of the word "Limited," has been the source of legal disputes to some extent, and it might therefore be well to call attention to the responsibilities of the directors and officials of a company in this connection. The word must be used on all the letter paper of the company, on the signs, in the advertisements, on the corporate seal, in fact, everywhere the name of the company is used.

Every company, director, manager or officer who knows of the omission of the word "Limited," or of its abbreviated form as before described, and does not comply with the provisions in regard to its use, shall incur a penalty not exceeding ten dollars for each and every offense and may be liable to a penalty of one hundred dollars for a second offense.

With their joint petition for charter the various companies shall deposit with the Provincial Secretary an original of the agreement of amalgamation, the Lieutenant-Governor in Council may then by letters patent confirm such agreement, and from the date of such confirmation the said company shall be deemed consolidated, and the new company shall possess the rights, privileges, etc., of each of the companies so consolidated.

An action pending against any one of the different companies would not abate, nor would the right of creditors be affected in any way by the amalgamation.

If the number of shareholders is less than five in any limited company for a period of six months after the number has been so reduced, every person who is a shareholder of the company during the time that it so carries on business after such period of six months, and knows the fact, is individually liable for the payment of the debts of the company contracted during such time.

The petition for charter should set forth the objects of the amalgamating companies; should state where the head office was to be situated; the provisional directors, their addresses; the nominal and paid-up capital; the number of shares and the value of each. It must be very specific, as the charter will only be granted for the purposes enumerated in the petition, and the company has no right to go beyond that unless additional letters patent are applied for through the usual formalities.

The proposed name of the company should be as short as possible, and must not conflict with that of any known company.

The Ontario and Dominion acts differ in some respects in regard to joint stock companies. Under the Dominion act one-half the total amount of capital stock must be subscribed before applying for a charter.

Usually after the required amount has been subscribed the company commences business before disposing of the balance, but if no business should be done for three years, the charter will be forfeited.

A company is governed by the laws of the province or state which granted its charter, no matter where it is carrying on business, although a fine or tax may be imposed according to the laws of any other province in which business is being conducted.

If the company's capital has been impaired, the shareholders cannot be held liable for any of the debts of the company provided their stock has been paid up in full; if this is not the case, they are liable for the unpaid portion.

Certain books are required to be kept by law:—A copy of the letters patent; a copy of the by-laws which govern the annual meeting; the number which constitutes a quorum; the time of election of directors, their qualifications; transfer of shares, etc.; the names, addresses and calling of shareholders and the number of shares held by each, the amount paid and unpaid on each share; the name, address and calling of directors and date when each became, and ceased to be, a director, and a register of transfers.

These books shall during business hours be kept open for the inspection of shareholders and creditors, who may take extracts therefrom.

An annual statement must be filed on Government forms, for which a fee is charged.

It is necessary that a certain number of shareholders shall be present in order to constitute a meeting, the required number being called a quorum.

If the shareholders at the time of meeting do not exceed ten, the quorum shall be three; if they exceed ten, add to the above quorum one for every additional four up to fifty, and one for every additional ten after fifty.

A few general items of interest along this line will be given in next issue.

* * *

Criticisms and replies to articles which appear on this page may be sent to the MacLean Publishing Co., "The Office End."

CHARTERED ACCOUNTANTS' STUDENTS' ASSOCIATION.

THE annual meeting of this organization was held at the offices of the Institute of Chartered Accountants of Ontario, 27 Wellington street east, Toronto, on Monday evening, October 3, at 8 o'clock, Mr. A. G. Ross, president, in the chair.

The following officers were elected for the ensuing year: W. T. Kernahan, C.A., hon. president; F. H. MacPherson, F.C.A., hon. vice-president; A. F. Park, president; G. M. Begg, vice-president; Howard R. Wellington, secretary-treasurer; A. L. C. O'Brien and A. G. Ross, executive committee; G. Noble, librarian.

The report of the retiring president evidenced a most satisfactory condition of affairs and showed that the efforts of the Association to raise the standard of efficiency among the more advanced office men in Toronto had been highly successful.

* * *

Wealth is not acquired by speculation and splendid enterprises, but by daily practice of industry, frugality, and economy. He who relies upon these means will rarely be found destitute.—Success.

* * *

THE VALUE OF SYSTEM.

THE motto for every successful enterprise to-day should be, and is, to a great extent, "Be Progressive," or, in other words, "keep up with the times in which you live."

The tendency, however, with concerns who have been in business for a number of years, and who are also doing an immense volume of trade, is to stubbornly adhere to the old methods which have been in vogue for the past 50 years, contending that as a certain amount of success has attended their efforts so far, no change should be made. Especially is this the case in regard to office systems.

By adopting an up-to-date system and arranging the accounts in a systematic manner, statistics may be obtained in regard to the business which are simply invaluable to every progressive business man; excessive expenses in certain departments or branches, small profits on certain lines of goods, heavy purchasing, slow sales, may be instantly localized by a systematic arrangement of accounts and records.

There is, of course, in some instances, a possibility of "too much system," but with reasonable care and common sense this may be avoided.

Every new system which is put upon the market should not be adopted, as, in some cases, it will necessitate increasing rather than decreasing the staff of an office, but there are, without a doubt, systems which will produce far more satisfactory results at a greatly reduced cost than the methods now employed by a number of our leading commercial houses.

Conditions have changed wonderfully within the last few years, and office methods and systems must change accordingly to keep up with the new condition of affairs, although it is quite natural for the office man who has been running in a rut for so many years to be prejudiced against anything new along this line.

There are retail merchants running monthly accounts with customers right in our large cities to-day who rarely furnish a bill of goods with a purchase. What satisfaction is there for the customer to have a large itemized bill rendered irregularly, sometimes a month after the goods were bought, with nothing in the way of a delivery slip to check it with?

Suppose the wholesale merchant sent a lot of goods without an invoice. What would the retail merchant say?

Don't use a scrap of paper to take an order on; it does not pay. You will probably lose the memo. of your order and perhaps a customer also.

The cost of duplicate cash sale and charge books is so small that every dealer should use them, and it would be much more satisfactory, both to the dealer and customer.

Don't be too severe on "New Systems," as they are called; each system has been specially adapted to some business to reduce expense and labor, although possibly not suitable for your own peculiar business.

When your attention is called to an error in your work—when it is suggested that you might improve along a certain line of work—when you are advised to do a thing in a different manner from that to which you have been accustomed—don't flare up or go around all day with a long face; it is for your own good. Rather benefit by the suggestions; guard against such errors in future; strive to improve.

* * *

From Bradstreet's:—"Between capital and credit there is always a relative proportion. Capital is the foundation, while character, ability and circumstance govern, qualify and create credit."

* * *

BUSINESS LOGIC.

A retailer has the following in a neatly printed window card:

> I believe in Advertising when I am busy so that I will get continuous orders when business is slack.

* * *

SELF-RELIANCE A GOOD TEACHER.

WE often find that boys who have educated themselves in the country, almost without schooling or teachers, make the most vigorous thinkers. They may not be quite as polished or cultivated, in some ways, but they have something better than polish, and that is mental vigor, originality of method, and independence. They do not lean upon their schooling, or depend upon their diplomas; necessity has been their teacher, and they have been forced to act for themselves and be practical; they know little of theories, but they know what will work. They have gained power by solving their own problems. Such self-educated, self-made men carry weight in their communities because they are men of power and think vigorously and strongly; they have learned to concentrate the mind.

Self-help is the only help that will make strong, vigorous lives. Self-reliance is a great educator and early

poverty is a good teacher. Necessity has ever been the priceless spur which has called man out of himself and spurred him on to his goal.

Grit is more than a match for almost any handicap. It overcomes obstacles and abolishes difficulties. It is the man who makes an opportunity and does not wait for it—the man who helps himself and does not wait to be helped,—that makes the strong thinker and vigorous operator.

It is he who dares to be himself and to work by his own programme, without imitating others, who wins.

* * *

Remember to show courtesy to others, not because they are gentlemen, but because you are one

HOTEL DIRECTORY.

NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER.

THE PROVINCIAL

LEADING COMMERCIAL HOTEL. GANANOQUE, ONT.

Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND

O. F. BAKER, PROP. GALT, ONT

First-class accommodation for Commercial Men.

THE BELL TELEPHONE CO.

of Canada, Limited

has extended its

Long Distance Service

From

BRANTFORD

to

MOHAWK, OAKLAND and SCOTLAND

Rates may be obtained from any of the Long Distance Toll Stations of the company.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto, Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. . Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

This Space $15 a Year.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

1889.

The Belleville Business College, Limited,

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO. { J. Frith Jeffers, M.A., President.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON Lady Principal.

TELEGRAPHY SHORTHAND

METROPOLITAN Business College

– OTTAWA, ONT. –

BOOK-KEEPING TYPEWRITING

One inch space in this dept. $45 per year.

WALL PAPER.

HANGING FLOCK PAPERS.

By Joseph Dillon.

THE first requisite is, an intelligent paperer one who has had experience in his art, and with sufficient pride in his work to make him aim as near perfection as a mortal may.

The flock itself must be handled with exceeding care, particularly avoiding repeated rolling and unrolling, which has a tendency to crack it and irreparably mar the artistic effect.

The application of the paste should be rapid and thorough, particularly remembering that only the best flour paste, free from various preservative agents, will insure the integrity of the delicate coloring of the flock. I strongly advise making the paste yourselves.

The edges should be trimmed after pasting, as in this way only can we be certain of an even pasting of the surface, without the danger of paste-smeared edges.

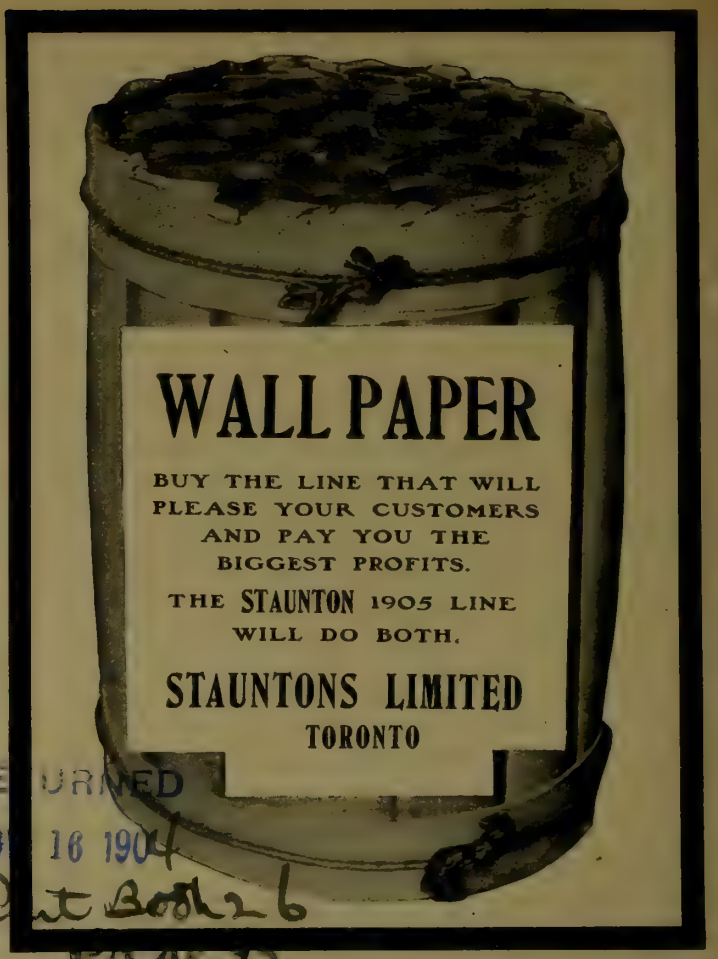
The paper should not be allowed to lie on the pasting board long after the paste has been applied, permitting the moisture of the paste to strike through the ground of the flock, and perhaps producing a permanent stain, but it should be transferred with reasonable rapidity from the pasting board to the wall, which has previously been properly cleaned and lined with good lining stock.

Probably on no one detail will so much of the success of the hanging of a flock depend as upon the careful butting and setting of the edges. Avoid rolling the edges, butt the flock true and flatten with a soft brush; avoid any extra pressure on any one part of the paper and treat all in the same manner. Any paste spots will ruin the work, and no amount of trade juggling will remedy it. Its cure lies in its prevention.

One word more, and you will have the gist of my experience in flock hanging: Avoid the hanging of flocks or any delicate goods in damp weather. The moisture is sure to penetrate the paper, thus preventing the firm grip which the setting paste would otherwise take, leading to the formation of blisters and the separation of the paper edges and causing for the manufacturer of that paper an undeserved complaint. I consider it safe to state that 90 per cent. is owing to defective hanging, and not to the manufacture of the goods.

MOIRE PAPERS

The moire papers for ceilings and for wall panels continue to find an extensive sale. Several effective designs are shown by Stauntons Limited, wall paper manufacturers, Toronto, and are extremely decorative. Prices are moderate and allow of a good profit to the dealer. This firm is also showing an extension with corners to match, suitable for panelling for walls and ceilings. Samples of these may be had at any time on application by wall paper dealers.


WALL PAPER
BUY THE LINE THAT WILL PLEASE YOUR CUSTOMERS AND PAY YOU THE BIGGEST PROFITS.
THE STAUNTON 1905 LINE WILL DO BOTH.
STAUNTONS LIMITED
TORONTO

TO THE RETAIL MERCHANT.

Why do you sell bulk Soda? These are days of progress.

The enterprising dealer has ceased to figure percentage. Amount of goods turned over, and profit accrued, with economy of time and labor, is his method. A keg of Soda means to the merchant, 100 paper bags, 100 twines, 100 down weights, and the loss of 10 to 12 pounds, with no assurance of quality; since low prices mean cheaper methods of production among manufacturers, and of course inferior products (or Soda.)

Ask your Grocer's traveller for Cow Brand Soda in packages. You save the twine, time, paper bags, and loss of weight. You give your customer a handsome package of Soda, free from lumps, and of assured uniformity in strength. In short, they have the best Soda there is, and both merchant and customer have the satisfaction that always attends the handling of a first-class article.

Sold by all wholesale Grocers in package only.

A request by postal card will bring you some of our Cow Brand Cook Books in French or English, as desired.

JOHN DWIGHT & CO., Manufacturers,
TORONTO AND MONTREAL.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

November 10, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

⅛ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	2 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

BATGER'S

?

If you want a neat, convenient and reliable Cut Peel, Batger's "Machine-Cut and Mixed" in 1-lb. and ½-lb. Drums is what you are looking for.

CUT PEEL

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

"The man who rests on his oars is apt to be capsized by the breakers."

The grocer who is slow to take up a good thing is not likely to be successful in business. If you are not already handling

PATERSON'S WORCESTER SAUCE

we would advise you to get in line.

ROSE & LAFLAMME,
Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" " small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	.90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

MOTT'S DIAMOND CHOCOLATE

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 580 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb . pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.6

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MAROTEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	3 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

There can be nothing better than THE BEST in any line of goods——

In **STARCHES** there cannot be anything better than

Edwardsburg "Silver Gloss" Starch

and

Benson's "Prepared Corn"

because they are acknowledged

THE BEST.

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

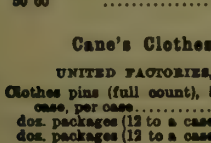
$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
dos. packages (12 to a case)	0 75
dos. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

	Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

		Per doz.
"	" 5 doz., at	$ 1 40
"	" 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	9 72
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Sunlight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCHAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 35
½-lb. tins "	0 33
1-lb. tins "	0 32½
4-lb. jars per jar	0 70
1-lb. jars "	0 35

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.00
5 case lots (Freight paid.)	4.00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 00

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 20
Corked "	1 80

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

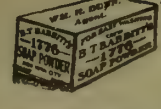
		Per case
"Bee" brand, 8 oz., cases, 120 pkgs.		
" " 10 oz., cases, 96 pkgs.		$2 75
" " 16 oz., cases, 60 pkgs.		

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars, $4 10 per box.
Potash or Lye, bxs' each doz., $2 per box.
WM. M. DUNN AGENT.

A **"GOOD COFFEE"** reputation has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

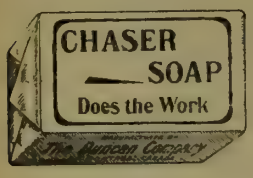
"Prince of Wales"

MOCHA & JAVA COFFEE

Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 06½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages.	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

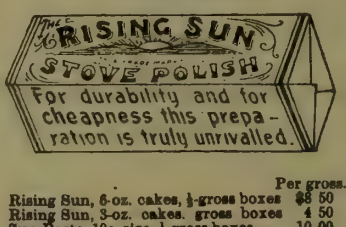
Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkgs, cases 5 doz., per doz.	1 00

less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

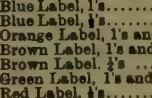
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label. retails	0 26 at 0 20
Chocolate Label. "	0 35 at 0 25
Blue Label. "	0 50 at 0 36
Maroon Label. "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and ⅛s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ½s, ¼s and ⅛s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and ⅛s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 60 at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold per ½ lbs. for lb.
Ceylon-India, Ex. ch't	A Yellow 45	70
" "	B Red 40	60
" No. 1	C Pink 35	50
" 2	C Orange 30	40
" 3	C L. Blue 22	30
" 4	C L. Green 20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 12s.	0 30

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 85
" casks, 60 "	10 25	21 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	$4 65
24 25c. packages	7 00
100 10c. "	3 90
100 5c. "	

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 80
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3,	1 60

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 35
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 1c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins..	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS
We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

WE ARE SELLING **SOME** CHIMNEYS NOW

Write for prices if you need any.

We control the Welsh and "Genuine" brands.

The highest of their class

But can give you price if that's your main point.

GOWANS, KENT & CO.

Montreal Office 54 St. Francois Zavier st.

TORONTO

Winnipeg Branch, Main St.

"Perfectly clean from our kitchen to your customer's."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, NOVEMBER 18, 1904. NO. 47.

Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry

and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

A LIVE MERCHANT

cannot afford to handle a line of biscuits that will

Kill His Trade

Christie's Biscuits aid
In giving life to trade.

Live merchants should therefore keep them in stock and not be tempted to substitute inferior lines.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

Out of Paper Bags?

and some ordered. You have a right to be pretty cross over the sluggish way in which your order is being handled.

We are keen for business, and ship like lightning. You'd think yours was the only order we had. Try us.

Douglas & Ratcliff,

LIMITED,

TORONTO.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

"Busy as Bees"

Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

"The GRIFFIN" Brand

Felix & Co. Italian Macaroni

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate, Macaroni. Satisfactory and pleasing—always. Profitable to you and the user too.

Castile Soap "Shell Brand"

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

SOLD BY LEADING WHOLESALERS

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada

Offer few cars good **CORN** handsome label.

Few cars **PEAS** finest.

BEANS EVAPORATED APPLES
WIRE US.

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

If YOU wish to sell goods in the WEST
WRITE **CHAS. MILNE** THE MERCHANDISE BROKER
VANCOUVER, B C.

Sell Flower Pots.

All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

ROW'S GUM
in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars
ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb and 2-lb Tins. — A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER LAMP
GASOLENE
200 CANDLE POWER OF CLEAR, STEADY LIGHT.
The best and cheapest light for STORES, CHURCHES and HOMES.
Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.
Satisfaction Guaranteed. Send for Catalog.
AUER LIGHT CO.——MONTREAL

THERE IS A REASON

LYTLE'S MINCE MEAT

SELLS WELL

—Put up in convenient sized fibre and wooden pails.

why this Mince Meat sells easily. It is because it is thoroughly good. Mince Meat is an article that requires care in the manufacture and we find that it pays to be careful. Only the freshest and choicest ingredients are used in its preparation and the result is that it is pure, wholesome and delicious.

The **T. A. LYTLE COMPANY,** Limited

Manufacturers of HIGH-GRADE MINCE MEAT

124-128 Richmond St. West, TORONTO, Can.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

The advantages of selling

JAPAN TEAS

are many.

One of the most prominent is the continued confidence of a satisfied customer's trade——

this confidence means money to you,—— means doing business easily and pleasantly——means increased trade.

The merits of

JAPAN TEAS

are absolutely unassailable——

JAPAN TEAS obtained the

Grand Prix

(the highest possible award)

at the **St. Louis Exposition**

11 Nov. 1904

Dear Sirs:

I bought some of your goods on the strength of your advertisements in The Canadian Grocer. I have tried them at my own home, and have had some of my choicest customers bring in a report on them. I am free to say that you have not over-stated matters when claiming for

OLD HOMESTEAD BRAND

OF

CANNED FRUITS AND VEGETABLES

a superiority over anything else produced in this Country. I shall assuredly give OLD HOMESTEAD goods the first place in my canned goods department, and wish you all the success your efforts deserve.

Your truly

Not a bad letter to get, is it? Haven't you an order? Give it to your wholesaler.

The Old Homestead Canning Co.

Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

Has it Struck You

that all the package teas are Ceylon Teas? Why aren't China and Japan Teas sold in packages?

Answer that.

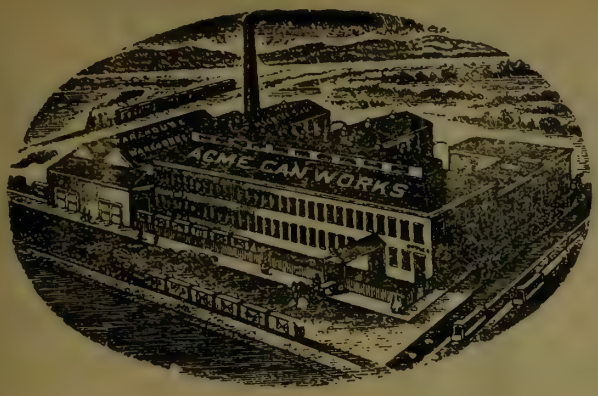
People wouldn't buy them.

Convincing proof, is it not? of the trend of public favor.

Ceylon Teas

are the teas of to-day, and to-morrow will be the only teas.

Blacks and Greens.



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of **KEY-OPENING MEAT CANS, POULTRY CANS.** They are our specialties.

Manufacturers for Canada of

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans **Lard, Syrup, Butter** } Pails

ACME CAN WORKS

Ontario Street East, - - - MONTREAL, P.Q.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

DON'T BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, Etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

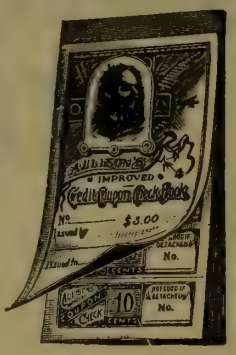
My Truss is endorsed by the most prominent Surgeons and Physicians of Canada and the United States as the **Best on the Market**, and I guarantee perfect fit. Consultation free.

B. LINDMAN

130 Peel Street, - - MONTREAL

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal

P. O. Box 292.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING, ONT,

REFRIGERATORS

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
Wilbert Hooey, Manager.
54 Noble St., TORONTO.
Phone Park 513.

This cut represents No. 13.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

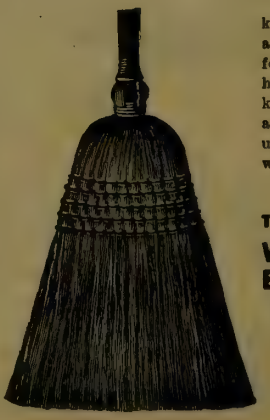
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co., WATERLOO, ONT.

SEASONABLE GOODS

IN STORE—**Batger & Co.,** London, Eng.,
Drained Peel, 112-lb. kegs
London quality, 7-lb. boxes
Jams, 1-lb. pots, assorted
Marmalade, 1-lb. pots.

Crosse & Blackwell's
Jams, Jellies, Pickles and Marmalade.

C. & E. Morton's—Pickles, Sauces,
Herrings in Shrimp Sauce.
" " Tomato "
" " Anchovy "
Bloaters

Wholesale Agents for
SALADA TEA

Keiller's Marmalade, 1-lb. pots.
" " 7-lb. tins.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA, ONT.

Fire Underwriters' Sale Extraordinary

at **MONTREAL**
Nov. 23rd, 24th and 25th
Commencing at 10 a.m. each day.
At Public Auction without Reserve
at
Our Stores, cor. St. James and Inspector Streets, and 59 William Street, MONTREAL.

THE ENTIRE SALVAGE OF THE WELL KNOWN FIRM

Messrs. L. Chaput, Fils & Cie.
Groceries, Wines and Liquors, Wholesale

CONSISTING OF

$300,000 WORTH OF **Groceries, Wines and Liquors**

of every description. Mostly all in original packages, and a small portion only damaged by water.

Sale arranged by The Gans Salvage Company
LEOPOLD GANS, Manager.

FRASER BROS.
Auctioneers.

Further particulars in Circulars, which can be had on application to the Auctioneers.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE
proved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

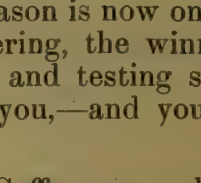
WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

The Coffee Season is now on you. Not the growing, the gathering, the winnowing, the culling, the selecting and testing season—we have done all that for you,—and you can enjoy the harvest.

Not Wood's Coffees, casually speaking, but ALL WOOD'S COFFEES, are the BEST in every line, whether trade-mark specialties or goods in bulk.

We invite correspondence and personal interviews.

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St., Montreal



DON'T RUN CHANCES

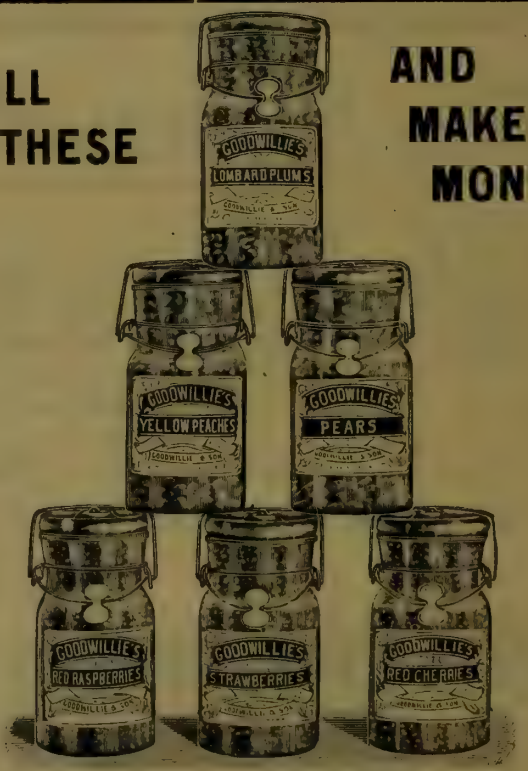
with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

SELL THESE AND MAKE MONEY



"SIMPLY DELICIOUS"
IS THE VERDICT INVARIABLY GIVEN

ROSE & LAFLAMME
MONTREAL

A WINTER TRIP TO NASSAU

By Geo. H. Hees in Industrial Canada.

EVERYBODY in search of health or pleasure should, if they can, make a Winter visit to Nassau, the "Queen of the Bahamas." Leaving New York, with its snow and ice and Wintry blizzards, in less than four days you are in Nassau amid warm sunshine fragrant flowers and beautiful song-birds.

The shores of Nassau are washed by the Gulf Stream, and the climatic influences of the trade winds make an equable climate during the Winter months of an average of 72 degrees. Frost and malaria are unknown on the island. The best months to visit the Bahamas are January, February and March. The evenings are delightfully warm, and pleasant odors from many tropical trees and flowers yield their perfume after the setting sun.

RETURNE
NOV 18 19

Historical.

The Bahamas were for nearly two hundred years governed by the Spanish, but since 1787 they have been British dependencies. Columbus is supposed to have landed October 12th, 1492, on what is known as Wattings Island, which he named San Salvador. It is about two hundred miles distant in a northeasterly direction from Nassau. The inhabitants Columbus named Indians, and they are believed to have been of the race of the American Indian. Many changes among the inhabitants have taken place since then, and of the 14,000 in and around Nassau, only about 2,000 are white. In wandering about the island you wonder where so many whites are, for outside the city you seldom see any but the colored race. But there are enough officials and business men to form a colony of their own, and so Nassau is not without its "social four hundred."

The era of Nassau's greatest prosperity was during the Civil War in the United States, when it was the harbor of refuge for blockade runners and refugees. In January and February, 1865, more than twenty steamships laden with cotton arrived at this port. So great was the increase of business that the English Government built the large "Royal Victoria" Hotel to accommodate the influx of business men and refugees. This hotel is now used for the overflow of the new "Colonial" Hotel, both of which belong to the system of Flagler's famous southern hotels.

The colored race is peaceful and gives the authorities but little trouble. They are generally neat and very polite to the whites, and if there are beggars on the island I never came across one. They are better featured and speak the English language with less dialect than their black neighbors of the Southern States.

The big American lines direct from New York, call at least weekly, and steamers from Florida during Winter months arrive and depart tri-weekly, and tramp steamers trading with the islands are in port frequently. The trade is supplied almost entirely by United States houses, who look closely after the wants of the merchants.

A Nassau Sponge Yard.

Industrial.

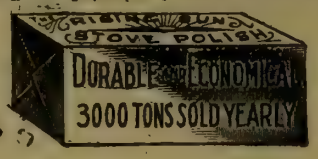
Sponge and fruit are their principal exports; scores of vessels are engaged in sponge gathering, and all sponge gathered among the Bahamas is brought to Nassau, which is said to be the principal sponge market of the world. The arrangement between vessel owners and crew is so fair that strikes are unknown. After the vessel owner deducts the cost of provisioning the vessel for the voyage, the cargo is sold at auction and the money divided between vessel owner and crew, each taking half. Should the vessel owner wish to buy his own cargo, he can do so only by being the highest bidder. Sponge is first dried, then pounded with a wooden mallet to get the sand out; girls then trim off the rough edges and "fingers," after which it is ready for the auction sheds. Sales are frequent, and buyers from the States and Europe are always in attendance at the auctions.

Their "auctions" are seemingly a misnomer as they are conducted without an auctioneer. Buyers use blank cards as they walk around the sponge which is separated by partitions. They mark on the card the number of the lot and their offer, the cards are then handed in at the office, and the lot, of course, is awarded to the highest marked price.

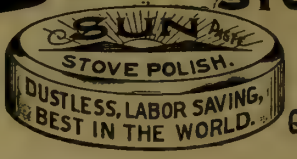
Cotton was at one time grown on these islands, and in 1783 over eight hundred slaves were used in this industry on Long Island; but the red bug got into the bolls and destroyed several crops in succession, and after the abolition of the slave trade in 1834, the business was abandoned.

During the Spanish American War when the ports of the Philippine Islands were closed, rope became scarce and Manilla rope went up in value with a

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

bound. They found in Nassau what seemed to be a substitute for hemp grown in the Philippines. It is known as "Sisal" and belongs to the Cactus family. The sprouts or leaves are about four feet long, thick and tough, with sharp points on the edges. The fibre is long and very strong, but rope made from it is inferior to Manilla rope. It becomes hard and stiff when wet and is slow in drying. Since the close of the war the industry has greatly fallen off, though sisal is still used with some success in the manufacture of small cords and twines.

Nassau Fish Market.

At the market are many kinds of fish, for the waters of the Bahamas swarm with tropical fish and turtles. Some are of most beautiful colorings and strangely odd shapes. The valuable green turtle, the delight of epicures, fresh from the waters, is always on sale at the markets. At the curio shops are many souvenirs you will want to take home—curios made from the wonderful lace bark tree, shells of dazzling beauty, and sharks' teeth formed into fantastic shapes. The valuable tortoises that produce the shells that are made into combs and artistic jewelry are found in these waters. Shop and factory are usually combined, and these beautiful goods are made before your very eyes while you wait.

You may watch the old mammies in the market serve out to the pickaninnies for a penny, their breakfast of a hodgepodge of fish, corn and rice. Living is cheap, and a few cents will buy a day's food for the black man.

Tropical air produces languor and you are not surprised at the little work performed by the natives. I said to an old darky one day, "How do you folks get your living, you never seem to be at work, but always lazing around?" "Well it's this way, Chief," said he "we live mostly on the white visitors in the Winter and then by the grace of God, till they come back again."

Hogg Island.

Probably never can you get so much value for your money as when you visit Hogg Island. The boatman takes you across the bay, a mile from the city, where you meet Captain Hague who owns the fruit grove and farm. After handing him an English shilling, you are invited to the tables filled with fresh picked fruit, oranges, melons, bananas, cocoanuts, bread fruit, star apples, pine apples, custard apples, sapadillos and grape fruit growing all around you. You will see the black boys picking oranges that have just arrived at the acme of perfection. The oranges are peeled and a wooden skewer run through them, and you eat them from the skewer, as you eat corn off the cob. If you do not eat at least a dozen oranges, the captain thinks you are not fond of the fruit; you are urged and urged to eat, and you do eat, and you then understand why the place is called "Hogg Island." Then you walk across the island to one of the best bathing beaches in the world, and the water is so delightfully warm and exhilarating that when you come out, you are hungry and hasten back to the fruit tables where you again attack the fruit, until you are surprised that you can eat so much. I have picked and eaten oranges in Florida, Cuba, California, Honolulu, Australia and among the naked savages of the Fiji Islands, but to me no orange is equal in delicious flavor to that of "Hogg Island." You are rowed back to the city by the black boys who entertain you with their ragtime coon and sentimental songs, and all this variety of pleasure and entertainment for the single shilling and tips to the boys.

NO CONCESSIONS TO JAM MAKERS.

The Minister of Inland Revenue's determination to enforce the Pure Food Act of Parliament is already bearing fruit. Under this law, if a food produce contains glucose, or any substitute the label must contain the word compound. Manufacturers find that the word compound on their packages leads the public to view the contents with more or less suspicion, and have so complained to the Inland Revenue Department. There will be no relaxation, however, in the law governing this matter, and if manufacturers find that compounds do not sell well they will probably soon take the lesson and do away with substitutes altogether.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an attractive illustrated booklet issued by the Computing Scale Co., Dayton, Ohio, advertising their numerous computing scales, near weight detectors, chart, automatic springless and portable scales. The high standard of the Dayton scales is already well known; their prices range from $25 to $135.

Graham, Morton & Co., Leeds, Eng., are distributing among the trade a catalogue illustrating and describing their newest loading and unloading machines, conveyors and elevators of all descriptions for cold storage plants, steamships, etc.

CURRANTS

Shipments to hand show quality away ahead of former years.

See our travellers' samples of lines to arrive before purchasing elsewhere.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

IN STORE

New Apricots
New Peaches
New Peels
New Raisins

James Turner & Co., - Hamilton
WHOLESALE GROCERS.

"TARTAN" BRAND
—NONE BETTER

All FALL FRUITS now ready for shipment.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers *HAMILTON*

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

Gold Medal

St. Louis Exposition

We have been notified that we have been awarded a

Gold Medal

by the judges at the St. Louis Exposition for our exhibit of

MacLaren's Imperial Cheese

On this occasion, as at the World's Fair, the Pan-American Exposition and elsewhere, MacLaren's Imperial has led all competitors in open competition with the world.

"Nothing Better"

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
51 Colborne Street, - - Toronto, Ont.

Business Changes

ONTARIO.

S. J. DEMPSEY, Calabogie, general merchant, has admitted a partner; the firm will now be known as Dempsey & Grant.

E. J. Shantz, grocer, Berlin, has sold out to J. A. Good.

Dougold Leitch, grocer, Rodney, has sold out to O. Keillor.

M. C. Smith, grocer, London, has sold out to C. A. Johnston.

A. Northey, grocer, Fenelon Falls, has retired from business.

The Eureka Confectionery Mfg. Co., Toronto, has suffered by fire.

S. C. Campbell, grocer, Collingwood, has sold out to D. A. McLean.

Mrs. E. Otterson has opened up a grocery business in Arnprior, Ont.

George Powell, general merchant, of Bylth, has sold out to James Cutt.

Andrew Harris, general merchant, Charlemont, has sold out to J. Harris.

R. Vansickle, grocer, Petrolea, has disposed of his business to A. S. Huff.

G. Goulet, general merchant, Hammond, has been succeeded by L. Hunter.

Wm. Weldon, flour and feed merchant, St. Thomas, has sold out to W. S. Whiting.

U. C. Crawford, general merchant, Tilbury, is remodelling and enlarging his store.

W. W. Brown and G. W. Batty, fruit exporters, Colborne, have dissolved partnership.

Geo. R. Davis, of the Davis Specialty Co., Toronto, manufacturers of washing compounds, is dead.

FIGS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The stock of A. D. Nicholson, Pendelton, was advertised to be sold on November 15.

The assets of L. Jodouin, general merchant, Mattawa, were advertised to be sold by auction November 16.

R. S. Dunlop, senior partner of R. S. Dunlop & Co., cigar and soda water manufacturers, Brantford, has sold out his interest to C. Coulson.

QUEBEC

Mrs. Lenon. Charland, baker, Verdun, has registered.

The assets of Lefort & Bowsden, grocers, Montreal, are to be sold.

S. E. Adam, general and lumber merchant. D'Israeli, has compromised.

P. Drowin has been appointed curator to Miller & Gagnon, grocers, Quebec.

Lawreat Gingras, grocer, Quebec, has assigned; P. Drouin provisional guardian.

N. Klineberg, general merchant, Valcatier, has sold his stock at 47c on the dollar.

Huard & Co., grocery and liquor merchants, Montreal. have discontinued business.

H. Locas & Co., general merchants, Chenerville, have assigned to Lamarche & Benoit.

Arthur Gagnon, general merchant, St. Romuald, has sold his stock at 71c on the dollar.

Albert G. Galarneau, grocer, Montreal, is absent; meeting of creditors on November 18.

Mrs. Jos. Chandonnet, confectioner. St. Jean Des Chaillons, is offering to compromise.

Casper Spector, grocer, Montreal, is offering to compromise; assets to be sold November 16.

G. Audet & Cie., general merchants, Les Eboulements, has sold his stock at 71c on the dollar.

Theoret & Frere, grocer and liquor merchants, Montreal, have assigned to Alex. Desmarteau.

W. Lafortune & Cie., grocery merchants, Montreal (St. Henry), have dissolved partnership.

Joseph Es. Plourde and Ludger Sirois have registered under style of Plourde & Sirois, grocers, Montreal.

Lewis Weinstein, general merchant, Black Lake, D'Israeli and Acton, has assigned to Lamarche & Benoit.

Chas. Fregeau & Co., grocery and liquor merchants, Montreal, have assigned, meeting of creditors November 19.

BRITISH COLUMBIA.

Killaby & Jones, vinegar manufacturers, New Westminster, have dissolved partnership.

A co-operative grocery and provision store, as conducted in England and other countries, will shortly be opened in Victoria.

MANITOBA AND N.W.T.

Annie E Black, grocer, Minnedosa, is retiring from business.

J. L. McLeod, grocer, Arcola, is opening a branch store at Kirby.

The Regal Cigar Co., Winnipeg, has been succeeded by R. S. Robinson.

A. H. Scouten, general merchant, Riding Mountain, has bsene succeeded by H. Scoutin.

J. S. McConnell & Co., fruit and confectionery, Morden, have sold their business to J. J. Harwood.

NEW BRUNSWICK.

F. & L. Tufts, produce and lumber merchants, St. John, have dissolved partnership.

W. A. Magee, grocer, St. John, N.B., has sold out to W. Gilbert formerly of Chatham, N.B.

NOVA SCOTIA.

L. Livingstone, general merchant, Digby, has compromised.

Upton's

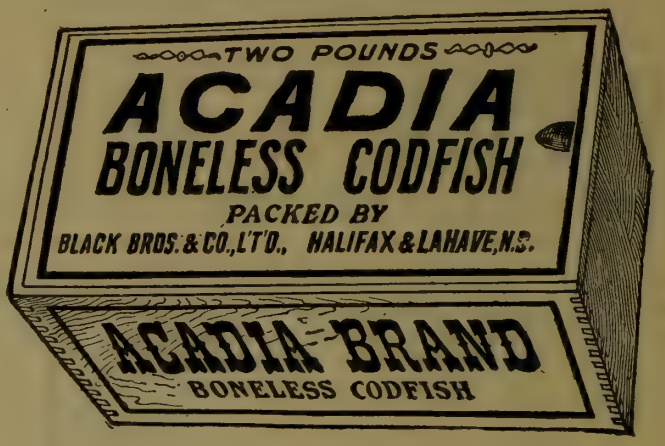
Jams

Jellies

and

Orange Marmalade

are trade winners every time.



THIS is an article that can't help being popular, because people can't help liking nice things to eat—that's human nature.

Acadia Prepared Codfish *is* a nice thing to eat. It can be made up into the most delicious of Dishes.

Besides it is wholesome and nourishing, good food for body and brain alike.

Another thing in its favor is the convenience and cleanness of the article. It's already to cook—nothing fussy or dirty about it.

Put these facts before customers who have not yet tried the fish, persuade them to buy ***just one*** package and you will establish a new trade for yourself. Nothing could be easier. The people will like the fish and you will get the orders.

BLACK BROS. & CO.

LIMITED

HALIFAX and LaHAVE, N. S.

A. H. Brittain & Co., Agents, Board of Trade Bldg. Montreal

FRESH AND CURED FISH

Good Red-Herring "Sardines."

COMPARATIVELY few imported sardines are sold in this country nowadays, says a Maritime exchange, yet not one consumer in a thousand knows the difference between the imitation and the genuine, so nearly does the fish sold for a sardine resemble the real sardine in appearance and taste. Nine-tenths of the "sardines" come from Maine. In Eastport alone there are over two dozen places where the mock sardine is prepared and boxed.

The mock sardine industry was begun long ago by a couple of sharp far-seeing New Yorkers, who began to pack small herring in little wooden kegs and place them on the market under the name of "Russian herring." The venture was most successful, but the men got the idea there was more money still in modelling the herring after the French sardine.

A similar experiment had been tried not long before, but it had turned out to be a failure. It had been easy to pack the Maine herring in olive oil and to encase it in boxes which imitated the French production, but the taste of the herring remained unmistakable, and the scheme failed. The New Yorkers, however, after a few trials, hit on a mixture or blend of spices and oils for a packing sauce, which made a "sardine" of a herring and caused to spring up a gigantic industry. "Sardines" are made not only from common herring, but from young sea trout.

The way the fish are handled at the factory is a sight worth going to Maine to see. When they have been piled in heaps on long tables the cleaning begins. The rapidity of the work is wonderful. A seven-year-old girl can behead and clean seventy-five herrings every minute for ten minutes without a miss or a halt.

New York is the great wholesale centre for these Yankee "sardines." One Maine factory alone—and there are others doing as large a trade—has made and sold as many as two million boxes of "sardines" in a year.

Japanese Herring Season Closed.

THE review of the Japanese herring fishing for this season brings out the most unsatisfactory and disappointing state of affairs that has been ever recorded in the history of this industry. The herring catches for the third season aggregated 100,619 kokus, making the total catch since the opening of the season 700,687 kokus, showing a decrease of 372,796 kokus or 14,539,044 gallons, and a decrease of 151,080 kokus, of 5,892,121 gallons, compared with the catches of the corresponding periods in 1903 and 1902 respectively. The catch up to this time was very light, and far below the estimate which was recorded at 815,500 kokus, or 31,804,500 gallons, against 700,687 kokus or 27,326,793 gallons actual outturn. The catch for the season is divided into the first, second, third and fourth seasons. The fishing closed early in October, and the total catch of herring for this year aggregates 715,536 kokus, showing a decided falling off of 362,396 kokus, or 14,133,444 gallons, compared with the catch for 1903, and a decrease of 212,453 kokus, or 1,912,077 gallons on the average yield of the past five years. The smallest total catch during the past eight years was made this season, the largest catch being in 1903, amounting to 1,150,000 kokus, or 44,850,000 gallons, while the next largest catch was made in 1897, when it amounted to 1,136,384 kokus, or 44,318,970 gallons.

Reports from Kobe, Japan, state that the market for herring oil is depressed, that prices during the season have gradually declined, and at present have touched the lowest point for many years past, due to the absence of demand the world over, and owing to European markets being flooded with all kinds of fish oils, which are far in excess of consumption, and the war in the Far East.

Fishing boats at St. John, N.B.,
(By courtesy of Black Bros. & Co.)

High Price of Codfish.

According to the Trade Review of St. John's, Newfoundland, the present price of codfish is the highest in fifty years. In 1876 the price was the same as now for prime mercantile, which would mean about $5 for tolgual shore. That same year, however, the very best made Labrador was $4, which, at that time was considered an extraordinarily high figure. Flour was cheaper in 1876 than now, and a frequent purchase was a barrel of flour, a pound of tea, and a pound

of tobacco for a quintal of prime merchantable fish.

Interesting Fish Experiment.

An interesting fish experiment is being tried in St. John, N.B. Every year some thousands of salmon caught in the weirs are placed in a salmon pond, and when spawning season comes are stripped of their spawn and the eggs forwarded to hatcheries.

It has been an open question whether or not the fish came back each year, and this season eight hundred fish were marked for identification, a copper tag with place and date indicated being attached to the dorsal fin and the fish being released. The catch next year will be awaited with much interest.

Fish Notes.

According to the St. John Globe, herring have not been so plentiful for years in Canso Bay as they are this season.

The sardine fishing in the St. John, N.B., harbor seems to be going on rather slowly owing to the starvation prices offered by the American buyers. The local fishermen claim they cannot carry on a profitable business while the sardines will bring only $3 per hogshead, although a few days ago this was considered a fair price. During the present week the work has been practically suspended.

SETTLEMENTS OF JAPAN TEA.

The Grocer is indebted to C. M. Bernard, of Bernard & Co., Yokohama, Japan, for the following statistics in regard to settlements of Japan tea for the present season:

Tea settlements to September 30, 1904.

Yokohama	176,837 peculs
Kobe	115,147 peculs
Total	291,984 peculs

or 18,245 peculs less than last year to an even date.

Shipments to September 30, 1904.

Yokohama	21,563,497 lbs.
Kobe	11,382,158 lbs.
Total	32,945,655 lbs.

or 2,692,657 lbs. less than last year to an even date. There has, however, been an increase in shipments to Canada of nearly 1,000,000 lbs.

ENGLISH FIRM EXPANDING.

It will be welcome news to the trade generally to know that Sutcliffe & Bingham, of Manchester, England, the well-known manufacturers of "Kkovah" grocers' specialties have decided to open up agencies in Toronto and Winnipeg.

ADULTERATED COFFEE.

The Inland Revenue Department, Ottawa, on a recent analysis of 75 samples of ground coffee found that 45 were genuine, 19 adulterated and 3 in which adulteration was declared.

"MADE IN CANADA" FAIR.

From all acounts the "Made in Canada" Fair being held in Brockville is proving to be a big success, and it is conceded by all who have made the fair a visit that the exhibit of E. W. Gillett Company, Toronto, is one of the most attractive at the fair. The display made by this company is very similar to that which they had at this year's Canadian National Exhibition held in Toronto.

Jos. Gaumond, general merchant, St. Jean Port Joli, is offering to compromise at 40c on the dollar.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK

"Horse Shoe"

SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

OYSTERS

Choice Caraquet and Malpecques, in barrels, arriving daily. Secure a few barrels for Winter supply before cold weather sets in when it will not be safe to ship by freight.

QUALITY GUARANTEED. PRICES REASONABLE.

Leonard Bros.

ST. JOHN, N. B. MONTREAL. GRAND RIVER, GASPE, P.Q.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y..	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address: Correspondence and Trade orders solicited.

ST. CHARLES, ILL., U.S.A. FACTORIES: Ingersoll, Ontario, Canada, St. Charles and Chemung, Ill.

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,

Zini's Fine Filiatra Currants,

Tarragona Almonds,

Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC Montreal OTTAWA

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Importing Ontario Cheese.

G. A. Putnam, superintendent of Farmers' Institutes in Ontario, has received an interesting report from the chief instructor for Eastern Ontario, C. G. Publow, who has been visiting a number of wholesale cheese houses in Montreal. He states that the September and October cheese outputs received from Ontario by these houses, and intended chiefly for shipment to Britain, are superior to those of any previous year. The quality is more uniform and of a higher grade, and this improvement is held to be due, in a large measure, to the systematic instruction which has been carried on in Ontario during the last two years. The chief instructor for Western Ontario, S. H. Barr, reports the same satisfactory conditions in his district. Mr. Putnam has also received answers from several instructors to a circular letter, which he sent out some time ago with a view to securing hints and suggestions toward continued improvement. Some of the replies are to the effect that a number of factories should have cooler curing rooms and better drainage; that cheesemakers should reject all tainted and over-ripe milk, and be more observant in several important details of the work. One instructor thinks factory owners should have no option, but that instruction should be compulsory.

Nothing Better.

The Grocer is in receipt of an ornamental plaque issued by the A. F. MacLaren Imperial Cheese Co., Toronto, which should occupy a position of prominence on the counter of every retailer. From a crimson ground rises a pyramid of graduated cheese pots, bearing the well-known trade marks of this firm, the whole effect being artistic in the extreme. Doubtless there will be brisk inquiries for such an effective reminder of the many excellent qualities of MacLaren's Imperial and Roquefort cheeses.

Satisfaction Among English Trade.

Very general satisfaction will be felt at the result of the Canadian cheese case, recently on for hearing at Hastings, Eng., says the Grocers' Journal. Otherwise the trade in cheese between Canada and Great Britain—one of the Dominion's largest and best assets—might have been grievously injured. As might be supposed, it was the old story, "some one had blundered," and thereupon followed all the trouble. Now, as the result of analysis at the Government laboratory, it is proved that the cheese in question was absolutely pure, and the case has been dismissed with ten guineas costs to the defence in addition to the court and certificate costs.

Butter Trade of Japan.

Importations of butter into Japan for the last three years have aggregated as follows: 1902, $47,586.64; 1903, $72,054.41; 1904 (first 8 months), $33,020.93. The heavier importations always come in the latter months of the year, and it is probable that the remaining months of 1904 will put the total above that of 1902, but yet below that of 1903, the latter year having been increased abnormally by the Osaka exhibition demand. The consumption of Canadian butter is capable of indefinite increase were Canada in a position to supply it and to press it upon the Japanese market.

The consumption of margarine, a product kindred to butter, is becoming rapidly accelerated, the figures for 1904, 1903 and 1902 being $40,986, $27,659 and $11,113 respectively. Doubtless among the soon-coming evidences of Japanese progressiveness after the war—will be the following the example of Canada in the complete exclusion of deleterious foods of which margarine may rank among the chief. At present importations of margarine into Japan are mostly from Holland, some coming from the United States.

Smyrna Eggs for British Market.

THE following particulars of the export of eggs from Smyrna are recently developed trade in the taken from the Bulletin of the French Chamber of Commerce at Smyrna:

The trade has been carried on for a long time on the coasts of Syria and the Black Sea, but it may be considered as new at Smyrna, for it is hardly three years since the export to Europe was started. The first attempts were successful; they were made with Marseilles and London, and amounted to the export of 500 cases, three-quarters of which were for Marseilles. The following year, 2,500 cases were dispatched to Marseilles, Naples, Genoa, and Palermo. Finally, last year about 5,000 cases were sent to Marseilles, London, Naples, Palermo, Malta, Vienna, Munich, etc. Every case holds 120 dozen—i. e., 1,440 eggs; 5,000 cases therefore represent a total of 7,200,000 eggs. The messageries steamers which sail at regular intervals and make quick voyages, loaded a large proportion of these consignments in 1903—namely, 673 cases for Marseilles and 801 for Naples. As for consignments to London, the transhipment at Marseilles is feared, for it is essential that it should be made with care so as to avoid the breakage, which is sometimes considerable, in spite of the precautions which are taken for preserving the inside and outside condition of the packing cases. Accordingly, direct consignment to England, without transhipment, is preferred.

As Great Britain has begun to receive eggs from Smyrna, it is likely that the town will become one of her regular suppliers. At present the exportation is limited to the nearest Mediterranean port supplied by quicker steamers, but as the methods of preserving eggs improve from day to day, one may hope that the distance and length of the voyage will no longer form an obstacle to the ever increasing extent of this trade.

Swedish Exports of Butter to England.

The Swedish state dairy agent in England, Fredrik Bagge, has sent in his report for the first half of 1904 to the board of agriculture. Mr. Bagge complains that the butter market has seldom or never been so bad as it is now, chiefly owing to the decreasing demand for first-rate products. As a rule, everybody asks for cheap butter. The merchants have also been able to satisfy these demands, as the import of colonial butter has been considerable and the English dairy butter has been unusually good this year. The import of Swedish butter during the first six months of 1904 amounted in value to $2,748,643, against $2,698,600 during the same period last year.

The Anse a la Barbe Cold Storage Association, Anse a la Barbe, has been incorporated to carry on a cold storage business.

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Are You Selling Them ?

FEARMAN'S FAMOUS SAUSAGES

Easy to handle—easy to sell—the delicious flavor pleases the customer and increases your trade. Let us have your order for daily or weekly shipment by express.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited
HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

ENGLISH BRAWN

a good line for winter months. Next to fine quality, it is important to have it absolutely fresh . . . with the "bloom" upon it. "Matthews" Brawn is wholesomely prepared in clear jelly . . . nicely chopped and spiced. Fresh every day in 5 and 10 lb. moulds at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

HINTS TO CANADIAN EXPORTERS.

THE Department of Agriculture, Ottawa, is in receipt of a letter from a merchant residing in Colombia, South America, to the effect that the people there are incensed against the United States and disinclined to trade with that country. Among other things Colombia purchases flour, kerosene, sewing machines, canned goods, soda biscuits and furniture from the United States. At present there is an excellent opportunity to get this trade if Canadian exporters so desire. Shipments could be made from Halifax or Montreal to Jamaica whence there is a weekly service to Colombian ports.

* * *

C. E. Sontum, Canadian commercial agent in Norway, in his latest market report states that Norway has entered into a parcel post convention with the United States and suggests that Canada follow suit. Canadian apples of first rate quality are in constant demand in Norway, notwithstanding the high rate of duty and a market can be built up so long as first class stock only is sent over. Baldwins and choice evaporated fruit are principally required. In view of the short crop of hay there are excellent prospects for Canadian hay in Norwegian markets. Mixed clover and timothy not too coarse is the kind wanted.

* * *

A leading Japanese importing firm has complained that Canadian exporters of salmon require inspection and weighing on the Canadian side as a condition. The result is little or no business. On the other hand United States houses agree to accept Yokohama customs weights. Another kick is registered because when first catch salmon are contracted for it occasionally happens that some of the second comes mixed up with it.

* * *

W. A. MacKinnon, Canadian commercial agent in Bristol, England, calls the attention of the trade to the large demand for leather in Great Britain, which might be supplied from Canada. Large British importers secure the bulk of their supplies from the United States via Boston and Liverpool, owing, they claim, to no inferiority of the Canadian article but to the more moderate prices asked by American importers.

* * *

The Canadian commercial agent at Antigua, Montserrat and Dominica, B.W.I., in his latest report draws attention to the fact that Canadian manufacturers are in the habit of drawing through the bank against shipments. Most importers in the West Indies object to this procedure, although they are quite willing to remit on receipt of goods. It is suggested that manufacturers should first satisfy themselves of the standing of their consignees and make free shipments.

* * *

A British West India importer writes that he recently received three shipments from as many Canadian houses and that the invoices arrived a week later than the goods. Such delay causes no little inconvenience when bills of lading do not arrive with goods, consignees having to satisfy the steamers' agents as to the ownership of the goods before delivery can be secured. In the absence of invoices the customs authorities have to be satisfied, and often heavy deposits have to be made pending the arrival of documents. When goods are supplied against draft to the bank, and drafts do not arrive, the goods are held in the steamers' warehouse subject to a heavy rent, this being done to prevent these warehouses from being used for general purposes. Several instances are mentioned where orders have gone to New York instead of Canada simply because consignees seldom have any trouble such as often occurs with shipments from Canada.

It has frequently been the experience of importers in the West Indies to have Canadian shippers disappoint them entirely after they have contracted to make delivery of a certan quantity of a certain article at a certain time. West Indian merchants are anxious to encourage trade with Canada and feel that the Canadian trade should do what it can towards the removal of the necessity of sacrifice on the part of customers in the West Indies.

FIRMS INCORPORATED, ETC.

The Hamilton Storage Co., Hamilton, has been incorporated with share capital of $25,000 to carry on a general storage and cartage business. The provisional directors are G. E. Bristol, A. Turner, H. N. Kittson, and J. Somerville, all of Hamilton, and J. I. Davidson of Toronto.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

BUY THIS BOOK

SUCCESSFUL ADVERTISING—How To Accomplish It.—By J. Angus MacDonald.

Every Merchant and Salesman

will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

Sent postpaid for $2.00.

MacLEAN PUBLISHING CO. LIMITED
TECHNICAL BOOK DEPT. TORONTO.

PEACOCK CREAM CHEESE

It has been on the market for months and has had a thorough test. Nothing finer made. Sold on the "Money back" plan. Jars and tinfoil packages. Order from your wholesaler.

BATES, PEACOCK CO.
HAMILTON.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

SOCIAL TEAS

Jersey Cream Yeast Cakes

Jersey Cream Baking Powder

"Old Church" Pork and Beans

Standard Spices Standard Brooms

Lumsden's Lye

Winners all along the line.

Lumsden Bros., Hamilton, Ont.

It's good business to follow the line of least resistance. Goods that are well known and appreciated by your customers have a steady volume of sale that is never equalled by the "have to be pushed" article. Sales are accomplished with the least loss of time and are made with the assurance that the goods will be entirely satisfactory. Our goods have been known for sixty years.

We show here a cut of a five-gal. pail Mixed Pickles that will win and hold trade. We have them in 1, 2, 3, 5, 8, 10-gal. sizes.

THE OZO CO., Limited

MONTREAL

RETURNED
NOV 18 1904
Cut Book 20
Page 56
ans

It's when you're busy that you'll appreciate

A

BURKS' IMPROVED

PATENT

Bag Holder.

The most economical fixture of a grocery store

Saves Time.
Saves waste of Bags.
Occupies but little space.
Is neat, clean, and an ornament to any store.

TRY ONE—you'll buy more—

A post card will bring your order—

Selling Agents for Ontario—

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS— TORONTO CANADA

PERSONAL MENTION.

Mr. J. Neilson, the ice cream and mince meat man from Toronto, was a caller on the Ottawa trade during the past week.

The Ozo Co., Montreal; was well represented in Ottawa during the past week in Mr. Fred Hughes and Mr. A. J. Hughes, who were busy looking after the interests of their firm.

Mr. J. D. McRae, Eganville, was met by The Grocer in Ottawa during the past week. Mr. McRae is a large miller and general merchant in Eganville whose interests are expanding in every direction.

Mr. John A. MacKenzie, manager High Grade Coffee & Specialty Co., Ottawa, is walking about with a more than usual smiling face this week, a little Miss MacKenzie having arrived to brighten his fireside.

Mr. J. N. Christie, representing Carter, Galbraith & Co., wholesale grocers, Montreal, was found among the Ottawa trade last week. Mr. Christie's specialty is tea, and his genial face is well known to the trade in the Ottawa valley and Pontiac districts.

Mr. J. Harper has joined the travelling staff of H. N. Bate & Son, Ottawa, covering territory between Ottawa, Prescott and west to Renfrew. Mr. Harper has had a good training with H. B. Christman, Beachburg, Fraser & Patterson and D. D. Osborne and will no doubt prove an acquisition to his new employers.

HINTS TO BUYERS.

The Eby-Blain Co., Toronto, have a special snap in a pickle to retail at 10c. This is a large, patent top bottle, and is exceptionally good value..

The handsomest tin and the best value in an imported sardine is the "Four-in-Hand," just imported by the Eby-Blain Co., Toronto.

New Crop "Tarragona" s.s. almonds are in stock with the Eby-Blain Co., Toronto, who are offering them at close prices in sack lots.

Lipton's are certainly taking a hold with the western trade. John Sloan & Co., Toronto, sold a carload in less than four weeks and found orders waiting for filling and the demand so good that they have just placed another order for three carloads.

Jas. Rutherford & Co., Montreal, are offering early Japan nibs, fine quality. at low price.

Provost & Allard, Ottawa, offer to the trade a fine assortment of purses, razors, perfumes, pocket knives, hair brushes, combs. Particularly profitable lines to handle for the holiday trade.

A carload of new evaporated apples, very best western stock, in store with the F. J. Castle Co., Ottawa.

A few lots of fine green Old Government Java and Maracaibo coffees are offered to the trade at attractive prices by James Rutherford & Co., Montreal. The market conditions should interest buyers of coffees.

W. H. Dunn, Montreal, general agent for Enameline, wishes to call special attention to retail selling prices of Enameline stove polish.

Joseph Grant, wholesale grocer, Ottawa, reports receipt of one car of "Bee" brand table syrup. His quotations are low: Barrels, 2¾c.; half-barrels, 2⅞c. and kegs, 3c.; freight paid on 250 lbs. and over to Ontario and Quebec stations.

One thousand boxes new selected Valencia raisins, best brands, are in store with Joseph Grant. Low quotations made to the trade.

The F. J. Castle Co., Ottawa, are in receipt of a carload of Clipper salmon. These are reported to be one of the best brands of sockeyes on the market.

Provost & Allard, Ottawa, have arriving shortly a carload of Lytle's pickles and jams. Buyers should remember to order before frost sets in.

The up-to-date housekeeper will **CHOOSE A BRUSH** on the same basis as any other household need. First for its usefulness—then for quality and durability.

BOECKH'S BRUSHES

are made in suitable styles for every known use and are invariably the best and most durable on the market.

They are ready sellers—no dead stock.

"The Standard Goods of Canada."

United Factories, Limited,

Head Office: TORONTO.

BRANCHES:
MONTREAL
LONDON

Less than two months ago we brought out a carload of

LIPTON'S

Jams, Jellies, Pickles, Marmalades, Etc.

—These have gone out so rapidly and
—met with such favor that we have
—been obliged to place an order for

2 Carloads more

—Your better trade will want these goods.
—Send your orders early; we can supply full assortments.

JOHN SLOAN & CO.

Wholesale Grocers, Toronto, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Bag Holders.
Eby, Blain Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Greig, Robt., Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.

Cans and Canisters
Acme Can Works, Montreal.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.
Taylor & Mulveney, Hamilton.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougal & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Rattray, D., & Sons, Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Hudon, Hebert & Cie., Montreal.
Husband Bros. & Co., Toronto.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Castle, F. J., Co., Ottawa.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J. Co., Ottawa.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co. Hamilton.
Provost & Allard, Ottawa, Ont.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. N., & Co., Hamilton
Crosse & Blackwell's—C. E. Colson & Son, Montreal
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McCuaig, J., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Greig, Jas. R., Montreal.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.
Provost & Allard, Ottawa.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Eckardt, H. P., & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Turner & Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Myers Royal Spice Co., Niagara Falls, Ont.
Naisbitt Co., Toronto.

Printing.
Weese, G. A., & Son, Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Safes.
Winnipeg Safe Works.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.
Calvert, F. C., & Co., Manchester, Eng.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co, Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Mazor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISEMENTS.

Acme Can Works 7
Adamson, J. T. & Co. 53
Allison Coupon Co 8
American Tobacco Co. 63
Auer Light Co 3

Balfour & Co 13
Barnard & Holland 49
Bates, Peacock Co 23
Bennett Mfg. Co 8
Black Bros. & Co 16
Blue Ribbon Tea 43
Bradstreet's 8
Braid, Wm., & Co 65
Brantford Starch Works 32

Calvert, F. C., & Co. 59
Canada Maple Exchange 46
Canada Paper Co. 53
CANADIAN GROCER 2
Canadian Press Clipping Bureau ..... inside back cover
Canadian Salt Co 28
Canadian Swiss Trading Co 64
Capstan Manufacturing Co 3
Cassidy, J. L., Co 49
Castle, F. J., Co 55
Ceylon Tea 6
Chase & Sanborn 43
Christie, Brown & Co. ..... outside front cover
Clark, W 45
Coles Manufacturing Co 32
Colson, C. E., & Son ..... inside front cover
"Commissioner" Tea 8
Common Sense Mfg. Co 24
Cowan Co 51
Cox's Gelatine 8
Creed, J. N., & Co 42
Cullen, Orlan Clyde 46

Davidson & Hay 15
Dawson Commission Co 52
Dingle & Stewart 2
Dominion Molasses Co 64
Dominion Packing Co 21
Douglas & Ratcliff ..... inside front cover
Downey, W. P 45
Duncan Company 8
Dunn, Wm. H 46
Dutch Chemical Works ..... inside back cover

Eby, Blain Co 25
Eckardt, H. P., & Co. 37
Edwardsburg Starch Co 67
Empire Tobacco Co. 60
Epps's Cocoa 45
Eureka Refrigerator Co 8
Ewing, S. H. & A. S. 68
Ewing, S. H., & Sons 3

Fearman, F. W., Co 21
Finkle & Ackerman 50
Fortier, J. M 62
Foster Pottery Co 2
Fraser Bros 9
Frontenac Cereal Co 58

Gibb, W. A., Co. 52
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd 22
Gorman, Eckert & Co 28
Gowans, Kent & Co. ..... outside back cover
Greig, James R. ..... inside back cover
Greig, Robt., Co 44

Heinz, H. J. Co 44
Hill, Evans & Co 3
Hudon, Hebert & Cie 39
Husband Bros. & Co. 52

James, F. T., Co 50
Japan Teas 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ..... inside back cover
Kinnear, Thos., & Co 14
Klotz, E. W 48
Lake Huron & Manitoba Milling Co. 59
Lambe, W. G. A 2
Lamont, Corliss & Co 64
Lawson, Reginald 32
Leonard Bros 19
Lindman, B 8
Lucas, Steele & Bristol 13
Lumsden Bros 24
Lytle, T. A., Co 3

Maiden, J. H 42
Mathieu, J. L 51
Matthews, Geo. Co 22
Metallic Roofing Co. 46
Millman, W. H., & Sons 2
Milne, Chas 2
Mooney Biscuit and Candy Co 50
Morse Bros 12
Mott, John P., & Co 51
Myers Royal Spice Co 7

MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 62
McCann Wm., Milling Co 59
McDougal & Lemon 53
McDougall, D., & Co 63
McGregor-Harris Co 34
McLaren's Cooks' Friend Baking Powder ..... inside back cover
McLean, J. A., Produce Co 22
McWilliam & Everist 52

National Licorice Co ..... inside front cover
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 46

Oakey, John, & Sons 8
Oakville Basket Co, ... inside back cover
Ogilvie Milling Co 56
Old Homestead Canning Co 5
Ontario Sugar Co 43
"Ozo" Co 24

Page, C. S 46
Park, Blackwell Co 21
Payne, J. Bruce 61
Provost & Allard 9

Rattray, D., & Sons 19
Reid, Homer 53
Rickett's Blue 66
Robinson O. E 53
Robinson's Patent Barley ..... outide front cover
Rose & Laflamme 10, 66
Row & Co 2
Rutherford, Marshall & Co 34
Ryan, Wm., Co 34

"Salada" Tea Co 32
Sloan, John, & Co 26
"Sovereign" and "Lynx" Salmon 18
Stavanger Preserving Co 45
St. Charles Condensing Co 19
Stewart, A. J 51
Stringer, W. B., & Co 53
"Sugars" Limited 53

Taylor & Mulveney 49
Tippet, Arthur P., & Co 1
Todd, J. H., & Sons 18
Toronto Salt Works ..... inside back cover
Tuckett, Geo. E., & Son Co 61
Turner & Co 34
Turner, James, & Co 13

United Factories 26
Upton, Thos., & Co 15

Walker, Hugh, & Son 53
Walkerville Match Co. outide back cover
Waterloo Broom and Brush Co 8
Watt, J. L., & Scott 64
Wethey, J. H ..... outside back cover
White & Co. 53
Wilson Commission Co 2
Wilson, W. H., Co ..... inside back cover
Winn & Holland 7
Wood, Thomas, & Co 10
Woods, Walter & Co 23

Salt Sense

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals—no matter that they are fine and small crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

The Canadian Salt Co., Limited, Windsor, Ont.

Dollars and Cents

Coffees Coffees Coffees

In our blends we use only the best of the following coffees:

Java, Mocha, Bogota,

and Mexican Maracaibo.

Carefully packed in attractively labeled air-tight tins, weighing from 25 to 125 lbs.

Shipments arriving almost every day.

Write for sample tin of Brazilian, Rio or Santos grades—we guarantee the quality of these blends.

Gorman, Eckert & Co., Limited

London, Canada

Importers and Roasters of Coffee. **Manufacturers of high-class Baking Powder.**

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Homer Reid, Meaford, Ont.
Lumsden Bros., Hamilton.
Douglas & Ratcliff, Toronto.
John Sloan & Co,, Toronto.
McCann Milling Co., Toronto.

CHEESE IN ENGLAND.

WITH the factories in Canada all closed, dealers have now the market well in hand. Stocks are of fair size, but the element of speculation brought about by the uncertainty of the production of the coming month and the anxiety of factories to dispose of their stock is past, and with a full knowledge of the quantities in store, and of the strength of the demand for cheese in England, holders of stocks in this country are disposed to make the Englishman pay for his small purchases during the past Summer.

Last Winter the English dealer lost a lot of money by laying in large quantities when cheese was ranging around 11½ and 12c on this market, and then being forced to dispose of it at a lower price. This season he changed his tactics and bought only from hand to mouth during the months of manufacture, hoping that stocks would be so large in November that he could purchase at his own price.

The Canadian dealer was, however, too wily to be caught by this. He let out just what was demanded, without forcing down prices by overeagerness. Meanwhile he kept the market well in hand, and it is said even encouraged the English dealer in his procrastination, spreading the report in England that the 1904 output of cheese in Canada was enormous. When the English dealer found that he had to buy in November, however, he discovered that the production had not been so large as reported, that stocks were strongly held, and that Canadian dealers were not by any means tumbling over each other in their anxiety to sell.

This accounts for the rise in cheese during the past week. Export stocks cannot be procured from the factories, and Canadian dealers are well aware of the strength of their position. At the same time they realize that to ask the high prices of last year would only curtail the consumption and the prospect is that while the English dealer will buy lower than the highest figures of last year he will have to come to the terms of local holders without any bickering or attempt to cut prices.

GERMANY AND TRADE.

THE expression "Made in Germany" has become a household word all over the world. Recently it has been emulated by the expression "Made in Canada," and other countries would do well to follow Germany's example in matters of trade. Germany as a trader has become a great and dangerous rival to Great Britain, as well as the United States. The secret, however, belongs to Germany only in part. Her system of technical schools is one of the strongest factors in her industrial prosperity. The technical school produces keen, capable and well-drilled young people, who take their places in different industrial institutions all over the land. It is well known that technical schools are comparatively new in this country, and even then they are not nearly as important a feature of the educational system as they ought to be. To illustrate the uses of a technical school would require an exhaustive inquiry into the large emporiums of trade throughout Great Britain and this continent.

Certain rudimentary facts, however, are easily obtainable and in this connection it is no secret that young Germans find ready employment in the large business houses of England and North America, being as a rule more versatile and able to do more work at less money than any other single man available. As a rule they know English, German and French thoroughly which at once places them in a position of trust and importance; at the same time their training in the technical schools has taught them the elements of business that the employer himself has taken years to learn. In addition to this they have a comprehensive knowledge of other lines of business, much of which is very little short of expert information. In fact a large manufacturer from London stated the other day that he had one German doing work which formerly required three English clerks. This might not have been the result of the technical schools, but of exceptional ability. However, there is no doubt that the technical school is a force which could be adopted in Canada with a great deal of profit. Our young men have to spend a lifetime in order to learn a business, and owing to the queer public school education they often have to learn a great deal of the ways of other countries entirely through the channels of commerce.

It would not do to make the slightest reflection upon education for purposes of culture, but many a lad would be more grateful to his teacher and his parents if he had been taught shorthand instead of Euclid, and thoroughly drilled in sound arithmetic instead of Greek and Latin, above all some practical facts about the ways of the world, and the inner workings of commerce. Dotted all over the Dominion the young Canadian will meet in competition with the young German and with all due respect to the capability of the average Canadian

boy, he will find in the German a dangerous rival who not only has a better training for business, but he will work for less money.

If the Canadian is to be really successful in grappling with modern business conditions in the face of such keen competition, some radical changes in the educational system at present in vogue in Canada are necessary. It is gratifying to learn that a movement has been started in the Montreal Board of Trade, with a view to the establishment of technical schools in that city. Toronto is in the lead in this respect, having at the present time a well-equipped technical school whose work is meeting with general approbation.

THE WHEAT SITUATION.

PRESENT conditions of the wheat supply on the northern half of this continent are, to say the least, most peculiar. The United States, which only a short time ago was the greatest exporter of wheat in the world, has become an importer, thus fulfilling the prediction made by an English statistician a few years ago that within ten years the United States would be unable to raise enough wheat for her own consumption, and that Great Britain would have to look to Canada and her other colonies for her food supply. When this prediction was made it was received with a scornful smile, especially on this side of the Atlantic; Americans pointed with pride to the great wheat fields of Kansas and the northwestern states, not to speak of those on the Pacific slope, as capable of supplying all the home requirements and leaving an ample surplus for export for generations to come. In less than half the time named that portion of the United States laying east of the Rockies has been compelled to import food for domestic consumption.

Every week since the opening of the present crop year Bradstreet has reported on an average an export of wheat and flour equivalent to 4,000,000 bushels weekly, totalling 25,000,000 bushels up to Thursday, November 10, as against 60,000,000 bushels during the same period in 1903. One wonders how the exports have amounted to even this small total when it is considered that the price of wheat during practically the whole season so far has been away above an export basis; cash Winter wheat now selling at $1.18 in Toledo and $1.14 in St. Louis; while a better quality of wheat is only worth 99c over the ship's side at Liverpool, or $1.02 delivered at the mills. The bulk of this export, however, is in the shape of flour, that from the United States being practically all a low grade flour for which there is very little demand in the United States, and yet they are compelled to make it in order to manufacture the high-grade, for which the demand exceeds the supply, and which is sold at such a big profit that they can afford to sell the low-grade taken off in manufacturing at a low price for export. In fact the greater portion of the latter is sent forward on consignment and sold for what it will bring.

We must not forget, however, that the exports from Canada are included in the totals given above, and that during the whole of that period there has been a very considerable quantity of high-grade flour exported weekly by the Canadian mills, mostly made from Manitoba wheat. During the past six weeks the wheat export has been practically all Manitoba wheat, thus causing an increase of about 50 per cent. weekly during that period, when otherwise there would have been a marked decline if the price of this cereal in the United States is any indication of what one would naturally expect.

The price of wheat in Ontario, while much below the prices paid south of the boundary, is entirely out of line to permit any export business being done either in wheat or flour.

The situation was very tersely put by one of our oldest flour exporters the other day in a letter to a miller who wanted to know if the exporter could not take some flour from him, saying at the same time he was paying the farmers $1.05 to $1.05½ for wheat.

He wrote: "If you can sell me flour made from wheat at $1.05 to compete with flour made in Liverpool out of $1.02 wheat, and pay the freight to Liverpool on your flour, then I can give you some orders, not otherwise."

As indicated above, Manitoba wheat is being exported, as well as large quantities of flour made from Manitoba wheat, both by the mills in Ontario and Manitoba. In fact in spite of the smallness of the Ontario wheat crop the mills have rarely, if ever, had such a splendid Fall trade, many of them having been running at full capacity ever since wheat has been available in sufficient quantities, and having now orders booked for weeks ahead.

Manitoba wheat is the only reasonable priced wheat east of the Rockies, even the better grade of Manitoba is generally too high for export, although some small lots have been bought on account of its excellent quality by United States millers, who have paid the duty and used the wheat for home consumption, in order to maintain the reputation of some of their better brands of flour, which they found impossible to do with the best Duluth wheat available, owing to its poor quality.

That the price of wheat in Chicago and other eastern centres is abnormal is plainly shown by the fact that already over 15,000,000 bushels of Oregon wheat and flour have been sold to come to points as far south as St. Louis and to the eastern states and interior points in Michigan, although the freight paid is 37c per bush. As a result wheat is selling for this amount more in the United States on the Atlantic coast than on the Pacific, and yet the very fact that this wheat is brought over at such an enormous cost is used by the bulls as an argument why their wheat should go up to $1.50, failing to appreciate the fact that just so much less of their own wheat will be required.

SENSATIONAL ADVANCE IN SUGAR

A FURTHER advance of 25c in the price of Canadian refined sugar during the past week has caused almost a sensation in grocery circles in this country, following as it did an advance of 20c the previous week. Members of the trade are unanimous in their assertion that such a jump in sugar at this season of the year is simply without precedent in Canadian history. There can be little doubt that speculators have taken advantage of the strong situation prevailing in sugar to "boost" prices. At the same time it must be remembered that they have had excellent groundwork to build upon in the comparative failure of the European beet crop, and the very strong statistical position of all other sugars. With the market in an excited condition it is difficult to forecast the future with any degree of accuracy. Certain members of the wholesale grocery trade do not see how prices can go much higher, and have accordingly assumed a waiting attitude, buying only for immediate requirements. Meanwhile the tone of sugar continues very strong, with a hardening tendency distinctly noticeable at the close of the market.

MEETING OF TORONTO RETAIL GROCERS.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, November 14, in St. George's Hall, with President F. W. Johnson in the chair, assisted by the new secretary, B. Panter.

The feature of the meeting was the reception of a deputation from the Retail Merchants' Association, whose object

was to explain to the members of the Retail Grocers' Association a scheme for holding a Pure Food show in Toronto on January 2 to 14, 1905.

In the course of his remarks E. M. Trowern, secretary of the Retail Merchants' Association, explained that the Pure Food Show proposition emanated from an American concern which has been giving exhibitions in the principal cities of the United States. The concern in question gives the demonstrations. pays all expenses, assumes all responsibilities and allows local associations a percentage of the gate receipts. After a pointed discussion the members of the Retail Grocers' Association decided in favor of the proposition and appointed a committee consisting of B. Snow, D. Bell, R. J. Bond, J. Kelly, H. Tolchard, D. Clark, A. White, R. Davis, B. Panter, R. Van Loon, and J. Scholes to co-operate with the Pure Food people and interest the public generally.

The trading stamp question came up again for consideration and at the special invitation of the association Mr. Trowern gave an outline of the campaign in Montreal, Hamilton and Toronto to date. A suggestion made by Mr. Bond which met with general approval was that the Retail Grocers' Association should bear their part of the expense incurred in fighting the violators of the trading stamp law.

In reference to securing more commodious quarters for the association a suggestion was made by B. Panter to engage a room in the Temple Building, and a committee composed of F. W. Johnson, P. Panter and D. Bell appointed with authority to secure new quarters after the first of January, 1905.

A HINT TO THE RETAIL GROCER.

At this season of the year when the retail grocer is stocking goods for the Winter trade, he is recommended not to postpone purchases of bottled and bulk pickles and vinegar until Winter sets in. The trade does not need to be told how unsatisfactory these lines are to handle in cold weather, especially pickles in bottles, on account of extra breakage, etc. The whole difficulty can be easily solved if the retail trade will stock the lines in question in proper season.

Messrs. W. P. and H. D. Eby, of the Eby-Blain Co., Toronto, are visiting the St. Louis Exposition this week.

Business Men in Parliament

Robert Bickerdike, M.P., elect for St. Lawrence, Montreal.

ROBERT BICKERDIKE. M.P.-elect for the St. Lawrence Division of Montreal, is a son of the late Thomas Bickerdike, Montreal. He was born in Kingston in 1843 and started his business career in Montreal, eventually entering the live stock export trade, in which business he has been highly successful. He organized and became managing director of the Dominion Abattoirs and Union Stock Yards Co., and was a principal mover in the formation of the Live Stock Association. He

Robert Bickerdike, M.P.

then founded the Live Stock Insurance Co. He was also a promoter of the Standard Light and Power Co. In 1896-97 he was president of the Montreal Board of Trade and in 1896 he was appointed a harbor commissioner of Montreal.

His political career began in 1897 when he was elected to represent the St. Antoine Division, Montreal, in the Quebec Legislature. In 1900 he successfully contested the St. Lawrence Division in the Dominion elections in the Liberal interest, winning by a majority of over 900 votes.

Mr. Bickerdike has not confined his attention solely to trade and to politics. He is interested in the Montreal General Hospital, the Royal Victoria Hospital and the Banque d'Hochelaga, besides work of a philanthropic character.

CANADA SHARES WORLD'S FAIR AWARDS.

The following additional awards will be of interest to readers of The Canadian Grocer :

Christie Brown & Co., Toronto—Sweet cakes, biscuits; grand prize.

E. W. Gillett Co., Toronto—Baking powder; silver medal.

Eby-Blain Co., Toronto—Fruit in cans; gold medal. Breakfast foods, gold medal.

A. F. MacLaren Imperial Cheese Co., Toronto—Cheese; gold medal.

Robert Greig Co., Toronto—Cereal foods; gold medal.

White Swan Milling Co., Toronto—Flaked barley, peas, rice and wheat cakes; silver medal.

Truro Condensed Milk & Canning Co., Truro, N. S.—Condensed milk, cream, etc.; gold medal.

Ingersoll Packing Co., Ingersoll — Cheese; gold medal.

Tillson Co., Tillsonburg, Ont. — Oats; gold medal.

P. McIntosh & Son, Toronto—Cereal foods; gold medal.

Frontenac Cereal Food Co., Kingston —Breakfast foods; silver medal.

Edwardsburg Starch Co., Cardinal, Ont.—Starch; gold medal. Corn syrup, silver medal.

Imperial Starch Co., Prescott, Ont.—Starch; gold medal.

Ogilvie Flour Mills Co., Montreal — Flour; diploma.

Lake of the Woods Milling Co., Keewatin, Man.—Flour; diploma.

Lake Huron and Manitoba Milling Co., Goderich, Ont.—Flour; diploma.

Archibald Campbell, Toronto—Flour ; diploma.

James Goldie Co., Guelph—Flour; diploma.

CLEAN ELECTIONS.

According to the Owen Sound correspondent of The Grocer the electors of North Grey are congratulating themselves upon the fact that the recent Dominion election was distinguished by the entire absence of corrupt and underhand dealings. This is a source of much gratification to all who deplore the bribery and corruption that have unfortunately become common in certain ridings and it is hoped that the excellent example set by North Grey may have a salutary effect on constituencies where there is need of purging in this respect.

THE HIGHEST AWARD AND

GOLD MEDAL AT THE WORLD'S FAIR, ST. LOUIS, 1904

Can any better proof be given of its superb quality—

Sealed Packets Only

There's a profit satisfaction to the dealer,
There's a joy to the consumer that's immense,
There's a common sense good reason
Why it sells in every season,
It's "SALADA" of good quality intense.

Black Mixed Green

The only Tea that has stood every test--that is not experimental, and the main factor upon which the success of your Tea sales must depend.

You need this kind—and this alone.

We supply it—write us,—"SALADA," Toronto and Montreal.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Drum up your Starch Trade.

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it. Sell them

Lily White Gloss Starch

in our new drum packages They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White drum package is the latest.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Nov. 17, 1904.

Groceries.

SUGAR is again the feature. An advance of 25c has taken place within the last week, and granulated is now selling at $5.10 per 100 lbs. This is considered an excessive sugar boom and great interest is attached to the sugar market everywhere. Spices are also active and pepper is high with a tendency to advance any day. The molasses market has shown considerable strength, no doubt in sympathy with the strong situation in sugar. Prices have an upward tendency and holders of round lots are asking 30c a gallon for Barbadoes. Tea continues to remain dull and the news from Colombo dated about Oct. 12 shows an irregular market for all kinds of black tea, with rates in favor of buyers. Coffee remains steady, and in New York reports of a decline have caused a slight weakness in the market locally. The coffee market is still strong. Dried fruits are attracting some attention and normal supplies are coming to hand daily, so that the usual November proportions of business have been assumed. The demand for Valencias, especially in the lower grades, has not quite fulfilled the expectations of the importer, and a slight decline has resulted. Canned goods are still important; the canned corn pack, for instance, has turned out better than was at first expected, and the American canning factories show an increase of a large number of cases. Grapes are ruling in the green fruit market, the Almeria grapes being popular at the time. The finest brands have been selling at $7 a keg. Great interest is being taken in Canadian onions; red onions especially are selling in immense quantities. Fish of all kinds are in good demand, the first stock of Manitoba frozen fish is expected this week; also a large dealer expects a carload of salt salmon from British Columbia. The flour market is very firm and higher prices may be expected. Eggs are firm and the demand was excellent. Potatoes are in fair demand and are selling at good prices. Feed has advanced slightly during the week and the prices here are in advance of the Ontario market.

SUGAR.

Nearly every day has seen some advance in sugar, and to-day granulated is selling at $5.10 per 100 lbs, which is 25c more than was being paid last week at this time. Excitement in the European market for raw beet still continues to be the main feature in the situation, and the November option is quoted at 14s 1½d. This, added to the strong advices from American sources on both raw, cane and refined, for which prices are continually advancing, has created considerable excitement in the local market for refined. So marked has been the excitement that prices advanced twice in one day. The general impression is that prices will go still higher, based principally upon the strength of the raw sugar situation. We quote:

Granulated, bbls.	$3 10
" ½-bbls	5 25
" bags	5 00
Paris lump, boxes and bbls	5 60
" " ½-boxes and ½-bbls	5 70
Extra ground, bbls	5 45
" " 50-lb. boxes	5 65
" " 25-lb. boxes	5 75
Powdered, bbls	5 25
" 50-lb. boxes	5 45
Phoenix	4 90
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 80
No. 2 "	4 60
No. 1 " bbls	4 50
No. 1 " bags	4 40
Raw Trinidad	3 85
Trinidad crystals	4 00

SYRUPS AND MOLASSES.

In sympathy with the strong sugar market molasses has advanced 2c, that is Barbadoes. A decided improvement in demand has been noticed and holders of large lots ask 30c per gallon, and they are getting it. It is reported that sugar refiners have bought a very large lot in the Lower Provinces at 26c per gallon, laid down here. It is also stated that the same figure was offered for round lots in Montreal, and the offer was refused. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02½ 0 03
" ½-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Spot Rio coffee is steady, notwithstanding the slight decline which took place in the New York market. Some disappointing European cables affected the market temporarily, but it rallied quickly and considerable strength is anticipated in the market generally. Reports from Santos state that some increase has taken place in the daily receipts, and this, coupled with the larger estimate for the current crop, led to a slight decline of 1s per cwt. Receipts latterly have been smaller and another estimate, which gave half a million bags less, has produced more confidence. Rates generally are supposed to be slightly easier. It however does not follow that grocers can secure the stock they want for first-class trade at any material reduction. Nevertheless the coffee trade is said to be much more profitable to-day to the grocers than the tea trade. We quote:

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

Further advances are reported in peppers. White pepper is especially noticeable, as the advance of last week has been well sustained, and it is learned from abroad that business is not being done in large volume. The spot stocks are reported very small, and the latest returns show only 392 tons of white and 1,225 tons of black. The slight stimulation in ginger has abated. Nutmegs and mace are selling steadily at recent quotations. The Zanzibar cloves have slumped and are away down. Some increased demand has been taken for Penang cloves. Supplies are apparently small and prices firm. We quote:

	Per lb.
Peppers, black	0 20 0 22
" white	0 25 0 31
Ginger	0 17 0 24
Cloves, whole	0 25 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

TEA.

While the tea market is very dull a slightly better demand has arisen and the market has assumed a steadier and somewhat stronger tone. McMeckin & Co. report for October that the policy of free selling of Indian tea, although it has appreciably affected the market, will doubtless prove in the end to have been the best. The quality generally was not equal to that of September, there being a falling off even in Assams and Darjeelings, while there was a very large proportion of common, rough, undesirable, low-grade tea. Ceylon teas showed a tendency downwards in sympathy with Indian teas, but the fall was not so marked. The improvement in the average price was said to be due to the rise in quality and to the presence of better grade teas for which there was a strong demand. In green teas, business is practically at an end in the meantime. As many as 9,000 packages of Java teas were sold in a market which sympathised generally with the position of Indian. Chinese tea business has been very small. Japans are holding their own and there are indica-

TRUSTWORTHY
Every article bearing the name
McGREGOR
can be relied upon implicitly. This is why you should have on hand always
McGREGOR'S JAMS, PRESERVES and MARMALADE
Send for Price List.
McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

Turner's Flavoring Extracts
Unequalled in quality and strength.
Well established on the market.
All who use them duplicate orders.
SEND FOR PRICE LISTS.
Turner & Co.
23 Jarvis St. Toronto.

EGGS
We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

tions of a first-rate market. From Calcutta a report has arrived to the effect that prospects are generally favorable with an estimated turn-out of $2,000,000 lbs. in excess of last year. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	....	0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

No change has taken place in the canned goods market, except that the demand is increasing and prices are firm. In canned meats high prices have been maintained and are likely to continue. This is affecting consumption considerably and stocks both in American and on the spot (owing to the strike) are on a reduced scale, so that the demand will no doubt be strong and will prevent any accumulation of supplies until after Christmas. French sardines are reported disappointing and the catches of fish suitable for first-class packers have been small. Packers usually close their factories on or about Oct. 31. When sardines are packed in November they are said never to have as good flavor as fish packed in the Summer and early Autumn. Canned corn is likely to be more plentiful than was at first expected, and the American factories all report considerable increase in their output. We quote:

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.		Per doz.
Corn, 2-lb. tins		$1 20
" 2-lb. sucotash		1 25
Gallon corn		5 00
Tomatoes, 3-lb. tins		1 25
Gallon tins		3 35
Peas	$0 82	0 85
Fine French Peas		1 30
Sugar beets	$0 85	0 95
2's Asparagus Tips		2 50
2's Beans, Golden Wax		0 80
2's " Refugee or Valentine		0 82½
2's " Crystal Wax		0 92½
2's Peas, No. 4 "Standards"		0 82½
2's " No. 3 "Early Junes"		0 85
2's " No. 2 "Sweet Wrinkled"		0 95
2's " No. 1 "Extra Fine Sifted"		1 30
2's Table Spinach		1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" Gal.	....	2 50
3-lb. squash	....	1 00
2's Cherries, red, pitted	....	2 20
2's " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 27½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " heavy syrup		1 30
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

Foreign Dried Fruits.

Plenty of arrivals make the dried fruit market normal and active, as it usually is at this time of the year. Steamer Regina Elena arrived in New York this week with 1,900 tons of currants. Orders are numerous and increasing on the spot. An immediate shipment of fruits with most orders would indicate that supplies in different parts of he country must be light. Valencias have declined slightly. The trade in stoned raisins has developed well. The product this year, owing to improved machinery, will be better than it ever was. The prices compared with the unstoned fruit will be slightly reduced, and a good trade will no doubt result. Dealers should look after this special product as the capacity for dealing with it has limits. Then the Valencia market is now quite low for the kind of raisins used for this operation. A slight falling off has taken place in the sultana market and the early reports of exorbitant rates have been dissipated. Still a strong market holds for sultanas. The demand for plums and prunes has been good and the market is firm. California stock is holding a preference over the French fruit. Reports from France however, show a distinct advance during the past week, but the local market still holds stocks at old prices, and this coupled with the low current prices of last year's Californias will no doubt tend to hold the market down. Fancy fruits have dropped below the prices of former years. Buyers who are observant will do well to place their orders now, as it is improbable that prices will be lower than they are at present.

The market for currants in Greece has this season been unsatisfactory, both from the importers' point of view and

also from the exporters'. The first crop estimates indicated good quality but a smaller crop than last year, and it was anticipated that in view of the legislation passed by the Greek Government that prices would have advanced somewhat and exporters bought freely for a time, but owing to lack of demand, particularly from England, which is one of the large consuming countries, prices eased off and for the last month or so have fluctuated within narrow limits, depending on exchange in Greece, and remain to-day at about the low point established. Owing to several reasons the exporter that has done most of the Canadian business for some years past has been obliged to default payments in Patras, although it is understood that all Canadian sales have been executed. However, this was possible owing to the market having declined, and as a consequence orders could be filled at a profit on the actual market value as against sales price. It is expected that when actual conditions of stocks are realized that prices will be advanced as there was no large carry over in Greece, and stocks in all importing countries were at a very low ebb.

We quote:

VALENCIA RAISINS,

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07½	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
"Royal Buckingham Clusters," ½-boxes	1 10
"Excelsior Windsor Clusters"	4 50
" " ¼s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 7½	0 09
" " in 12-oz. packages		0 05½

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " " 90-100s		0 04
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 08½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

NEW FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	
Four crown, fancy, 10-lb. boxes	0 09
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28

ELEME FIGS.

12-oz. boxes	0 08	0 08½
16-oz. "	0 10	0 10½
10-lb. "	0 08	0 09½ 0 10
30-lb. "	0 12	0 12½

Green Fruits.

Large dealers in Almeria grapes advise that the price of $7 per keg may not last longer than this week, and buyers should take note that an advance is reported. The apple export continues and from abroad it is reported that there is a tendency to advance prices. A steady demand is anticipated. Malaga lemons have decreased in value, based probably on the report that the first arrival of the new Messina fruit is near at hand. Onions are good things to buy at present. Stocks are light and prices are high. New Yorkers are after Canadian onions and both red and white are in strong demand. The first new dates have arrived, and fancy golden stock is selling at 4 1-2c a lb. New Italian chestnuts are selling at 12c per lb. Valencia onions are reported firmer and shipments are light. We quote:

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	1 00	2 75
Pineapples, 24 to case		4 00
" 30 to case		3 50
Cranberries, finest dark		8 00
" dark		7 50
" 25 quart boxes		2 25
Bananas	1 10	1 50
Bananas, red, per bunch		1 00
New Messina lemons 300's		3 50
" " " 360's		2 50
Peanuts, Bon Tons		0 12
" Sun brand		0 11
" Diamond G brand		0 09½
" Coon brand		0 08
New Brazils		0 13
Sweet potatoes, per bbl	2 75	3 50
Limes (100)		1 25
California peas, per box		3 25
California peaches, per crate		1 65
California plums, per crate	2 00	2 25
California late valencias, per box		4 75
Verdelli lemons, 300's, per box		4 25
California grapes, per crate	2 50	3 00
Canadian grapes for wine making	0 13	0 14

NUTS.

Grenoble walnuts	0 13
Tarragona almonds	0 13
Sicily filberts	0 10
Shelled walnuts	0 19
New Brazils	0 14
Jumbo pecans	0 14
Large "	0 12
Shelled almonds	0 28
Peanuts, Spanish shelled	0 12
" Virginian brand, shelled	0 11
New chestnuts, per lb	0 12

Vegetables.

The vegetable market is very active and prices remain much as they were last week, with perhaps the exception of onions. Red onions are selling in bags of 75 lbs. at $1.50. Yellow onions in bags of 80 lbs are selling at $1.60. Plenty of stock is arriving and consumption is somewhat curtailed, owing to the danger of frost affecting goods in shipment. We quote:

Bunch lettuce, per doz. bunches	0 75
Radishes, per doz. bunches	0 25
Mushrooms, per lb	1 70
Mint, per doz. bunches	0 20
Parsley, " "	0 20
Sage, per doz	1 00
Savory, per doz	1 00
Beets, new, per doz	0 25
Egg plant, per basket	0 75
Rhubarb, outdoor, per doz	0 35
Green onions, per doz	0 15
Spanish onions, large cases, per case	3 25
" " crates, per case	1 00
Red onions, in 75-lb. bags, per bag	1 50
Yellow onions, in 80-lb. bags; per bag	1 60
Green house water cress, per doz	0 45
Green cucumbers, per bush, hamper	1 25
" per half bushel hamper	0 60 0 75
" per bbl	3 50
" per doz	0 40 0 50
Green cabbage, per doz	0 60
" beans, per bush	1 00 1 25
Waxed beans, per bush	1 00
Cauliflowers, home grown, per doz	1 50
Green peppers, per basket	0 45
Michigan celery, per doz	0 40
Canadian celery, per doz	0 35

Fish.

All kinds of fish are in good demand. Oysters are naturally ruling the market and good prices are being obtained and a large quantity have been sold. On the 15th inst. lake trout went out of season and salt trout will now be in demand. The first car of Manitoba dore and white fish frozen was due this week, also a car load of British Columbia salted salmon, the first to arrive, due Thursday. It will sell at from $14.50 to $15 a barrel. Large dealers fear that the heavy gales in the United States may affect the supplies of oysters and are governing themselves accordingly. Haddock and cod are selling well and are very plentiful. We quote:

Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	8 00	9 00
Caraquet	4 00	5 00
Dressed bullheads		0 09
" perch		0 08
Haddies		0 07
Bloaters in boxes, 100 fish		1 25
Kippered Herring in half boxes		1 00
Smoked herring, per box, new		0 15
Fresh haddock, per lb		0 04½
Pike, " round and dressed		0 06½
Halibut, per lb		0 11
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, fresh		0 14
Fresh steak cod		0 06
Market cod		0 04½
Whitefish		0 08
Dore		0 07½
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl	5 45	5 50
" " half bbl	3 00	3 25
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 50
" No. 1		7 00
Large "	7 00	7 50
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		17 00
" " Large (300 lbs.)		25 00
Sea Trout in bbls. 200 lbs		9 00
" half bbls		5 50
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

EGGS.

There is a good demand for eggs and the receipts have not been large. The bulk of the arrivals were on account of through shipments. No large quantities, however, have changed hands and prices are firm at 21 to 21 1-2c for straight gathered stock, and at 19 to 19 1-2c for good straight cold storage eggs, while No. 2 grade and pickled eggs were quoted at 17 to 18c per dozen. Jobbers did considerable business in selected stock at

24c and in Montreal limed eggs sold at 20c per dozen.

BEANS.

The bean market is quiet and no new feature has developed. We quote:

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes	....	1 40

POTATOES.

Potatoes are in excellent demand and are selling in a jobbing way at 70c to 75c per bag. In carlots good stock are selling at 43 to 50c per bag and the very best at 60c to 62c.

HONEY.

No change has taken place in the honey market. There is a slow demand. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

A slight improvement has taken place in the demand for maple products. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

Prices are nominal for hops and the market is inactive. We quote:

Choice	0 33	0 35
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

The flour market is very firm and plenty of business is being done. Prices have not changed. We quote:

Manitoba spring wheat patents	....	5 80
" strong bakers'	....	5 50
Winter wheat patents	....	5 70
Straight rollers	....	5 35
Extra	....	4 50
Straight rollers, bags, 90 per cent	2 50	2 60

FEED.

Some slight fluctuations have taken place in the feed market, but bran and shorts had a tendency to advance. Prices are quoted slightly increased. We quote:

Mouillie	27 00	28 00
Ontario bran, in bulk	17 50	18 20
" shorts	....	19 00
Manitoba bran, in bags	....	19 00
" shorts	....	21 00

ROLLED OATS.

No change has taken place in the price of rolled oats. The demand is good. We quote:

Fine oatmeal, bags	....	2 60
Standard oatmeal, bags	....	2 60
Granulated " "	....	2 60
Rolled oats, "	....	2 55
" brls	....	5 00

HAY.

Hay is in better demand and prices are slightly firmer. We quote:

No. 1 timothy	9 00	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

Dairy Produce and Provisions.

A good business has been carried on in all kinds of provisions. The decline in Canadian bacon on the foreign market has been improved by an advance of a shilling. A fair volume of business continues to be done in all lines of cured meats and lard. The market is moderately active with a steady undertone. For dressed hogs the demand is fairly good and sales of fresh killed abattoir stock were made at $7.25 to $7.50 and country dressed at $6.75 to $7 per hundred lbs. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07⅝
" " 60-lb. fancy tubs	....	0 07⅝
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 52½
20-lb. tin pails, each	....	1 42½

Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅛
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08⅛	0 09¼

CHEESE.

Not a great deal of activity has been noticed in the cheese business, although the market has been strong in tone. Holders do not seem anxious to sell. The general price current was around 10c and some extensive transactions were heard of at this price. The finest Fall cheese are nominal in the absence of transactions.

BUTTER.

The butter market is very steady and there is a ready sale for anything of good quality and flavor at 20c upwards for creamery. Undergrade stock ranges down to 19c according to grade. Dairy butter sells for about 16c.

For Last Minute Quotations, Quebec Markets, see page 42.

ONTARIO MARKETS.

Toronto, Nov. 17, 1904.

Groceries.

A FAIR to good business during the week under review is reported by Ontario wholesale grocers. Comparing the volume of trade, however, with that of last year a slight decrease has been experienced, the lull being perhaps accounted for by the fact that the wholesale trade has just experienced an unusually successful Summer's trade and it is surmised that the retail trade bought more for future requirements than usual earlier in the season.

Orders booked for the close of navigation are pretty well filled, the last boats being scheduled to sail on or about November 25. New crop foreign dried fruits continue to interest the wholesale trade; the bulk of supplies for the holiday trade are now in hand and are being rapidly distributed.

The item of chief interest in grocery circles is another advance of 25c in refined during the week, distributed as follows: 10c on November 10, and 5c and 10c on November 12. This is the second advance within two weeks, which is without precedent in the history of Canadian trade. The advance caused a mild panic on the street Saturday since the trade was of the opinion that the upward level had been reached. Some buying at present quotations is reported although in the face of the extreme high prices ruling even wholesalers are disposed to buy from hand to mouth and for present requirements only. At the close of the market beets are still advancing; raws have gone up 1-16 in New York and the refined market is reported as very firm.

Canned goods are steadier than last week, importations of corn and tomatoes from the United States being hinted at in the near future. Glucose has advanced 10c in Chicago. Teas and coffees are without special feature except that the firm tendency of Rios continues.

CANNED GOODS.

Canned goods are steadier than they have been for some weeks, the immediate requirements of the retail trade having been pretty well met. Some weeks ago the question was whether there was going to be enough corn and tomatoes to go around; this has been settled for the present. One or two houses are holding tomatoes as high at $1.30 on account of the curtailed pack. The opinion is expressed that stiff advances may be expected next Spring and Summer when stocks will require replenishing. In this event the trade would not be surprised to see importations of corn and tomatoes from the United States, which has only happened once or twice in the history of the Canadian trade.

The usual demand for canned fruits and vegetables continues. A firm market rules in salmon, supplies of which, including cohoes, etc., have been arriving

DRIED FRUITS

California Seeded Raisins

Boxes 36/16 oz. cartons.

"RED RIBBON"	7c.
"GAZELLE"	7½c.
"GRIFFIN"	8c.

California Evaporated Fruits

Boxes 25 lbs.

Griffin Stella Brand

Apricots	13½c.
Peaches	11c.
Pears	13c.

California Prunes

Boxes 25 lbs.

Fancy Santa Clara

Griffin, 40/50	7c.
Griffin, 60/70	6c.
Griffin, 80/90	5c.

Oregon Prunes

Boxes 25 lbs.

Fancy Evaporated Italian

Pheasant, 30/40	8½c.
Pheasant, 50/60	6½c.

Currants

ADONIS, Fine Filiatras, uncleaned, half cases	4⅜c.
VENUS, Fine Filiatras, cleaned, half cases	4¾c.
OLYMPUS, 50/1-lb cartons	5½c.
JUPITER Vostizzas, ¼ cases	6c.

Eleme Table Figs

	Per box.
12-oz., 2 inches, cases 350	$0.06½
16-oz., 2¼ inches, cases 360	0 08½
10-lb., 2 inches, cases 36	0 70
10-lb., 2¼ inches, cases 42	0.85
20-lb., 2¼ inches, cases 18	1.70
28-lb., 2¾ inches, cases 14	3.50

Bevan's Malaga Table Raisins

Connoisseur Clusters, boxes	$2.50
" " ¼ boxes	0 80
Royal Buckingham Clusters, boxes	3.50
" " " ¼ boxes	1.10
Imperial Russian Clusters, boxes	5.00

Trenor Valencia Raisins, English Peels, Dates, Comadre Figs, Sultana Raisins.

Hudon, Hebert & Cie.

Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

tapioca continues with quotations unchanged. We quote the folowing prices:

	Per lb.		Per lb.
Rice, stand. B...	0 03½	Tapioca, staple..	0 03¼ 0 03½
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 08
Sago	0 03½ 0 04		

SUGAR.

Another sensational advance this week of 25c in Canadian refined sugar places this staple in a unique position in the grocery markets. On Thursday, November 10 prices were advanced 10c and on Saturday 5 and 10c in succession, both the latter advances taking place within 60 minutes of each other. At the present time the raw and beet sugar markets are very strong, an advance of 1-16 in raws taking effect on Monday, November 14. The trade may be said to be on the whole in a waiting position, although some buying for present requirements is reported on the present basis.

There is no question but speculators have taken advantage of the firm situation in Europe; at the same time the strong statistical position in America and abroad is largely responsible for the unprecedented upward turn of the market. The future is difficult to forecast with any degree of certainty. In some quarters a continuation of present high prices with a hardening tendency is predicted. In others the hope is expressed that there will soon be a reaction and several wholesale grocers are advocating the "hand to mouth plan" and are buying only for immediate requirements. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 83
" in 100-lb. "	5 73
St. Lawrence granulated	5 18
Redpath's granulated	5 18
Acadia granulated	5 18
Berlin granulated	5 08
Phoenix	5 08
Bright coffee	4 98
Bright yellow	4 93
No. 3 yellow	4 88
No. 2 "	4 68
No. 1 "	4 58

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

Foreign Dried Fruits

The trade has been kept busy receiving new crop Mediterranean dried fruits, which will be in hand for the most part by the end of this week, new dates being due to-day. Last week's advance in Californian evaporated apricots and peaches is having a tendency to check the demand. Considerable delay is reported in marketing the season's crop of Caifornian seeded rasins at the coast owing to heavy rains which have interfered seriously with curing operations. Shippers are also suffering serious inconvenience on account of the scarcity of cartoons.

A cable has been received from Smyrna withdrawing certain offerings in Sultana raisins and advising an advancing market. The currant market is also very firm, c. and f. prices being somewhat higher owing to extra Winter rates. Our quotations are as follows:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04	60-70s	0 06 0 06½
90-100s	0 04 0 04½	50-60s	0 06½ 0 06¾
80-90s	0 05	40-50s	0 07½
70-80s	0 05½ 0 05¾	30-40s	0 08½ 0 08¾

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 09 0 11	Citron	0 15 0 18
Orange	0 10 0 12		

FIGS

	Per lb.		Per lb.
Tapnets	0 03½ 0 04	Elemes	0 08 0 17
Naturals	0 06½ 0 07½		

APRICOTS.

	Per lb.
Californian evaporated	0 13 0 14

PEACHES.

	Per lb.
Californian evaporated	0 13 0 14

PEARS.

California Evaporated, per lb	0 14

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
New selects	0 07½ 0 07¾
Sultana	0 06½ 0 10
Californian seeded, 12-oz. Muscatals	0 07 0 07½
" 1-lb. boxes "	0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 08 0 08½
" " 4-crown "	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 10½
Sairs	0 04½ 0 04¾	" new choice	0 09½

FOREIGN NUTS.

New crop almonds, shelled and unshelled, are arriving in fair volume. Greenoble and new Marbot walnuts being expected in two weeks. This year's prices are firmer and higher than those of last year although the quality is reported better. California walnuts are expected to arrive at the end of this week. Trade is brightening and indications point to a brisk trade during the remainder of this ad the following month. We quote:

Peanuts, green, Virginia, per lb	0 08 0 10
" roasted "	0 10 0 11
" Spanish, green, per lb	0 09
" " roasted, "	0 10
" Japanese, green, per lb	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb	0 11½ 0 12
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 10
Filberts, per lb	0 10 0 10½
Pecans, per lb	0 14 0 15
Brazils "	0 15
Cocoanuts, Jamaica, per sack	4 00

DRIED FISH.

An active demand continues for dried fish of all descriptions. Flitched cod fish shows a slightly wider and higher range of prices this week, while scaled herring are 3c easier. Our quotations are as follows:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½ 0 07
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06½
Labrador herring, per bbl	6 00 6 50
" per ½ bbl	3 25 3 40
Scaled herring	0 14
Salmon trout, per keg	6 00

BIRD SEED.

During the week canary seed has become firmer, prices quoted being 6 1-2c, although some dealers are giving a wider range and are quoting at from 6 1-2 to 7c. Hemp has declined 1-2c. Other prices remain unchanged. We quote:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07

EVAPORATED APPLES.

Evaporated apples are a shade easier than last week with probable purchasers showing disinclination to buy at 5 1-2 to 6c. The comparative lull in the market in which the demand is at best only fair at this time of year is not viewed as abnormal by the trade.

Country Produce.

EGGS.

Receipts of newly laid eggs are very small, and prices have gone up with many of the dealers. One declared that for strictly newly laid he could get 27c, but this likely referred to hotels and restaurants, where the best quality was demanded and guaranteed eggs required. Pickled are almost entirely gone and fresh or cold storage are holding the centre of the stage as a general egg. Many dealers are selling fresh gathered at the prices quoted for new laids, but others are sorting over the fresh gathered and selling them as new laids or seconds since a great many of them are only to be ranked as seconds. Very many of the held over eggs coming forward are not equal to fresh or cold storage stock, as the country merchant has no way to preserve them. We quote:

Eggs, new laid	0 22 0 23
" fresh	0 20 0 21
" pickled	0 19 0 20

HONEY.

The honey crop is getting into closer compass and as a result the market is firmer. The buying season is expected to begin in six weeks. No. 1 section has advanced in price. We quote the following prices:

Honey, extracted clover, per lb	0 08 0 08½
" sections, No 1. per doz	1 90 2 25
" " No. 2, "	1 65

BEANS.

The bean market continues fairly firm and steady, a stronger tendency being noticed in Lima beans which are short owing to unfavorable harvesting weather

at the coast. The inquiry for beans generally is moderately active at unchanged quotations.

Beans, handpicked, per bush	1 55	1 60
" prime, No. 1	....	1 45
" prime, No. 2	....	1 35
" Lima, per lb	0 07	0 07½

SEEDS.

Little seed is moving owing to lack of foreign demand. The outlook is for a decline in prices, alsike mixed with trefoil, timothy or any foreign seed being at a big discount at the present time. Prices continue unchanged. Our quotations are as follows:

Alsike clover, per bush	3 50	6 75
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

Green Fruits.

Trade during the past week has been quiet, but present indications point to a strengthening of the market for Thanksgiving trade. Jamaica oranges have been selling well. During past week no less than five cars of Florida oranges arrived, color shown for early shipments being good and fruit sweet. Lemons are arriving in fair supplies. Bananas are coming more freely and prices are easier. The Cape Cod cranberry market is higher although there is no material change in quotations. Jersey cranberries are expected on the market in three weeks. Sales of Almeria grapes are reported large, while those of Canadian grapes are decreasing. Sweet potatoes are firmer. There is good inquiry for large Winter varieties of apples. The season for Canadian chestnuts is practically over. We quote:

Jamaica oranges, per bbl	4 75	5 00
" " per box	2 75	3 00
Jamaica grape fruit, per box	4 00	4 50
Florida oranges, per box	....	3 50
Florida grape fruit, per box	....	4 50
New messina lemons, 300's, per box	3 00	3 25
" " 360's, per box	2 75	3 00
Bananas, large bunches, crated	1 35	1 50
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Fall varieties	1 50	2 00
" Winter varieties	1 75	2 25
Sweet potatoes, double heads, per bbl	4 00	4 25
" cloth covers "	3 00	3 25
Pears, Canadian, per basket	0 25	0 35
Grapes, small baskets	0 15	0 20
" large "	0 25	0 30
Canadian Catawba grapes, per basket	0 25	0 30
Almeria grapes, per bbl	5 00	6 00
Cape Cod cranberries, per bbl	....	8 50
Cape Cod cranberries late Howes	9 25	9 50
Canadian cranberries, per bbl	6 00	7 00
Smyrna figs, four crowns	....	0 10
" " five "	....	0 11½
" " six "	....	0 12½
" " seven "	....	0 15
" " glove boxes, 1-lb	0 09	0 11
" " 12 oz. square boxes	....	0 08
Comadre figs	0 03½	0 03½

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool and London, are in receipt of the following cable dated November 14, 1904:

"27,000 barrels selling, heavy arrivals, prices lower. Baldwins xxx, 9s 9d to 11s 9d; Greenings xxx, 10s 6d to 12s; Spy xxx, 13s to 16s; Golden Russet xxx, 12s to 13s; Kings xxx, 15s to 17s. Nova Scotia apples continue to arrive in good quantities, but there is ample outlet for anything of good quality."

Eben James, Toronto, has received the following cable: Woodall & Co., Liverpool, dated November 15, 1904:

"25,000 barrels sold. Market active. Greenings, 10s to 12s 6d; Baldwins 9s to 11s 6d; Spies, 10s 6d to 15s; Russets, 11s to 12s 6d; Kings, 12s 6d to 15s. Seconds, 2s less.

APPLE SHIPMENTS.

Shipments for week ending November 12, 1904:

	To Liverpool.	London.	Glasgow.	Various.	Total
From Boston	39,656	6,731	....	8,485	54,872
New York	3,331	10,688	....	23,571	37,590
Portland, Me.	6,632	....	....	....	6,632
Montreal	5,536	1,495	15,475	7,173	29,679
Halifax	2,013	9,005	....	....	11,018
Total for week	57,168	27,919	15,475	39,229	139,791
Same week 1903	101,106	49,874	23,875	39,561	224,416
Same week 1902	48,193	19,614	17,927	9,621	95,355
Total since season opened					1,084,035
Same time 1903					1,889,025
Same time 1902					1,100,315

Vegetables.

With the vegetable crop gathered the market may be characterized as steady. Cauliflowers are reported scarce and prices have advanced accordingly from 35 to 50c. Dry mint has taken the place of green, selling at the same price. Potatoes are firmer. We quote the following:

Head lettuce, per doz. bunches	0 25	0 40
Greenhouse lettuce	....	0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Sage, per doz.	....	0 15
Savoury, per doz	....	0 15
Carrots, per bag	....	0 50
Beets, per bu	....	0 40
Beets, per bag	....	0 50
Dry Onions, per bag	....	1 35
Dry Onions, per basket	....	0 40
Green house water cress, per doz.	....	0 25
Cauliflowers, per doz.	0 76	1 50
Michigan celery, per doz.	....	0 50
Canadian celery, per doz.	0 35	0 50
Vegetable marrow, per doz.	0 50	0 75
Potatoes, per bush	0 75	0 85
Butter squash, per doz.	0 75	1 25
Parsnips, per bu.	....	0 50
Cabbage, per head	....	0 05
" per doz.	0 25	0 50
Turnips, per bag	0 35	0 40
Pumpkins, each	0 10	0 15
Citrons, per doz.	0 50	1 25
" each	0 10	0 15
Spinach, per bu.	....	0 50

Fish and Oysters.

The season for fresh caught trout and whitefish closed on the 15th of this month. By way of substitution trade in frozen goods is opening up briskly. Owing to cooler weather fish can now be shipped by freight instead of express, thus warranting easier prices in finnan haddie, pike and sea salmon. Trade is brisk in oysters, especially Baltimores, owing to large supplies of which prices have declined. Our quotations are:

Halibut, "	....	0 10
Sea salmon, "	....	0 12
Whitefish, fresh caught, per lb	....	0 09
Haddock " per lb	0 06	0 07
Cod, steak " "	....	0 07
Perch " "	....	0 06
Trout, lake, per lb	....	0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 08
Oysters, Long Island natives, per imp. gal	....	1 70
" Baltimores, per wine gal	....	1 30
" "Standards," per small pail	....	3 90
" "Selected," " "	....	4 80
Ciscoes, per basket	1 00	1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 100	1 00	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

A stronger demand has caused Manitoba Northern wheat Nos. 1, 2 and 3 to advance 1-2c per bushel. Owing to scarcity peas have advanced 2c per bushel, and buckwheat and rye each 1c per bushel. The outlook is for a firm market during the present season. Our quotations are:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 06½	1 07
" " " No. 2 "	1 02½	1 03
" " " No. 3 "	0 97½	0 98
Red, per bushel, new	1 08	1 08½
White " "	1 08	1 08½
Barley " "	0 47	0 51
Oats, " "	0 35½	0 36
Peas "	0 73	0 74
Buckwheat " Nominal	0 61	0 62
Rye, per bushel, " "	0 82	0 83

FLOUR.

The demand for home consumption is strong, and the foreign demand steady. Prices are firm. We quote the following:

Manitoba wheat patents, per bbl	....	5 60
Strong bakers "	....	5 40
Ontario wheat patents "	5 25	5 45
Straight roller "	5 00	5 10

BREAKFAST FOODS.

Conditions on this market are unchanged from last week. Prices are steady and firm. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 65
Rolled oats, standard, carlots, per bbl., in bags	....	4 10
" " " " in wood	....	4 35
" " " " for broken lots	....	4 50
Rolled wheat, per 100-lb. bbl	....	3 00
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	3 75
" in wood	....	4 00

Hides, Tallow, Skins and Wool.

Lack of accumulation in hides has caused a firm market, while owing to advanced growth of lamb skins, prices have advanced. The outlook for tallow is better and points to a steady market. The same remarks apply to wool. Our quotations are as follows:

HIDES

No. 1 green steers, per lb	....	0 09½
" 2 " "	....	0 08½
No. 1 green, per lb	....	0 09
" 2 " "	....	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 10
" " " 2 " " "	....	0 08
" " " 1 15 to 20 lb "	....	0 09
" " " 2 " "	....	0 07
Lamb skins	0 85	0 90

TALLOW.

Rendered Tallow, per lb	0 04	0 04½

WOOL.

Unwashed wool, per lb	0 12	0 13
Fleece wool, new clip, per lb	0 20	0 21
"Rejections"	0 15	0 16
Pulled wools, super, per lb	0 20	0 22
" " extra "	0 21	0 23

Dairy Produce and Provisions.

The demand for smoked meats remains satisfactorily strong, but stocks have accumulated to a trifling extent and the result is a slump in prices of hams of a very minute nature. These trifling changes are not at all serious and are apt to be reversed the subsequent week. Hams are down a half cent. There is no change whatever among fresh meats, and the market is quiet. The prices for this week are as follows :

Long clear bacon, per lb	$0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13¼
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	....	0 09
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	....	0 08
" tubs "	....	0 08½
" pails "	....	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	8 00
" front quarters	4 50	5 75
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 50
Veal	6 00	8 50
Hogs, light	....	6 75

POULTRY.

As The Grocer predicted last week, there is no shortage of poultry. As would naturally be expected, prices have strengthened under the holiday demand but stocks are sufficiently large for present supplies. Hens are weaker in price as the quantities offered are overwhelmingly large. Chickens, too, are in abundance. Turkeys are less plentiful but will not prove an obstacle to a ready market. We quote :

Chickens, spring	0 09	0 10
Hens	0 06	0 07
Geese	0 08	0 09
Turkeys	0 14	0 15
Ducks	0 09	0 10

BUTTER.

The shortage in supplies of creamery butter is the only event worthy of notice in the butter market. This has advanced the price fully a cent. A large western creameryman says that he was offered 21c for all the solids he could produce in the next two weeks. Within a couple of weeks the position of creamery will be easier, as the Winter factories are just starting, and when in full swing larger supplies will be coming forward. Dairy butter is offered in fair quantities. We quote :

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy prints	0 16	0 18
" in tubs	0 14	0 17
" large rolls	0 16	0 17

CHEESE.

Cheese is the most interesting feature of the dairy markets. With the few straggling boards which were not closed this week, running, and the price up to 10 5-16, there was no possibility of 9c cheese. The English dealer found he had to pay more or go without, and the result is that quotations are up a half to three-quarters of a cent. The factories are all closed now, and dealers have control of the market. There is no more speculation as to how much the factories will produce, and the dealer is encouraged to ask a good figure. There is, however, no danger of last year's level being reached. Stocks are too large for that. We quote :

	Per lb.	
Cheese, large	0 10	0 10½
" twins	0 10½	0 10¾

A WORK OF ART.

The Grocer is in receipt of a sample label of "Red Feather" brand tomatoes which are being offered to the trade by W. H. Gillard & Co., Hamilton. This firm evidently appreciates the value of attractive packages and wrappers, its "Red Feather" label in red, white and gold being one of the handsomest and most artistic that has ever been placed on the Canadian market.

WANT DRESSED POULTRY.

The Canadian Canners, Limited, are now ready to receive dressed poultry at the following factories, viz.: Aylmer Canning Co., Aylmer; Kent Canning Co., Chatham; Simcoe Canning Co., Simcoe; Simcoe Canning Co., Hamilton. Shippers are recommended to write for full directions as to packing and shipping to the Canadian Canners, Limited, 39 James street south, Hamilton, and to forward to the nearest factory.

CHEESE AND BUTTER EXPORTS.

Butter, week ending November 13th, 1904.

Liverpool	1,253
Manchester	448
Glasgow	1,382
London	1,009
Bristol	8,077
	12,169
For the corresponding week of last year the exports were	5,300
Total butter exported since May 1st this year.	478,294
During the same period of 1903	333,054

Cheese, week ending Nov. 13, 1904.	Boxes.
To Liverpool	30,885
" Manchester	7,145
" Glasgow	3,010
" London	26,967
" Bristol	36,912
	104,919
Total for the corresponding period of last year	50,896
Total exports since May 1st to date	2,015,736
For the corresponding period of 1903.	2,291,208

LAST MINUTE PROVISION MARKET.

Montreal, Wednesday, Nov. 16, 12.30 p.m.

BUTTER—Steady ; export trade light ; Liverpool cable says slow market. Finest grades 19¾ to 20¼c ; ordinary finest, 19 to 19½c. ; medium grade, 18 to 19c., and western dairy at 15 and 16c.

CHEESE—Country boards ended. Market inactive. Holders do not want to sell. Ontario Fall white 10c. to 10¼ ; colored, 10¼ to 10½c. ; Quebec 9¼ to 9¾c

EGGS—Firm market ; selects new laid, 24c. ; straight gathered, candled, 20c. ; No. 2, 14 to 15c. per doz.

PROVISIONS—Plenty of receipts; steadiness rules; no change in recent values. Lard is active, kettle rendered 8¼ to 9½c. Hams 12c. to 13c. Bacon 12c. to 13c.

EAGLE
Baking Powder

Awarded BRONZE MEDAL at Quebec Provincial Exhibition, 1904 ::

This is another evidence of merit of Eagle Baking Powder.

Agents wanted in every city and town where not now represented.

Write

J. H. MAIDEN
Montreal

This is the Jelly the people are talking about. Wherever it goes we get orders for more.

Lipton's Table Jellies are made from the finest Calves-Foot Jelly, combined with Fresh Fruit Juices.

They come in Tablet form, are most convenient to use and act very quickly.

LIPTON'S JELLIES sell for 10c. retail at a good profit to the man behind the counter. People who try it "get the habit."

For information write to the Canadian Agents:

J. N. CREED & CO., Halifax, N.S., or J. S. CREED, Montreal

So Easy to Sell it.

You **merely have to mention** that you have Blue Ribbon Tea to assure your **customers** that they can have a good tea, **a tea of even quality.** This is why **it pays** a grocer to carry

Blue Ribbon *Ceylon* Tea

In Packages Only.

Push the Red Label quality, 40c. worth 50c.

The purity and quality of your goods will go far to establish your business on a permanent basis. Especially is this true as regards the indispensable beverage of modern life—Coffee. **CHASE & SANBORN'S** Coffees will more than gratify your customers' expectation.

CHASE & SANBORN

The Importers, Montreal

THE ONTARIO SUGAR CO. LIMITED

EXTRA STANDARD GRANULATED

BERLIN, ONT.

AN OFFICIAL CHEMICAL ANALYSIS.

ONTARIO AGRICULTURAL COLLEGE.
Guelph, Canada, Aug. 24th, 1904.

THE ONTARIO SUGAR CO.,
BERLIN, ONT.

GENTLEMEN,—

We have analysed the ten (10) samples of your granulated sugar, also ten (10) samples of granulated sugar from the Eastern Refineries which you forwarded to us. The following are the average results:

	MOISTURE. %	CANE SUGAR. %
Average of 20 samples	.0737	99.627
" 10 "		
Ontario Sugar Co.	.0727	99.608
Average of 10 samples, Eastern Refineries	.0747	99.607

These figures show, judging from the results obtained from the analysis of the sugars submitted to us, that the sugar manufactured by your company from sugar beets contains practically the same amount of moisture and cane sugar as that refined in the Eastern Refineries. What little advantage there is in both items is in favor of your sugar. Your sugar was crystallized smaller, but is fully equal in value to the so-called pure cane sugar made in the Eastern Refineries.

R. HARCOURT,
Prof. of Chemistry,
Ont. Agricultural College.

PEELS

John Gray & Co.'s
LEMON
ORANGE
CITRON
Candied and Dripped.

SPECIALLY CLOSE PRICES

The Robert Greig Co., Limited
Toronto

SELL
HEINZ
APPLE BUTTER

We never say to the housewife that our Apple Butter is better than home-made. She might be sensitive. It is, in ninety-nine cases out of a hundred, but we prefer she should find it out for herself.

You might just as well get the profit on the Apple Butter your customers use as let some huckster have it. Call up our nearest Branch or Agency.

H. J. HEINZ CO., Pittsburgh, U.S.A.

MANITOBA MARKETS.

Winnipeg, Nov. 12, 1904.

NOW that threshing operations are practically at an end for this year, the many thousands of harvest hands have turned their faces eastward, and each train that passes through the city of Winnipeg from the Golden West is crowded with these laborers that have helped to thresh the great crop of 1904.

Trade for the past week has been very bright and active, and collections are now showing up to a better advantage.

Sugar.

The market for the past few weeks has been very active and bright and quite unsettled. We now quote a decline in sugar all around of 10c. Montreal granulated in barrels, $5.30; in sacks, $5.20, and yellow, $4.70. Wallaceburg in barrels, $5.20, and in sacks, $5.10.

Evaporated and Dried Fruits.

The market continues very bright and active, quoting Trenor's brand of Valencia raisins at $2.10 per case; prunes, 90-100 at 4½c. per lb.; 80-90 at 4¾c. per lb.; 70-80 at 5¼c. per lb.; 60-70 at 5¾c. per lb.; 50-60 at 6½c. per lb.; and 40-50 at 7¼c. per lb. Currants, which are now available, are quoting uncleaned Filiatras, loose pack, at 5¼c. per lb.; dry cleaned Filiatra, 5½c. per lb.; wet cleaned at 6¼c. per lb. and 1-lb. package dry cleaned at 6½c per lb. New evaporated apples are now on the market and are listed for 50-lb. cases at 6¼ to 6½c. and for 25-lb. cases at 6¾c.

Canned Fruits.

All lines of canned fruits are comparatively firm, quoting as before strawberries at $3.25 per dozen in case, and raspberries $3 per dozen in case and Upton's and Aylmer Jams in pails at 47½c. per pail. Canned peaches and pears are still quoted as follows: Peaches, 2-lb. yellows, at $3.75 per case; 4-lb. yellows, at $5.75 per case; and pears, 2-lb. F. B., $3.25 per case, and 3-lb. F. B. at $4.25 per case.

Canned Vegetables.

A general firmness holds the market with the exception of tomatoes. This line has been somewhat unsettled as to price and is now quoted $2.90 to $3 per case. Canned corn holds the price good at $2.50 per case; canned pears at $1.80 per case and canned beans at $1.80 to $1.90 per case.

Canned Fish.

The shipments of the catches of sockeye salmon now on the market are still being quoted at $7 per case and Digby chicks at 17c. per box.

Lye.

Gillett's lye has now advanced, and the upward turn shows that the market is back at the old quotation, the price list holding Gillett's lye at $4.10 per case.

Flour.

The market is still very firm and bright, quoting No. 1 patent at $2.90, No. 2 at $2.70, No. 3 at $2.20 and No. 4 at $1.55.

Honey.

The market is still very bright and active, and all the new stocks of honey now on the market are of a very fine quality, quoting 5-lb. tins at 13c. per lb., 10-lb. tins at 12½c. per lb. and 60-lb. tins at 11c. per lb.

Cornmeal.

The demand is strong and the market continues very firm, quoting cornmeal at $1.75 per sack and 80c. per half sack.

Rolled Oats.

The market is active, but prices continue quite firm, quoting 80-lb. sacks at

There may be **Beans** on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S

Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

HANDLERS OF FINE GROCERIES!

Setna's CHUTNEYS

are the finest goods of this kind manufactured - your particular customers will relish them.

Guava Jelly —Pts. }
Mango Sauce —Pts. } These goods stand at the head of all similar goods and are a revelation — quality finest.

Martin's Fine Shelled Almonds Newly Arrived.

ASK FOR QUOTATIONS.

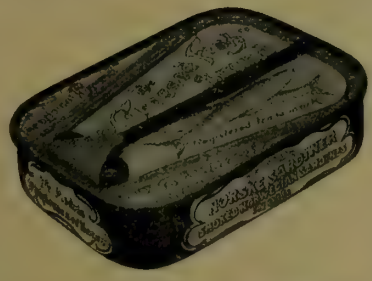
W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL. COMFORTING.

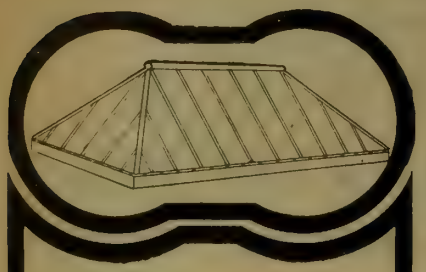
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. COCOA



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.



Metallic Skylights

The acme of Skylight perfection!

We make them from hollow bars of Copper or Galvanized Steel—in styles and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

METALLIC ROOFING CO., Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"Mary, Mary, Remember Your Canary."

The mother meant, doubtless, that it should be fed with

Brock's Bird Seed

NICHOLSON & BROCK, TORONTO

$2.35, 40-lb. at $2.30 and 20-lb. at $2.35.

Green Fruits.

The market is active and bright, quoting Florida oranges at $6 per case, California lemons at $6.50 per case, Washington pears (Winternellis) at $3 per case, Ontario Fall apples $2.75 per barrel, Ontario snow apples at $4 per barrel, Quebec (Fameuse) snow apples $4.50 per barrel, fancy XXX Spies and Kings $3.50 per barrel, Greenings and other varieties $3.25 per barrel, Malaga grapes $7 per keg, Ontario basket grapes, green and blue, 23c. per basket; native onions, per lb., 2½c.; celery, per dozen bunches, 50c.; Spanish onions, small cases, $1.50; large cases, $4.50; and oysters (standards) (selects) per gallon, $2.25; Chinese figs, $2 per case; dates, 5½c. per lb. and California figs $1 per 1-lb. package.

Eggs.

The demand continues very heavy and the supplies from the country are still very much limited. The market now quotes eggs in advance of last week's price list, and the upward turn now puts eggs out to the trade at 25c. per dozen for the fresh gathered.

Dairy Produce and Provisions.

BUTTER.

A prevailing activity is quite noticeable in the butter market and the demand is very heavy for all available stocks. We quote fresh creamery per lb., 27c.; creamery, per lb., 24c.; dairy, per lb., 21c.; and tub dairy, per lb., 16 to 18c.

CURED MEATS.

The market continues bright and firm with a good demand in all available stocks. Our quotations are as follows:

Hams, per lb	0 14
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 10
Shoulders	0 08½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½
Short spice rolls, per lb	0 10

LARD.

The market is now quite firm and active. Our quotations are as follows:

Lard, 50-lb. pails	4 85
" 20-lb. "	2 05
" 10-lb. "	6 20
" 5-lb. "	6 35
" 3-lb. "	6 40
" compound, in 20-lb. pails	1 65

NOVA SCOTIA MARKETS.

Halifax, N.S., Nov. 11, 1904.

THE chief activity at present is in dried fruits, which are moving out very satisfactorily. There has been a little flurry in wholesale circles here owing to the efforts made by a few jobbers to corner all the Merles best quality raisins on this market. Other jobbers claim that this attempt was not fair to them, and some days ago it looked as if price-cutting would be adopted as an act of retaliation, but,

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

TENDERS FOR GROCERY STOCK.

TENDERS will be received by the undersigned, up to the 3rd day of December next, for the sale of a stock of groceries, provisions, stationery, etc., lately managed by the late Archibald Butter, of Priceville. The stock lists, which can be seen with the undersigned, amount to $827.43. The highest or any other tender not necessarily accepted. Terms of sale, $100 on acceptance of the tender and balance within 10 days when stock will be handed over. Send sealed tenders to Sarah R. Butter, Priceville. (49)

FOR SALE.

FOR SALE—First-class family grocery; established 14 years; prosperous city; stock and fixtures under $2,000; yearly turnover $5,000; easily increased; must be sold; owner's health failed. Apply Box 196, CANADIAN GROCER, Toronto. (47)

AGENCIES WANTED.

COMMISSION AGENT with A1 connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

AGENTS WANTED.

SUTCLIFFE & BINGHAM Limited, "Kkovah" Works, Manchester, Eng., manufacturers of the well known "Kkovah" specialties—jellies, custards, bland manges, candied peel, marmalades, etc.—are prepared to open depots in Toronto and Winnipeg; applicants may hold other agencies, but must be in a position to frequently cover ground allotted, and in regular touch with wholesale and all good retail buyers; only men willing to devote a good proportion of their time and best services, able to provide substantial security covering all the responsibilities of the position, need apply. Terms are:—Fixed allowance and liberal commission, with depot expenses paid. All applications treated in strict confidence. (48)

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D Olier street, Dublin. (46)

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the
Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK. Smalls

fortunately for all concerned, wiser counsels prevailed.

Sugar stock has gone up considerably in consequence of the enforcement of the dumping clause, which has effectually prohibited the importation of American refined sugar and given Canadian refiners much more complete control of the local market. Formerly sugars refined "in bond" in the United States were passed through the customs here at the bonded valuation, but the interpretation put upon the dumping clause is that the value for duty must be the actual selling price on the American market. This means that the Canadian duty has to be paid on the United States duty as well as on the value of the commodity itself. This increases the cost of American refined sugars laid down here by one half cent a pound, which, under the present conditions, is prohibitory.

Such importations as have been made since the first of October have paid the added duty under protest, and an attempt is being made to have the present ruling set aside. In the meantime all importations of sugars refined in the United States have been discontinued.

The local refinery has been an active buyer of raw sugars in the West Indies during the last week or two in anticipation of a sharp advance in the markets there.

The flour market keeps very firm. The Winter freight rates have now gone into effect, which adds nearly 20 cents a barrel to the cost of laying flour down at the seaboard, and, therefore, even should conditions become slightly easier at the mills, the market here would be slow to respond. One of the Manitoba milling companies has been pushing very actively for business in the Maritime Provinces of late. By extensive advertising the consumer has been reached and possibly induced to buy. Whether from this reason or from the comparatively high price of Ontario flours, jobbers report that a much larger proportion of their orders call for Manitoba flour than during previous seasons.

Trade generally is in a normal condition, but collections are not up to the mark, especially in those districts affected by the hay shortage. In one little town and surrounding district last week $6,000 was sent out in payment for hay from Quebec. In other years the district had sufficient hay for the home needs and considerable for export.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Nov. 13, 1904.

FALL business is quite active. Our people look forward to a good Winter, the outcome of increased Winter port business. It means a great deal to our laborers in particular, though all of course share in the benefit. The amount of provisions required for the steamers, both for sailors and passengers, and for the large cattle shipments, means large local expenditure. In the local market it means high prices for poultry, particularly turkeys.

There is some feeling against the condition the Government allows the sugar matter to remain in. It is most unfair to ask the merchants to make entries subject to possible changes. There should be a definite statement so the trade will know just where they are. Once an entry is made, the Government should collect no further duty. The goods are put right into consumption and the merchant has no chance to prevent a loss. In any line once a merchant pays the duty demanded the Government should have no right to collect any further amount. This is a particularly unpleasant situation. Markets are generally firm, particularly dry fish.

Oil.

The business in burning oil this season has been very large. Prices have remained unchanged. Now the oil men are looking forward to Spring business in lubricating and paint oils. The outlook for lubricating is not particularly bright. Linseeds for future are quoted low. Cod oil is still unsettled.

Salt.

The Winter port business is now opening and there will be more frequent arrivals of Liverpool coarse salt. Fair stocks are held. Prices are firm. In fine salt there is a very light sale for Liverpool factory filled, particularly at this season.

Canned Goods.

Prices are firm in all lines except gallon apples. In corn and tomatoes dealers are not getting their full purchase, and those who ordered from the association after July are not likely to get any. Prices will have to advance. Peas are quite plentiful. Fruits are in but a limited stock. Meats are finding less demand. In salmon the market is well supplied. Domestic fish are a fair pack and prices remain unchanged.

Green Fruit.

Business is rather quiet. The cold weather, of course, affects shipments. Apples are perhaps a little firmer, but remain cheap. Quality generally is good. Oranges show a fair sale with Jamaicas supplying the market. Lemons are rather poor quality. In grapes it is late for Ontario fruit, though some are still offered. The Malaga grapes received are particularly good. Cape Cod cranberries have a steady sale at even prices. Sweet potatoes have just a fair demand.

Sugar.

The market is very firm and a further advance is expected. Quite large quantities of foreign sugar have been bought. Dealers are very anxious to know what the Government intends to do in regard to the duty. The present situation is most unfair to the trade.

Molasses.

Prices are unchanged. While there is not a large stock of Barbadoes, Porto Rico is in ample supply. Some very nice Trinidad is offered.

Fish.

Receipts of dry fish are very light, the smallest in many years. Prices are very high. The high price of dry cod helps the sale of pollock. The West India market is good for all lines of fish. Pickled herring are scarce and high. Some few eastern herring are offered. Smoked herring are the one line sold at reasonable figures. There are quite free receipts. Boneless fish are low compared with dry fish.

Flour, Feed and Meal.

In flour the market continues very firm. Dealers have difficulty in getting goods forward on account of a shortage of cars. Oats and oatmeal are firm. Cornmeal seems scarce, with prices fully maintained. Beans are somewhat unsettled. This is quite a market for yellow-eye beans. Barley is but a fair sale. Peas are scarce and there is but a limited demand.

Dairy Produce and Provisions.

In barreled pork prices are rather higher. While there is a rather better sale the business is a small one. Beef has but a light sale; there is no change in price. Pure lard is firm at rather higher price. Refined lard is easy. Smoked meats are quite firm with demand supplied locally. In fresh beef prices are low. Lamb is rather firmer. Mutton is dull. Veal has but a light sale. Pork is low. Poultry holds at full figures.

Mess pork, per bbl	$16 00	$18 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	3 06½	0 07
Pork "	0 05½	0 07
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09½
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 08¾

BUTTER.

Butter is firm. Best stock is scarce and some western is being received.

Creamery butter	0 20	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 15	0 17
Fair "	0 14	0 15

EGGS.

Eggs are very firm and tending higher. Quality is good and some western are received.

Eggs, hennery	0 24	0 25
" case stock	0 20	0 21

CHEESE.

Cheese tends higher. Twins, for which there is a good demand, are scarce.

Cheese, per lb	0 10	0 11

CROCKERY DEPARTMENT

A New Crockery Line for the Grocer.

A LINE of crockery which has already become exceedingly popular among the trade of the Maritime Provinces and which is to be heartily recommended to grocers all over the country is plain reinforced English tableware with monograms, crests, etc., to suit the taste of the individual buyer.

The Grocer has repeatedly urged members of the retail trade individually to take up a specialty as a means of rejuvenating business generally and creating new trade. The advantages to be derived from a crockery department in this respect are already known to many grocers. Plain tableware with stamped monogram, etc., for use in hotels, restaurants, fraternal organizations, church societies, is recommended as a specialty within the crockery department, which is worth the serious consideration of every grocer.

True it is something out of the ordinary, but then the enterprising grocer is always looking ahead for something of this sort which will give him scope to exercise to the limit his powers of persuasion, the attractiveness being in proportion to probable margin of profits. In the average sized Canadian village or town to-day there are from one to half a dozen hotels, a similar number of church societies, and as a rule one or two friendly societies and fraternal organizations. The grocer has only to advertise the fact that his store is the headquarters for the tableware in question, and it is simply a matter of personal canvass before he secures orders from the leading societies in his town. The objection is made in the case of hotels that ordinarily they have already invested in cheap stock patterns. It is no secret that such ware as the latter is very fragile and needs constant replenishing. Here is the grocer's opportunity to emphasize the economical advantage of buying tableware that possesses lasting qualities and which may be duplicated at will. Another feature which cannot help but appeal strongly to "mine host" is that of having something unique and characteristic of his house.

The same arguments can be used with redoubled force in soliciting fraternal organizations and clubs, while the durability of this class of tableware as manufactured in Great Britain at the present time is its strongest point in the eyes of restauranteurs and chuch societies. Another class of customers that might be followed up is the young married couples who can easily be persuaded to inaugurate their housekeeping arrangements by investing in a dinner service with individual monograms, etc.

One grocer may raise the objection that although these suggestions may be all right theoretically they can not be put into practice with profit to the retailer. It will not be denied that the annual value of the turnover of crockery to one family cannot be very large; at the same time the aggregate of crockery sold to all the families in a neighborhood is considerable and represents a good margin of profit.

It's wasting time

arguing against every-day facts—one of which is that the consumption of Condensed Milk is increasing by leaps and bounds.

The superior and always uniformly pure

Borden's "Eagle" brand Condensed Milk and "Peerless" Evaporated Cream

has been one of the leading factors in obtaining the confidence of the public and the trade—

TRY OUR BRANDS AND JOIN THE PROGRESSIVE PROCESSION.

Selling representatives

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

RETURNED
AY 4 190
To Owner
Ledger Book 34
Page 35

JARDINIERES

for Christmas Trade

We have just received a consignment of Jardinieres to be disposed of immediately in quantities to suit the purchaser.

Special price of $12 per dozen or $1 each.

Large enough to hold a 7½-in. pot.

Fine good value.
Mail Orders promptly filled.
Don't let this bargain go by.

E. W. KLOTZ,
24 Wellington St. W.,
TORONTO.

French China
English Pottery
Silverware
Cutlery

Jardinieres
Vases
Lamps
Cut Glass

This will be a record

CHRISTMAS

for fine goods.

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

NO CHINA SHOP

NOR GROCER SELLING CROCKERY WILL HAVE THE

BEST THE MARKET AFFORDS FOR CHRISTMAS GIFTS

UNLESS INCLUDED IN THE STOCK IS

SCOTCH MOTTO WARE

A MOST "FETCHING LINE."

EVERYBODY LIKES IT—
PRICES VERY REASONABLE.

WE CAN SEND YOU
$1.00 or $100.00
WORTH, OR MORE,
TO SUIT YOUR NEEDS.

BARNARD & HOLLAND CO.
MONTREAL

Fancy China Fancy China

OPEN STOCK and ASSORTED PACKAGES

Large Assortment. *Newest Designs.* *Lowest Prices.*

If you wish a bright line for the Holiday Trade, write us for prices and assorted package lists. We can suit you.

Taylor & Mulveney

Wholesale Crockery, HAMILTON, ONT.

You and Anybody

may have our sodas—we do not forbid them to any grocer. Rather do we endeavor to have all grocers sell

PERFECTION CREAM SODAS

—it rests more with the grocer than with us. We are willing to supply them, and we are doing our best to make the grocer willing to order them.

We are making progress.

Your order *please*

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED, Stratford, - Canada.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.

Mfr's choice grades

Evaporated Apples

FISH and OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

NEW MONTREAL BY-LAW.

An amended by-law has been passed by the Municipal Council of Montreal in regard to the inspection of bread. According to the new regulations all bread wagons must be covered and certain hygienic measures must be observed in bakeshops. Further, it shall be unlawful for grocers or other persons to expose for sale outside of their stores, bread or flour or any other food article liable to be contaminated by exposure to the open air ; the same shall be kept inside the stores, in proper receptacles, closely covered, and according to the directions of the said inspector or inspectors. Bakers, pastry-cooks and confectioners shall obtain a certificate from the bread inspector before taking ut a license.

THE PRICE OF BREAD INCREASED.

French bakers of the city of Montreal advanced bread half a cent per two-pound loaf on Monday, November 14. The English bakers advanced their prices some time ago, basing their action no doubt upon the high price of flour. The new scale will make the price at the rate of 8c and 9c per loaf, which has been the price charged for some time past by the English section of the trade.

MANUFACTURERS AND EXPRESS COMPANIES.

AT the last monthly meeting of the Montreal branch of the Canadian Manufacturers' Association one of the principal items of business discussed was that of carriage by express or freight. The general opinion was that the importer who wishes to receive goods within reasonable time after shipment should have them sent by freight.

In support of this, a committee was appointed which will wait upon the American Express Company and the collector of customs to register complaint in regard to the delay of express parcels going through the customs examining warehouse.

To further place themselves on record regarding the matter the association passed a resolution as follows: "That in the opinion of the executive committee of the Montreal branch of the Canadian Manufacturers' Association, it is advisable that the express companies should be placed within the jurisdiction of the Railway Commission."

A report was received in the meeting to the effect that the Dominion Trades and Labor Congress will not consent to the presence of the National Trades and Labor Congress at the special conference with the Manufacturers' Association, which the former requested some time ago.

It is probable, therefore, that the manufacturers will give the National Congress a separate conference.

OTTAWA NEWS.

S. J. Major, wholesale grocers, Ottawa, owing to increased business have been obliged to secure additional premises and have opened a large bonded and excise warehouse and general storage branch at 128 York street. The building is three storeys high, 100 feet long by 40 feet wide. The company's sample room and offices will be enlarged at the beginning of the new year and the sample room made into one of the finest in the country.

DEATH OF PROMINENT HAMILTON GROCER.

The Grocer regrets to have to chronicle in this week's issue the death of Mr. T. Hazell, one of Hamilton's most enterprising retail grocers and most highly respected citizens, which occurred on November 11.

The deceased was born in Northern Chepstow, Monmouthshire, on May 25, 1865, but spent the early portion of his life at Ilfracombe, Devonshire, from which place he came to Hamilton, as a young man, with his parents. Shortly after his arrival here he went to work for Mr. Thomas McKay, grocer, on the northwest corner of King and MacNab streets. On the death of his employer he bought the business, assuming control for himself in 1888. Since that time his success has been the talk of Hamilton business men, and those with whom he had dealings say that no other man could have done so well. The business that he leaves to-day was owned and controlled by himself absolutely.

RETURNED TO BUSINESS.

Mr. A. Allard, of Provost & Allard, Ottawa, who has been confined to his house during the past six weeks by a severe attack of rheumatism, is again on duty. Though still not entirely recovered and requiring the assistance of a cane in getting about he is making strenuous efforts to attend to business.

Mr. Ransford, of R. & J. Ransford, salt manufacturers, Clinton, Ont., was a caller at the Toronto offices of The Grocer this week.

COWAN'S COCOA

Maple Leaf Label
Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS, and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

The best substitute for chocolate is chocolate and the best chocolate is

MOTT'S

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

GOOD GOODS

Our Place In the Canadian Trade

When we began to make Confectionery, we went in to do it right.

The highest possible quality

was our standard. To-day it is generally agreed among the trade that

Stewart's Fine Chocolates and High-class Confectionery

are without a peer.

Such is the place we occupy in the trade of Canada.

A. J. STEWART, LIMITED,
TORONTO.

Your Customers' Health

is a matter of interest to you. Sick people's accounts are hard to collect. If you hear a cough suggest at once that best of Cough Remedies—

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

The most successful remedy for Coughs and Colds.

Mathieu's Nervine Powders are a safe cure for Headaches, Neuralgia, Fever with or without colds.

J. L. MATHIEU CO., Limited, Propr's, SHERBROOKE, P. Q.

New Dates
Hallowee, Sairs and Fard
Layer Raisins
New Grenoble Walnuts
New Tarragona Almonds

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO
Long Distance Telephone Main 645
TERMS CASH.

Florida Oranges
Jamaica Oranges
Messina Lemons
Also Full Line of Seasonable Goods

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire o phone your orders which receive prompt attention
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Hamburg as a Market for Canadan Apples.

THE following information concerning the possibilities of Hamburg as a market for Canadian apples may prove of interest to Canadian apple shippers:

Taking the figures for four years as a criterion, Germany imports on an average about 126,869 tons (of 2,240 lbs) of apples per year, valued at $12,942,423. These are received chiefly from Austria, Italy, Netherlands, Switzerland, United States and Canada. The part played by the two latter countries being shown in the following table:

EXPORTS OF APPLES TO GERMANY.

From Canada.		Year ending June 20.	From United States.	
Bbls.	$		Bbls.	$
11,977	31,929	1898	84 136	258,804
12 050	29.501	1899	17,099	54,914
18,076	52.694	1900	64,086	202 759
5 088	11,902	1901	33,495	98,116
23	116	1902	21,873	82,807
10,819	25,085	1903	156,717	440,260
20 692	49,323	1904	....	....

CUSTOMS REGULATIONS.

No duty is levied on apples imported into Germany; but all shipments received from oversea countries are carefully inspected for "St. Jose Scale." In this connection Canadian exporters of apples to Hamburg are recommended not to ship more than 50 barrels or cases under the same marks, so that in the event of a lot being declared infected only 50 packages would be detained by the inspector, instead of the entire shipment.

HAMBURG THE PRINCIPAL MARKET.

Hamburg is the most important market in Germany for apples imported from oversea countries. The selling season extends from the end of September until March, but the best prices are usually realized from the first of October to the middle of December. The market then generally remains quiet until after January 15, when some improvement may be expected.

PACKAGES AND VARIETIES.

The bulk of the imported apples sold in Hamburg are packed in barrels, but boxes are preferred for fruit of first-class quality. When filled the barrels should weigh about 143 lbs. and the boxes from 40 to 50 lbs each. The varieties most in demand are King, Baldwin, Ben Davis, Spy and Russet.

SELLING METHODS

The Hamburg fruit brokers dispose of the consignments they receive in much the same way as their confreres in Liverpool or London. Public auctions are held at which the different lots of apples are sold to the highest bidder. The broker's charges are as follows: 5 per cent. commission on sales, and 50 pfgs. (6 pence) per case or barrel to cover cost of warehousing, delivery, and Government inspection, the latter amounting to 20 pfgs. per package. Shippers wishing to know the names and addresses of fruit brokers in Hamburg may secure this information upon application to the Markets Division, Department of Agriculture, Ottawa.

Prunes Are Popular.

The exportation of prunes from the United States has grown rapidly in recent years, the total number of pounds exported in 1898, the first year in which a record was made by the bureau of statistics, being in round terms 16,000,000; in 1902, 23,000,000; in 1903, 66,000,000, and in 1904 will amount to about 74,000,000, valued at about $3,500,000. Germany, France and the United Kingdom are the principal customers for this class of American fruit, the total quantity sent to Germany in the fiscal year 1903 being 18,500,000 pounds; France, 16,000,000, and the United Kingdom, 15,000,000, while Belgium took nearly 5,000,000 pounds, Netherlands nearly 4,000,000, and Canada about 4,500,000. Of the 66,000,000 pounds of prunes exported in 1903 9,000,000 went from San Francisco and 53,500,000 from New York, although they are chiefly the product of the Pacific coast.

Market for Apples in 3-lb. Tins.

According to commercial reports received by the Department of Trade and Commerce, Ottawa, there is a good opening in England for Canadian apples in three-pound tins. The fruit, however, must be firm, not pulpy or flaky. If properly put up it would find a ready sale in hotels and restaurants, where large quantities of pies are consumed

Banana Crop Damaged.

Details have come to hand in regard to the damage done to the growing banana crop by the recent storm in Honduras. It is thought that importations of bananas for the next six or eight months from this source will drop from 400,000 bunches a month to 200,000 bunches. Coming as it does at the very verge of the Winter business this shrinkage will be seriously felt in the fruit market.

Fruit Packed in Peat.

What is considered a highly importanf discovery has just been made in the matter of shipment of fruits, and it is believed that a solution has at last been found to the problem of transporting delicate tropical fruits over long distances.

Experiments have been made by a French firm under the auspices of the French Government in shipping fruit from the Island of Guadeloupe in the Lesser Antilles, to France, enveloped in a particular kind of peat or turf known as Dutch peat. Pineapples, bananas, mangoes, sapotas and other delicate fruits, have been taken when in perfectly ripe condition, enveloped in the fibrous substance, and after several weeks spent in transportation, unpacked at their destination in perfectly fresh and sound condition.

A successful outcome in regard to transportation of tropical fruits over long distances, at the same time preserving their original flavor, is of exceeding moment. At the present time fruit, in order that it may arrive in other than a state of putrefaction after a long journey, has to be picked not only immature but before the pulp has reached its full development and is still fibry. Without maturity the full flavor never obtains.

Photographic Fruit.

No end of novel uses are likely to be made of the so-called "photographic fruit" that has just made its appearance in England. Already it is settled that at festive banquet boards in future a feature will be made of big apples containing on their rosy cheeks photographic imprints of the guest of honor, patriotic emblems, etc. The photographs are obtained by fixing on the green surface of the apple, before it is ripe, a photographic film. It is then fully exposed to the sun, and the film stencils itself, as it were, on the reddening skin.

FLORIDA ORANGES
"Seal Brand" are without exception the nicest fruit arriving on the market.
Ripe, Sweet, and Juicy.
1st Car CALIFORNIA NAVELS
DUE THIS WEEK. WRITE FOR PRICES.
WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East TORONTO.

W. B. Stringer
J. J. McCabe
2 and 1
'Phone Office Main 5672.
2 brands of LEMONS and 1 brand of ORANGES that will always please your customers. Ask your dealer for them.
LEMONS—"ST. NICHOLAS," Ex. Fancy; "KICKING," Ex. Choice.
ORANGES—Sweet Sonora "STAR" Brand Mexicans.
61 Front St. East TORONTO W. B. STRINGER & CO. Agents Fruit Brokers

Diamond Brand
MAPLE SYRUP
High Grade Moderate Price
All Wholesale Grocers

WESTERN ONTARIO HEADQUARTERS
FOR EVERYTHING IN FRUITS
JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.
CRANBERRIES Strictly Fancy, Early Blacks. Prices close.
Phone, Wire or Mail Orders. HUGH WALKER & SON GUELPH, ONT.

TRADE MARK
This design a guarantee of quality.
FIBRE WRAPPING PAPER
STRONG, TOUGH AND STIFF
Will Carry all Kinds of Packages Safely to Destination.
WRITE US FOR SAMPLES AND PRICES
CANADA PAPER CO. Toronto LIMITED Montreal

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

A PROSPEROUS COMMERCIAL BODY.

THE quarterly meeting of the members of the Dominion Commercial Travelers' Mutual Benefit Society was held in the association rooms on Saturday, November 5, at 3 p.m. Mr. Alex. McA. Murphy, the president, occupied the chair.

A. McA. MURPHY
President of the D.C.T. Mutual Benefit Society, Montreal.

The reports presented were of a very satisfactory nature and met with the approval of all present. The nomination of officers for the ensuing year resulted in the re-election of Mr. Murphy as president, Mr. Richard Booth as vice-president, and Mr. Charles Gurd as treasurer. The following were nominated as trustees: Joseph W. Rousseau, John E. Wright, John Hardie, J. H. Ferns and James Robinson. This action being unanimous, the society was freed from the necessity and expense of a competitive election. The total paid for death claims during the year was $12,000.

Among those who addressed the meeting were David Watson, George Nann, J. S. N. Dougall, president of the parent association, and Mr. Fred Birks, the society's first president, who spoke in glowing terms of the progress the society was making. Fifteen members were admitted at a meeting of the trustees subsequent to the general meeting.

The Mutual Benefit Society was organized in January, 1886, for the purpose of providing commercial travelers with a safe, easy and economical means of making provision for their families in case of death. Organized on a strictly mutual basis, it has steadily grown from a very small membership in the first year until now, after 18 years' existence, the membership is over 1,100, thus assuring the payment of $1,000, which is the maximum.

The sum of $170,000 has been paid in death benefits since organization. The affairs of the society, which are on a solid basis, have passed successively through the management of trustees, elected annually, who have shown capacity, energy and devotion, all freely rendered. The prospects for the future of the society are bright.

WESTERN WHOLESALE BROKERS' ASSOCIATION.

A MEETING of the wholesale grocery brokers of Winnipeg was held recently at the office of Ashley & Thompson to discuss matters of interest to the brokerage fraternity of Winnipeg and the Canadian West. The discussion developed the idea that it would be to the advantage of the brokers and the grocery trade generally if an association was formed. It was accordingly decided that such an association be formed, to be known as "The Western Wholesale Brokers' Association," and the following were elected officers for the ensuing year: Pres., J. Tees; vice-pres., E. Nicholson; sec.-treas., Geo. Adam; executive committee, Messrs. Gordon, Duncan, Carman, E. A. Scott and G. B. Thompson. The following firms were admitted as members and signed the roll: Buchanan & Gordon, Tees & Persse, Nicholson & Bain, Scott, Bathgate & Co., C. Duncan, Jos. Carman, Geo. Adam & Co., J. M. Scott, Jos. E. Huxley, J. H. Pennock & Co., W. A. MacKenzie & Co., Ashley & Thompson and Bell & Armytage.

REG. W. GRAHAM
Secretary of the D. C. T. Mutual Benefit Society, Montreal

It is desired by the members that every wholesale broker join the association. Any information desired will gladly be given by the secretary or any member of the association.

GROCERS AFTER THE TRADING STAMP LAW.

At a postponed meeting of the Montreal Retail Grocers' Association, held November 10, a resolution was unanimously passed urging the aldermen to assist in whatever way possible the setting aside of the injunction of the Trading Stamp Company in order that the city by-law may be put into force making the use of the trading stamp illegal.

Other matters of routine were discussed and the subject of the limitations of the grocers' licenses laid on the table to be further dealt with at the next meeting. President Daoust was in the chair.

INQUIRIES FOR CANADIAN TRADE.

The following inquiries for Canadian trade have been received from Leeds and Hull, Eng. The names of firms making inquiries and their addresses may be obtained from the Department of Trade and Commerce, Ottawa. Parties desiring such information will be careful to mention the office under which the said inquiry appears and the number:

68. A wholesale manufacturing confectionery company desires to be put in communication with dealers in Canada for their goods, including drops, rocks, sticks, comfits and general confectionery: and they desire to appoint agents in Montreal, Toronto, Hamilton and Winnipeg.

CHARLES GURD
Treasurer of the D. C. T. Mutual Benefit Society, Montreal.

70. Large manufacturers of liquorice and pomfert cakes desire communication with Canadian houses.

"WEE McGREGOR" BREAKFAST FOOD

Packed 20 Small Sacks in a bale

Retails at 25c. per bag

"Wee McGregor" is the Ideal Breakfast Food of Canada. Just the class of food to build up the system daily.

Shows the retailer good profit and will please his customers.

Write for sample and prices.

Proprietors:

The F. J. Castle Co., Limited

Wholesale Grocers, - Ottawa, Canada

Why do the best grocers sell the best flour?

Because it pays to please the customer, and the grocers who don't do that see other grocers getting their trade away from them.

That's why the best grocers feature the best flour—

"Royal Household"

A better flour than any other for both bread and pastry—proven best by daily test—best because it's made from the best wheat, by the best mills in the British Empire, the Ogilvie Flour Mills, the leading flour producers for over thirty years.

The demand for Ogilvie Flour is three times as great as the demand for any other flour made in the Dominion.

Have you observed the process of publicity by which Royal Household Flour is being advertised?

It's the most interesting and enterprising campaign ever undertaken in Canada.

Why not send for the details? We furnish them to grocers so they can see why Royal Household is not only the best flour but sells the best of any flour on the market—and why grocers who push it prosper.

The Ogilvie Flour Mills Co., Limited
Montreal

FLOUR AND CEREAL FOODS

FLOUR FROM THE GROCER'S STANDPOINT.

DISCUSSING flour from the retail grocer's point of view he that sells his own brand of flour has an argument that not only sounds good to himself but to his customer as well. It reads something like this:

"You, my customer, know that I want your confidence—and your trade. I therefore recommend to you only what I know to be best. I have studied flour, and found a brand which I can recommend. It's the best flour you ever bought or I ever sold. My name stands for it as you see by the label on the bag. Just try this flour and I'm sure you'll be pleased with it."

• • •

The customer tries the flour and is pleased to find that it makes excellent bread and pastry. She tells the grocer so, orders more of it, and gradually gets into the "habit" which is just what the grocer aimed at from the first. Now is his chance, if he is at all unscrupulous, to work in something that pays bigger profits. The more unscrupulous he is the larger immediate profit he will contrive to make. The first flour furnished is the best procurable, and as it has given satisfaction he secures the trade and confidence of his customer. Before long, however, he manages to introduce a percentage of cheaper flour along with the high grade article or else substitutes a lower grade of flour.

• • •

The customer does not detect the difference. The lowering of the grade, however, is the entering wedge and the grocer grades off gradually until he is selling her a cheap flour at the price of good flour. In time she finds her baking is not up to the standard. She attributes it at first to her lack of care in mixing the constituents of the dough, to kneading, baking, or the baker. If the poor quality persists she goes to her grocer and complains of the flour.

• • •

Then how easy for the grocer to say, "Madam, you must have exposed that flour to something that has contaminated it or else one of my assistants has been careless. You know flour is very sensitive. Let me give you another bag and take back the one you have." He goes out to the back of his store and puts up a bag of the best flour he has—the original flour that won her trade. She goes away to find it O.K. Perhaps he never again dares to sell her an inferior grade of flour, but that is not the question. His customer buys after that on suspicion. She questions the quality of everything he sells her. Then he realizes that a customer's confidence though hard to cultivate is easy to kill.

Staff Changes.

A popular appointment has just been made in the Ogilvie Flour Mills Co, where F. H. Anson, manager for foreign departments of that firm, has been made general superintendent. Mr. R. R. Dobell, who has been manager of the same company in the Liverpool office, will succeed Mr. Anson as manager of the foreign department, with headquarters in Montreal. These changes will tend to make the working of this extensive concern more effective, and are only a small part of the expanded reorganization plan which Mr. Thompson, the managing director, has been working upon for some time. Business is growing to such an extent that these increases in staff have been found necessary.

Canadian Flour in Japan.

It has been demonstrated to a certainty that Canadian flour makes better bread and more of it than almost any other flour in the world's markets, and it is nothing short of remarkable how widespread the knowledge of this fact has become even in Japan. The only thing that hinders increased sales of Canadian flour in Japan at the present time is the comparatively high prices asked. In his last report to the Department of Trade and Commerce, Ottawa, A. MacLean, commercial agent to Japan, says there is danger that in the absence of more strenuous effort to keep Canadian flour before the market and promote its sale, the good results of the Osaka exhibition may be lost. A concerted effort to continue the Osaka exhibit so far as Canadian flour is concerned until the native millions are taught to call for "Canada Ko" (Canadian flour), instead of "Meriken Ko" (American flour) would not be costly beyond the means of Canadian millers.

Where Great Britain Gets Her Flour.

THE following details of importations of flour into the United Kingdom for the first eight months of the present and two previous years will be interesting:

Quantities, cwts.

From	1904.	1903.	1902.
Germany.....	35,340	11,142	14,008
France.....	946,720	190,659	513,114
Austria-Hungary.	553,444	400,069	423,276
U.S. America....	6,602,602	9,952,349	9,539,392
Canada.....	1,553,967	1,257,695	1,320,847
Other countries..	805,140	144,732	444,534
Totals.....	10,497,213	11,956,646	12,255,171

A glance at the above statement shows that the United States of America are very far ahead of all other countries of the world in supplying John Bull with the flour he requires beyond what he thinks proper to produce himself, and that but for this addition to his food supply there would, in existing circumstances, be the greatest difficulty in procuring flour enough to satisfy all his needs, even at prices much higher than those which now prevail.

In the aggregate 12,369,996 packages of flour arrived in Great Britain from abroad during the cereal year ended August 31 last, as against 12,820,154 packages in 1902-03 and 12,005,828 packages in 1901-02. The difference in the supply between one season and another was not so great as to call for any special remark, the receipts of foreign flour having been about at an average in the past three years, and not such as to af-

Killing the Lion

The King of Beasts is sometimes a devourer. Then he loses his nobility.

Competition is laudable, so long as it is up and up, out and out, straight and clean. It is when competition begins to "knock" that it becomes despicable.

Orange Meat

is a fighter, not a "knocker." It lives and lets live. It has nothing to say against other foods, being busy with its own affairs.

Paying strict attention to business has put ORANGE MEAT on top.

The grocer reaps the reward along with us.

Your Wholesaler Sells It

The Frontenac Cereal Co.
Limited.
KINGSTON, ONT.

feet seriously the general position of the article. But, examining the matter more closely, there is a marked deficiency in the imports of flour from the United States during 1903-04 as compared with those in the preceding year. Very fortunately the falling off referred to was practically made up by largely increased shipments of flour from other countries, chief among which may be mentioned Australia and the River Plate.

It is interesting—if not in some quarters alarming—to observe that, according to the agricultural returns the area under wheat last year in Great Britain was the smallest ever recorded, being 1,375,284 acres only, or 42,199 acres less than in 1895, and 727,000 acres less than in 1898. In Ireland the decrease in the area under wheat is proportionately even greater than in Great Britain. The truth appears to be that the better English wheats are largely tending to go out of cultivation in favor of varieties giving a large yield; whilst these latter varieties are found to compare badly with the imported wheats in point of strength and quality. With the modern roller mill red wheat or white will make equally white flour; but it is not only color that tells. The main factor is what the baker calls "strength"—the capacity to make a large loaf; and there is little doubt that the lack of this was the reason why during the season of 1903-04 No. 1 Hard Manitoba was selling at about 35s per quarter, Hard Winter Kansas and Russian wheats at about 33s, while the best English wheat was not fetching more than 28s or 29s. Clearly English farmers must look to their laurels.

Why Bread is Dear.

In explanation of the comparatively high price of bread in Canada to-day it may be said that the price of bread is indirectly ruled by the wheat market. Since 1900 wheat has been steadily advancing, namely 5c per bushel in 1901, 10c per bushel in 1902 and 1903 respectively, while at one time this year wheat was 25c above the average of 1903. Another factor in the stuation is the presence of trade unions, the demands of which are in no small measure responsible for the upward tendency of bread. Owing to keen competition among Canadian bakers prices in certain sections have not followed the normal pace, and price cutting has meant for the time being cheap bread to the consumer although the manufacturers claim that owing to the steady advance in the cost of the raw material, the price of bread should go up accordingly if there is to be any profit for the baker.

Why U. S. Breakfast Foods Do Not Sell in China.

An opportunity has been afforded Canadian manufacturers of learning a valuable lesson from the experience of certain breakfast food firms across the border who have been trying to introduce their goods in China in paper packages.

On arrival these goods are invariably found to be mouldy and practically useless; even when not mouldy they are usually so impregnated with dampness as to be inedible.

One firm wiser than the rest is packing its food products in tin. Unfortunately the tins used are sealed with paper which largely counteracts the advantage gained by the use of tin. British firms always send their goods in soldered tin packages, usually made with a patent key by means of which they can be opened readily. This of course makes the goods more expensive, but guarantees their preservation. On the other hand the sealing of tin packages with paper is entirely inadequate for the Chinese climate. According to a consul residing in China proper attention to packing and quotations on complete outfits after the British fashion would result in an enormous increase of American trade with the Orient.

Cereal Notes.

T. O'Brien's flour and grist mills at McIntosh Mills have been destroyed by fire; loss estimated at $20,000.

In a recent report to the Department of Trade and Commerce, Ottawa, A. W. MacKinnon, Canadian agent at Bristol, says that Canadian shipments of flour do not always prove equal to samples submitted. Another complaint is that shipments are not always in accordance with the terms of the contract.

The alarming news has reached The Grocer that thousands of bushels of Canadian wheat are being hauled across the line into North Dakota without paying duty. The practice is said to be one of several years' standing although this year the amount that is being hauled across is enormous, owing to difference in price in the two countries.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

To the Trade:

We beg to notify the trade generally that we have now in operation one of the best equipped mills in Canada for the manufacture of

Rolled Oats,	Standard and Granulated Oatmeal,	Flaked Wheat,
Granulated Wheat,	Pot and Pearl Barley,	Split Peas,
Gold Dust Cornmeal,	All Kinds of Feed,	Pea Meal,
Ground Wheat,	Ground Oats,	Ground Corn,
	Grain of all Kinds.	

We are prepared to ship promptly any of the above in mixed car lots or otherwise. Write for quotations.

Letter Orders Promptly Executed.

Wm. McCann Milling Co., - Toronto

Office and Mills: Foot of Jarvis Street

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Culture in South Africa.

THE growing of tobacco in South Africa is reported on by the Agricultural Assistant to the Department of Agriculture as follows:

During the past season unusual interest has been evinced in the culture of tobacco. Above one hundred farmers have grown plots of from 1,000 plants to 30 acres, and the results have been exceedingly encouraging. In the past the tendency has been to plant the crop on the richest soils, and grow quantity regardless of quality, but this year there has been a fuller realization of the importance of soil and seed, and a distinct improvement in the tobacco has been the result. Small plots on the granite formation have produced golden and mahogany-colored cigarette leaf equal to the average American leaf of the same type. The culture of this class of tobacco will be greatly extended during the coming season. Good pipe tobacco has been grown in nearly every district. Seed supplied by the Department of Agriculture has effected a marked improvement in the class of leaf. Some first-class cigar leaf has been grown in the Melsetter district, and when Cuban seed is used, and the crop properly cured and fermented, the best cigar leaf in Africa should be the result.

Several growers have been receiving an average of $625 per acre for their crop, but this is much more than could be generally expected. A return of from $150 to $250 an acre would be fairer figures on which to base an estimate. The working expenses are, approximately, $60 per acre. Both the working expense and the selling price must eventually be reduced. At the present time there is no other agricultural crop yielding so large a monetary return as tobacco culture in South Africa, and this, considered with the quick return, the non-perishability of the cured crop, and the ease with which it may be shipped, shows how desirable a crop it is for general cultivation. No attempt as yet is being made to export tobacco out of Africa, the African markets being at present far more profitable than the European markets.

Philippine Exports to England.

The imports of tobacco into Great Britain from the Philippines were as follows during the year 1902: Unmanufactured 10,421 lbs., valued at $3,815; manufactured 400,640 lbs., valued at $569,500.

Effect of English Law.

The English statistics in regard to the import movement of tobacco into Great Britain for the nine months ending September 30, 1904, are interesting owing to the revolution caused by the recent English law discriminating against American stemmed leaf:

The total number of pounds of stemmed leaf imported by the United Kingdom this year from the United States was 25,109,883 pounds, a falling off from 1903 of 9,488,649 pounds, and from 1902 of 44,126,320 pounds. The imports of unstemmed leaf amounted to 35,612,572, an increase of 19,225,122 pounds, or 117 per cent. over 1903, and an increase of 23,294,198 pounds, or 189 per cent. over 1902. The importations of leaf tobacco from other countries than the United States only amounted to 1,484,000 for stemmed leaf and 6,599,669 pounds for unstemmed leaf for the first nine months of 1904.

Australian Competition.

To further encourage the cultivation of higher-grade tobacco within the Commonwealth, the British Australasian Tobacco Co. is offering special prizes for merit and an over and above price for winning parcels on the following conditions: Upon certain fixed days during 1905, to suit the convenience of growers, the judging and awarding of prizes will take place at Tumut, Bathurst, Tamworth and Texas. Parcels of leaf grown in the respective districts, to be not less than two tons in weight. Two first prizes for each district of £10 each, with certificates. Four second prizes for each district of £5 each, with certificates. Winners of first prizes in each

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

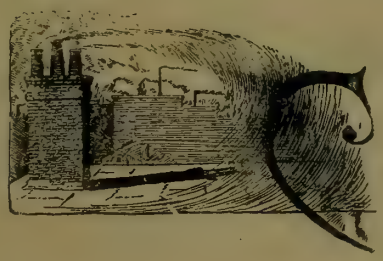
Send Your Order by Mail.

There are half a hundred of you grocers standing on the verge of decision. You have almost made up your mind to try our offer, and you hold back for no good reason. Now get down to business and send us an order ; so :

Dear Sirs,—Please send us 1,000 Cigars, assorted as you think best (we suggest 750 **Pebble** at 5c., and 250 **Pharaoh** at 10c.), expressage paid ; you to take back any unsold stock at invoice price at the end of 3 months.

We'll fill that order, quick.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.



ITY smokes, country smokes **T. & B.** tobacco. Smoke nuisance laws would be unheard of if factories would use **T. & B.** (10-cent size is best) tobaccos. We wish they would use our tobacco. It would be good for the grocers, would it not ?

Sell it in the meantime to your most particular smokers. It just suits men of taste.

Geo. E. Tuckett & Son Co , Limited,
Hamilton, Canada.

district indicated by the above towns are to be paid 8d per pound for the whole two tons. Winners of second prizes will be paid 7d per pound for the whole two tons. The company, moreover, undertake, under the control of the Director of Agriculture, to properly pack for export in barrels one ton of the finest sample to be shipped to London. The Agent-General there will be requested to place the tobacco upon the market, after which the company will publish a statement of the cost, expenses and account sales.

Egypt's Exports of Cigarettes.

The figures on the imports of tobacco to and exports of cigarettes from Egypt during the first six months of the current year, are of some interest. During the first six months of 1904 tobacco was imported to the value of 340,586 Egyptian pounds of livres (an Egyptian pound being equal to about five dollars in American money). This tobacco came mainly from Turkey and Greece, Turkey supplying tobacco to the value of L. E. (Egyptian livres) 192,820. The total exports of Egyptian cigarettes for this period was valued at L. E. 233,368. During the corresponding period of 1903 the exportation of cigarettes from Egypt was valued at L. E. 206,964. By weights the exports increased from 259,827 kilograms (a kilogram equals 2,204 pounds) in the first six months of 1903 to 292,419 kilograms for 1904. England was the largest single consumer of these cigarettes in both years, alhough its importation in 1903 exceeded that in 1904 by 4,887 kilograms.

Tobacco Notes.

A Rogers has opened a cigar store in Owen Sound.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Tobacco Satisfaction

is assured, both to seller and user, if

McAlpin's Tobaccos

are those sold.

TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

McALPIN CONSUMERS' TOBACCO CO., Limited, TORONTO.

FREIGHTS AND CHARTERS

FREIGHTS have grown so bad that the C.P.R. and Dominion lines have decided to cut their services to Bristol considerably. These lines worked in conjunction during the Summer months, running three steamers, and thus had a steamer of each line in port about every ten days. Now they have dropped to one steamer each for the Bristol-Montreal service. The present service will be continued until navigation closes, after which the new schedule will come into force. These lines will operate their vessels alternately making St. John, N.B., and Portland once in three weeks instead of weekly.

Mr. John Torrance, Sr., of the Dominion Line, when interviewed said that the general public had no idea of the amount Montreal and the great lakes is nearing its close it is interesting to note that while the tonnage of this port has been larger the freight business incoming and outgoing has been smaller than for years past. By November 23 the ocean-going tonnage will show an increase of about 200,000 tons over that of 1903 and it is estimated may reach the two million mark.

In the same period the freights have fallen off fully fifty per cent. For instance the wheat shipments from Montreal from the opening of navigation to November 1st amounted to 6,694,000 bushels as compared with 14,330,000 during the corresponding period of 1903.

The decrease in corn shipments was also very large, but not so large as

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	*5c.	*8c	*7c.	*9c.	11/3	11/3	11/3	11/6	7/6	.....	.....	9/	.....	....	.....
Oilcake and cotton seed cake.....	"	*5c.	*8c.	*7c.	*9c.	.....	10/	11/3	. . .	7/6	.....	.....	9/	.....	.....	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	*7c.	*11c.	*10½c	*9c.	13/	.....	.....	14/	11/3	....	.....	10/	.....	.....	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces, oils, wax	"	6/6	13/3	13/3	15/	17/6	13/3	15/	18/3	7/6	.....	.....	17/6	.....	.....	.....
Lard in pails and other small packages	"	9/	18/3	18/3	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	6/6	13/3	13/3	15/	17/6	13/3	15/	17/6	7/6	.....	.....	17/6	.....	.....	.....
Canned meats and fish.....	"	6/6	13/3	13/3	15/	.....	13/3	15/	.....	10/	.....	.....	17/6	.....	.....	.....
Canned goods (fruits, vegetables, etc.)	"	6/6	15/9	T	15/	15/	17/6	17/6	15/	10/	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	26/3	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	.....	.....
Cheese in crocks in cases.....	"	25/	31/6	30/	30/	25/	30/	30/	25/	25/	.....	. .	35/	.....	.....	.....
Butter, in cases and kegs.....	"	25/	31/6	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	.....	.....
Seeds, timothy and clover, in bags...	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	.....	12/6	.. ..	.....	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	T	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	.....	30/	.....	.....	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	.....	35/	.....	.....	.....
Pot and pearl ash, No 1 asbestos and mica....	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	.....	12/6	.....	.....	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.. ...	13/9	....	.....	.....
Heavy lumber—oak, elm, birch and maple....	"	*8c.	*16c.	*12c	12/6	15/	.....	..	17/6	8/	.....	.....	13/9	.....	.....	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	.....	12/6	.....	.....	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.. ..	.....	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	10/	12/6	10/	12/6	13/6	8/9	.....	...	10/	.....	.....	.....
Measurement (coarse).....	40 cb. ft	8/9	15/9	T	12/6	12/6	15/9	15/9	12/6	8/9	.....	.....	12/6	....	.....	.....
Measurement (fine)	"	20/	21/	T	20/	20/	21/	21/	20/	20/	.....		20/	.....	.....	.....
Woodenware, etc.....	"	8/9	10/6	T	12/6	12/6	12/6	12/6	12/6	8/9	.....	.....	12/6	.....	.....	.....
Furniture, etc.....	"	10/	13/1½	T	12/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements, etc	"	10/	10/6	T	12/6	12/6	.....	.....	12/6	10/	.....	.....	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	12/6	15/9	15/9	15/	15/	.....	.....	15/	15/	.....	.. ...	.....	.....	.....	.....
Apples, flour	Barrel	2/6	3/	2/6	.....	3/	.....	.....	3/	2/6	.....	.....	.....	....	.....	.....
Apples and other green fruit, in boxes.....	40 cb ft	12/6	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	.....	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	10/	10/	10/	10/	.....	.....	10/	10/	.....	.....	10/	.....	.....	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

* Rates quoted in cents are per 100 lbs. T For rates see London Tariff.

of money steamship freight men had been losing for months.

He certainly hoped for better things and as soon as freight offerings improved, the service would be augmented.

Now that the shipping season from wheat showed. Up to November 1 the shipments according to Board of Trade returns were 3,508,000 bushels against 6,184,000 in 1903.

Cheese has shown a notable falling off. The only cargo of considerable bulk which shows an increase is oats, the figures showing 1,138,000 against 941,000 bushels. Misery is said to like company and it may be stated that similar experiences have been general all along the Atlantic coast ports.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S THE ORIGINAL MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

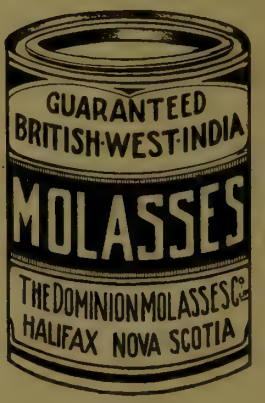
Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

MOLASSES

2 lb. 5 lb. 3 lb. 10 lb.



Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co., Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO., TORONTO
JOHN W. BICKLE & GREENING, HAMILTON
GEO. H. GILLESPIE, LONDON
JOSEPH CARMAN, WINNIPEG

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in t e centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

November 17, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	18 "	

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
1 " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER.

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

Per gross	
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

BATGER'S

CUT MIXED PEEL

½ lb. and 1 lb. Drums.

POPULAR BECAUSE

IT IS HANDY, RELIABLE, READY FOR USE, ABSOLUTELY PURE, ALWAYS GIVING GOOD RESULTS—TO YOU—AND THE CONSUMER.

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

Your Customers

say that it is a fact that

Paterson's Camp Coffee Essence

is the acme of Coffee perfection.
This means sales.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
¼ " " 4	"	"	2.40
½ " " 2	"	"	4.75
1 " " 1	"	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

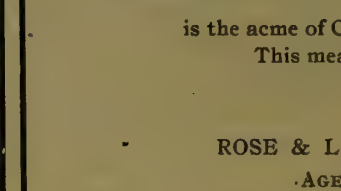
WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, ep. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

What's the use?

What's the use of experimenting with goods of unknown merit when you are selling **THE BEST?**

Edwardsburg "Silver Gloss" Starch and
Benson's "Prepared Corn"

have been **The Best** for 50 years.
They are **The Best** now.
They will continue to be **The Best.**

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

	Per gross.
Knox's Gelatines	$16 75

	Per doz.
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06¼
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06¼
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 72
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$3 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 32
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.00
5 case lots (Freight paid.)	4.00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

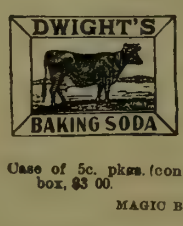
STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 1 30
Corked "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ¼-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pcgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case $2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

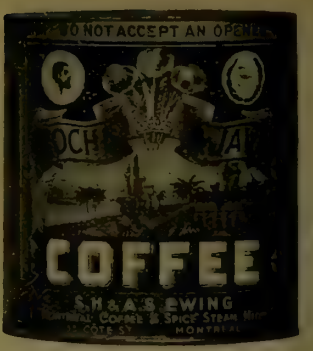
A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. M. DUNN AGENT.

A **"GOOD COFFEE"** reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



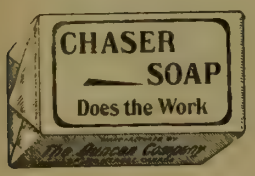
"Prince of Wales"

MOCHA & JAVA COFFEE

Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-5 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

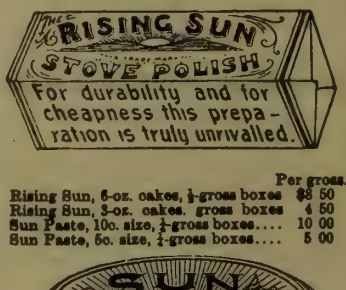
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

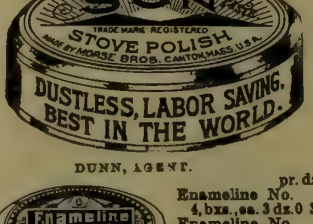
"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkges, cases 5 doz., per doz. less 5 per cent.	1 00

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs., ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

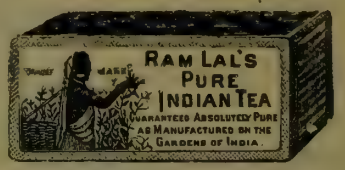
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-1b. boxes	0 36½
EMD AAA Japan, 40 lb "at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label.... "	0 50 at 0 36
Maroon Label.... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 56
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases....retail	0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases....retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases....retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	½ lbs. per lb.	1 lbs. & ¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	..	70
" " " B Red	40	..	60
" No. 1 O Pink	35	..	50
" 2 O Orange	30		40
" 3 O L. Blue	22		30
4 O L. Green	20		25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s and 10s	$0 30
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 21 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 00
100 5c. "	3 00

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	1 90
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 85
Gillett's cream yeast, 3 doz.	1 85
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.....	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the cope of the clipping industry.
s We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
NOV 18 1904
Cut Book
Po

Lamps for Xmas Trade

We have a number of different assortments of lamps, made up of four, six and eight lamps, no two alike, ready for shipment. We illustrate each package showing exact contents and will be pleased to send sheets to you for a postcard. These assortments are just the thing for sorting up.

GOWANS, KENT & CO.
16 Front Street East
Branches at Winnipeg and Montreal
TORONTO

"Perfectly clean from our kitchen to your customer's."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

TWO GOOD SELLERS.

KKOVAH PLUM PUDDINGS.

Packed in 1-lb., 2-lb. and 3-lb. delft basins. A rich home-made English Plum Pudding. Put up in a clean and attractive form.

KKOVAH MINCE MEAT.

In 1-lb. and 2-lb. stone jars. A home made Mince Meat of highest quality. Made by people who know how.

JAS. R. GREIG, MONTREAL, Sole Canadian Agent for Kkovah specialities.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED
WALKERVILLE, ONT.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, NOVEMBER 25, 1904. NO. 48.

Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

Short Bread

In one pound tins and in bulk.

For the Christmas trade

Now is the time to order.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

IVORINE
Cold Water
STARCH

is a starch one can grow enthusiastic over. It does starch work perfectly and with the maximum of ease.

Pays well, too.

Case of 40 packages costs $2.50.

60% profit.

Order from your jobber.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

Increase Their Faith!

"Price" is an argument for trade but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods.

Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for ***permanent*** trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

"Thistle" Brand Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice.

A Maple Syrup that will "increase their faith."

Griffin & Skelley's Dried Fruits

"The pick of the pack" from the largest vineyards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

"Shell" Brand Castile Soap

Containing 67 per cent. of pure oil, instead of the usual 60 per cent. of ordinary brands. Packed by Couret Frere of Marseilles.

In 1 pound bars and upwards and in pressed cakes also.

SOLD BY LEADING WHOLESALERS

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

27 Front St. E., - Toronto, Canada

Offer few cars good **CORN** handsome label.

Few cars **PEAS** finest.

BEANS . EVAPORATED APPLES

WIRE US.

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

If YOU wish to sell goods in the WEST

WRITE **CHAS. MILNE** THE MERCHANDISE BROKER

VANCOUVER, B.C.

Sell Flower Pots.

All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence Solicited **WINNIPEG, MAN.**

EASTERN MANUFACTURERS —AND— SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

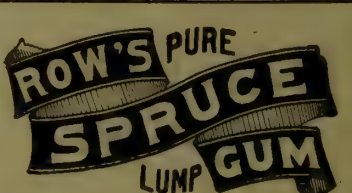
BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars

ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

How is Your Coffee Trade?

If you have CLUB COFFEE

—Put up in 1-lb and 2-lb Tins. — on sale your coffee trade must be good.

Manufactured only by WRITE FOR SAMPLE AND PRICES.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER GAS LAMP

Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for r ading or sewing The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

Mince Meat FOR THE Xmas Trade.

Every grocer should be thinking of Mince Meat for his Xmas trade. Lytle's Mince Meat is a great favorite with all who have tried it. The ingredients used in the making of this Mince Meat are of the choicest kind.

—Done up in convenient sized fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

Manufacturers of HIGH-GRADE MINCE MEAT

124-128 Richmond St. West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

The superior merits of

JAPAN TEAS

have been admitted by tea judges the world over. . . .

The best judges of teas do not lay stress upon strong, heavy, astringent qualities of teas, but upon their generally satisfying merits.

Flavor, aroma, delicacy, purity, healthfulness, and invigorating elements—

Japan Teas possess all these good qualities.

To The Retail Grocery Clerk.

Send to the N. K. Fairbank Company, Montreal, for particulars of our premium plan, by which we are attaching coupons to the following specialties, and get valuable premiums:

Fairbank's Gold Dust Washing Powder.
Fairbank's Glycerine Tar Soap.
Fairbank's Fairy Soap.
Fairbank's Copco Soap.
Fairbank's Scouring Soap.
Fairbank's Sanitary Soap.

We pay our salesmen to sell goods to the merchant. Why not pay the clerk to sell goods for the merchant?

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St, Louis. New Orleans. San Francisco. Baltimore. Boston Philadelphia. London, Eng. Hamberg. Ger.

This one thing

we have insisted on—the superiority of THE OLD HOMESTEAD BRAND.

We have told you why several times, but it won't hurt to repeat.

1. We pack fruits and vegetables grown in the famous Prince Edward County section. Canada has many garden spots, but none that excels our district.

2. We have the most modern factory in America—built this year, equipped after the best known ideas.

3. In charge of this factory is the best process man on the continent. We searched him out and paid the price.

4. We ourselves are practical men, and know our business through and through. We began the new Company with the sole purpose of getting the best trade and of deserving it. "There's always room at the top" was our motto.

And so we have sought the favor and business of jobbers and retailers with assurance—and, we are glad to be able to say, after six months history, with success.

It is not too late yet to specify in your occasional orders for canned goods THE OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.

Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

These represent the change

that has taken place in the tea consumption in Canada—the black indicates Japan and China tea consumption, the white Ceylon. At first Japan and China teas had the bulk of favor; now the situation is reversed. The black portion will disappear before very long. It has in England.

For the grocer it means—don't prolong an unsatisfactory condition of affairs. Don't keep on selling teas that are losing public favor. Encourage the people in the use of

Ceylon Teas

which come in both Blacks and Greens.

YOU HAVE TO RECOGNIZE

the condensed milk business, it is increasing every day, and pays well. It is important you should handle goods you can rely on.

"Jersey Cream"

an unsweetened evaporated cream that contains no sugar, and

"Reindeer" Brand

condensed milk are the highest quality made. Every tin guaranteed.

AGENTS :

W. G. A LAMBE & CO., TORONTO.

GRANT, OXLEY & CO., HALIFAX, N.S.
F. H. TIPPET & CO., ST. JOHN, N.B.
J. A. TAYLOR, MONTREAL.
NICHOLSON & BAIN, WINNIPEG.
NICHOLSON, BAIN & JOHNSTON, CALGARY
MARTIN & ROBINSON, VANCOUVER

One way to run a store is to make it as safe for stupid people to shop there as for those who know all about what they're getting. You can always be sure of satisfaction if you sell

and somehow people who're slow to learn are equally slow to take their trade elsewhere.

JOHN DWIGHT & CO.
Manufacturers TORONTO

A Credit to You

to offer your customers

Southwell's

Jams and Marmalade

To do so is to compliment your customers. It is always best to develop a trade for the best things. It is a known fact that no goods excel

SOUTHWELL'S

Sole Canadian Agents,

Frank Magor & Co.

403 St. Paul St., MONTREAL

FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

OUR
OUT-DOOR CABINET
FOR
OIL OR GASOLINE

Cabinet extends up over tank so as to entirely enclose the pump. It is fitted with metal roof and double swing doors provided with "staple and strap" for padlock.

BOY AND THIEF PROOF

SAFETY ACCURACY AND ECONOMY

ARE COMBINED IN THE

BOWSER OUT-DOOR CABINET

FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE.

GUARANTEED EVAPORATION PROOF

LET US GIVE YOU FULL INFORMATION. IT'S FREE.
WRITE TO-DAY FOR CATALOG "B"

S. F. BOWSER & CO., 530 Front St. W., TORONTO.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

EVERY LITTLE HELPS

Black Lead forms only a small part of your business, but if it is

JAMES DOME BLACK LEAD

it will help to increase your trade because of the satisfaction it gives customers. Has stood the test for more than half a century.

W. G. A. LAMBE & CO., Canadian Agents.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

Dressed Poultry Wanted.

The Canadian Canners, Limited, are now ready to receive Dressed Poultry at the following factories, viz.:

AYLMER CANNING CO.,	-	AYLMER.
KENT CANNING CO.,	-	CHATHAM.
SIMCOE CANNING CO.,	-	SIMCOE.
SIMCOE CANNING CO.,	-	HAMILTON.

Ship to your nearest factory. Write for full directions as to packing and shipping.

Canadian Canners, Limited

39 James Street South, - Hamilton, Ont.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE.
Approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Perfectly Simple

is the method adopted to assure Purity and Uniformity in WOOD'S COFFEES.

Simply Perfect

are those Coffees, each brand by itself, when delivered to the Grocer.

That is the whole story, in a nutshell.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St., Montreal

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

15 VARIETIES "GOODWILLIE'S"

GLASS CANNED FRUITS

DELICIOUS FLAVOR
PURITY IN PREPARATION

MADE FROM

FINEST AND FULLY RIPENED

FRUITS

ROSE & LAFLAMME, MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Trade Marks.

MUCH is being written these days on the subject of trade marks and their value as an advertising asset. At a recent meeting of the Sphinx Club, a famous advertising men's organization, the following interesting facts relating to trade marks were brought out:

"The antiquity of the trade mark almost convinces one that there is nothing new under the sun. The cattle of Jacob were distinguished from those of Laban by a mark. It was the rule of Nebuchadnezzar to have his name stamped on every brick, in building palaces during his reign, which began in the year 604 B.C. A piece of china, of Chinese manufacture, bearing the factory mark, has been discovered, the date of which is said to be 1600 B.C. Ancient history shows that the Hindoos, a mercantile people, had their emblematical mark of merchandise 1300 or 1400 B.C. In France, as shown by a law suit in 1590, a clothier counterfeited a better clothier's trade mark, and the purchaser was entitled to sue the seller for deceit. A Frenchman writes that in 1666 the penalty for counterfeiting a trade mark was six hours in the carcan—an iron collar, by which the convicted man was fixed to a post.

"The earliest commercial relations were such that any form of notice as to origin of goods was unnecessary. The products of the miller or weaver were consumed in the neighborhood where they were produced, and good-will was simply the habit of going to a particular place to get a particular commodity. But with the increase of commercial intercourse the reputation of the miller or weaver was extended. At a later period came the steamship and railway, and with them the use of packages, labels, marks, names and other expedients by means of which the individuality of the manufacturer was preserved and his reputation made a source of profit and good-will. It then became apparent that by putting the mark for which the purchaser looked upon other goods a profit might be nefariously made. Many yielded to the temptation, and the courts were soon called upon to deal with the question: 'Should marks of origin be protected?' and, if so, how?

"A specific demand for the article of one producer belongs to him alone. Legally speaking, so far as one introducing and popularizing his goods yields to the temptation to bid for an existing demand, he must carry with him to the end of the enterprise competitors who will share some of the benefits of his exertions. In so far as he builds up a unique demand by emphasizing his trade mark he will enjoy all the fruits of his labors.

"With the expansion of commerce it became manifest that it was possible to divert an existing reputation and goodwill without making use of the technical trade mark used upon the goods. It was an easy matter to simulate the salient features or name of an article which had acquired reputation so that the casual purchaser would accept the imitation as the article sought. Many forms of artifice were resorted to and used to accomplish successfully the objects of commercial piracy without crossing the artificial lines which had, perhaps, been drawn. It is the province of equity to correct that wherein the law, by reason of its universality, is deficient. The most recent and authoritative cases establish the proposition that no matter what the means employed, whether they consist of colors, the peculiar shape of a package, a descriptive word, a geographical name, a man's own name, or anything else;—if, in fact, having regard to all the conditions which prevail in each particular trade, one man's goods are being represented to be the goods of somebody else or so marked as to promote mistake, confusion, or fraudulent substitution, equity will interfere to correct the wrong."

This subject of trade marks has, of course, much more interest to the manufacturer than to the retailer, but it concerns also the retailer. In this day of commercial competition manufacturers, to secure a preference, must trade-mark their goods. This alone will not promote a demand. The demand comes through the exploiting by means of advertising the trade-marked commodity. The grocery trade in Canada is becoming more and more familiar with the tendency on the part of manufacturers to trade-mark their wares, and to seek to create a preference for their wares through advertising, sometimes to the trade only, sometimes to the consumer only, and sometimes to both. Thus teas, breakfast foods, biscuits, yeast, pickles, coffees, sauces, syrups, cheese, marmalade, fish preparations, mincemeat, baking powder, ammonia, bird seed, cigars, tobaccos, cocoas and chocolates, and what not, are being trademarked and advertised, with what success has witness on the shelves of every grocer in the land.

That this specializing tendency on the part of manufacturers is but in the early stages of its development in Canada, seems to require no argument, and the next ten years will see some interesting efforts made to divert an existing demand to a particular channel, and to stimulate a sale for new articles of commerce.

Pithy Paragraphs.

Learn to do—by doing.

It is not wit, but common sense, that makes the capable ad. writer.

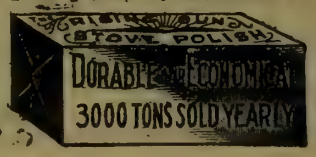
To maintain and increase business you must do something for business. To advertise is often just what your business needs.

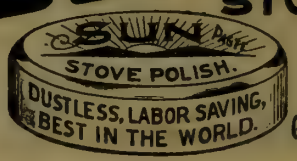
The key to successful advertising is the exciting of a desire on the part of the reader for the goods advertised. One advertiser excites the curiosity, another the interest (pecuniary), another the sense of taste. But whatever the method, the object is the same in all cases—the teaching that the article exploited may conduce to the comfort, the convenience, the pleasure, the luxury, or the necessity of him who reads.

Don't expect to reap good business from bad advertising.

An ad. which is brief and concise has the power of keeping the mind concentrated on a given subject, therefore preventing one's thoughts from wandering. It saves time, thus labor. It saves space, likewise money. It is a symbol of truthfulness, dispelling doubt. By its use the curiosity and attention of the uninterested can be aroused more quickly and held longer than by a lengthy explanation, because it will have spoken and finished long before the other has hardly begun to speak.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

VIEWS ON INDIAN AND CEYLON TEAS.

MR. P. C. LARKIN. Toronto, was a visitor to the Salada Tea Co.'s branch in Montreal during the past week. The Grocer had the pleasure of an interview at his offices on St. Paul street, and besides renewing old acquaintanceship obtained Mr. Larkin's views on one of the great questions of the day, tea.

Mr. Larkin had just returned from a trip to the St. Louis and Chicago branches of the Salada Tea Co. and was on his way to the Boston, New York and Philadelphia branches. "At St. Louis," Mr. Larkin stated, "Salada obtained the highest award and gold medal."

"What is your opinion of Ceylon greens and will they continue a factor in the tea trade of Canada and the United States?" Mr. Larkin was asked.

The Future of Ceylon Greens.

"I am glad you asked me this," he replied. "In Detroit, Minneapolis, Chicago and St. Louis, our branches are selling a great deal of green Ceylon and Indian tea. In Buffalo and Detroit particularly, where we have been packing greens since they were first made in Ceylon, the demand is increasing every month. In Toronto and Montreal also we are making satisfactory progress."

"If that is your opinion, Mr. Larkin, will you explain why the production of green teas has been practically stopped by the planters?"

"The planters have not ceased manufacturing green teas permanently, and while many of the gardens have turned their attention to black teas, it is only owing to the fact that more green tea was made and thrown upon the American and Canadian markets recently than could be readily consumed. No matter how good an article may be the attention of the consumer cannot be directed to it all in a year or two as it takes time to make its qualities known even through the medium of advertising. If every green tea drinker could taste Ceylon and Indian green tea it would be unnecessary to advertise them afterwards. I believe there are tens of thousands drinking Ceylon and Indian green teas this year who were not a year ago. If the Ceylon and Indian planters had merely doubled their previous year's production of green teas there would have been a tremendous demand in Canada and the United States for this article to-day. They were not satisfied with this, however, and quadrupled the production in one year at the same time doing comparatively nothing to attract the attention of the public. As a result although Ceylon and Indian teas are going into consumption more rapidly than ever there is still a comparatively large stock of greens in first hands which will be used up in the course of the next six or eight months, when the demand is bound to set in again.

"The gardens will not be in a hurry to resume operations after this experience and the withdrawal of the bounty. Ceylon planters will always be prepared to produce these teas whenever we are prepared to offer them a paying price, which we will have to do as soon as stocks are thinned out; as regards the export bounty importers will not only have to make this up, but will also have to make up any price created by the supply and demand. We can no more do without Ceylon and Indian green tea than we can do without their black teas, and the reason is because the public wants them. Not all are green tea drinkers, but a fair proportion of the public is and this proportion is rapidly growing.

"The introduction of Ceylon green teas on the Canadian market was brought about by the Salada Tea Co. Everybody in the trade laughed at us at first, but we were convinced that the tea had 'cup merit' and we believed then, as firmly as we do to-day, that Ceylon and Indian teas are serviceable for the public. When we took up Ceylon black teas fourteen years ago, wholesalers and retailers said they might suit the English public, but that they would not suit the public on this continent. When we started to introduce black Ceylon and India teas in the United States seven years ago, the trade there told us that they had tried them on the public, but that they did not suit the people. The fact was that the only way they had tried them was to stock up with them, nothing being done afterwards to bring them to the attention of the consumer. The teas remained on the retail grocers' shelves until a fair proportion got old and stale. In some cases chests were never opened and if there had been a sovereign in every chest they probably would never have found it out. However, when we took hold of them we were not satisfied with selling the retail grocer, we sampled and advertised and so brought them to the attention of the consumer who has shown his appreciation of them by giving us in return a fairly profitable business. Every branch we have opened in the United States has been a repetition of our experience in Canada. It may take a long time and a lot of money, but the eventual result will be that both black and green Ceylon and Indian teas are bound to win the public's confidence and support."

CURRANTS

Shipments to hand show quality away ahead of former years.

See our travellers' samples of lines to arrive before purchasing elsewhere.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

IN STORE

New Apricots
New Peaches
New Peels
New Raisins

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

"TARTAN" BRAND —NONE BETTER

All FALL FRUITS now ready for shipment.

BALFOUR & CO., Branch Canada Grocers Limited **Wholesale Grocers** ***HAMILTON***

Seasonable Goods.

Raisins, Currants, Figs, Peels, Prunes, Dates, Nuts, Etc., Etc.

AT LOWEST PRICES

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

Send a
Christmas Present of

MacLAREN'S IMPERIAL CHEESE

TO YOUR FRIENDS IN

THE OLD COUNTRY

We will deliver your order for half a dozen or a dozen jars of our Imperial Cheese ABSOLUTELY FREE OF DELIVERY CHARGES to any address in

ENGLAND
SCOTLAND
IRELAND

in time for delivery by Christmas.

MacLaren's Imperial Cheese is Canada's most famous product and will be an acceptable and delightful gift. We will enclose your card in the case if you so desire.

PRICES:	Individual size,	$1.00 per dozen
Small	"	2.40 "
Medium	"	4.50 "
Large	"	8.25 "

WE PAY ALL DELIVERY CHARGES

Your order should reach us by December 10th at latest, but *order now* to insure prompt delivery. Write addresses plainly. Make post office or express orders payable to

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
51 Colborne Street, - - Toronto, Ont.

Business Changes

ONTARIO.

D. H. WINTER, grocer, Chatham, has assigned to Andrew Thompson; meeting of creditors Nov. 25.

Jas. W. Thomas, grocer, Goderich, has sold to F. Morgan.

Alex. Hill, Picton, is about to open up a grocery store.

L. M. Blouin, grocer, Ottawa, has retired from business.

L. Jodouin, general merchant, Mattawa, has sold his book debts.

R. VanSickle, grocer, Petrolia, has sold his stock to A. S. Huff.

L. Wettlaufer, general merchant, Rostock, has sold to I. Druar.

Mrs. E. Otterson, Arnprior, has opened a grocery and tobacco store.

F. Morgan, general merchant, Porter's Hill, has moved to Goderich.

The assets of A. D. Nicholson, general merchant, Pendleton, have been sold.

S. Moffatt, grocer, London, has disposed of his business to D. A. Brown.

Sutherland & Neving, confectioners, Port Arthur, have dissolved partnership.

J. W. Sutherland, manufacturer of soda water, etc., Hamilton, has suffered loss by fire.

L. A. Welch & Co., general merchants, Mount Brydges, have sold their business to W. F. Brown.

G. Hutchinson, general merchant, Alliston, is offering to compromise at 30c on the dollar.

Jas. A. Laidlaw, general merchant, Hawkesville, has assigned to Wm. Ross; meeting of creditors Nov. 28.

H. A. Stephenson, general merchant, Campbellford, has assigned to R. Lee, Toronto; meeting of creditors held Nov. 21.

QUEBEC.

Narcisse Lemire, grocer, Montreal, is dead.

NUTS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Jos. T. Pigeon, grocer, Montreal, has assigned.

The assets of Jules Miller, Quebec, have been sold.

S. Fortin, general merchant, Hebertville, has compromised.

A. McLean, of A. McLean & Co., Bakers, Murray Bay, is dead.

The assets of Theoret & Frere, grocers, Montreal, have been sold.

The assets of Lefort & Bourdon, grocers, Montreal, have been sold.

J. U. Gagnier, general merchant, St. Martine, is offering to compromise.

The assets of W. L. Bergeron, general merchant, St. Flavien, have been sold.

The assets of Jos. Vernier, grocer and liquor merchant, Montreal, have been sold.

The assets of Casper Spector, grocer and liquor merchant, Montreal, have been sold.

J. S. Legault, flour merchant, etc., Montreal, has been succeeded by Ed. Lariviere.

The assets of H. Locas & Co., general merchants, Chenneville, are advertised to be sold.

The assets of Wm. H. Steele, fish and game dealer, etc., Montreal, were sold on Nov. 24.

The stock of Mrs. Jos. Chandonnet, confectioner, St. Jean Des Chaillons, has been sold.

The assets of Victoriaville Flour and Grain Co., Victoriaville, are to be sold by tender on Nov. 26.

Fontaine & Frere, general merchants, St. Cyrille De Wendover, have assigned to V. E. Paradis, Quebec.

A. E. W. McKee and J. H. McKee have registered under the style of McKee Bros., grocers, Montreal (St. Louis).

Salim Gourra and Fares Saad have registered under the style of Gourra & Saad, fruit and tobacco merchants, Montreal.

Hamel & Bedard, grocers, Quebec, have dissolved partnership; Bedard continues in business; style of firm name unchanged.

J. W. Hardy and L. L. Hardy have registered under the style of Hardy, Freres & Cie., manufacturers of butter and cheese, St. Basile.

J. H. L. Guilmette, general merchant, St. Norbert, is offering to compromise.

The assets of P. E. Poirier, general merchant, St. Sophie De La Grand, are to be sold on Nov. 25.

J. D. Plourde, general merchant, St. Tile, has assigned to Kent and Turcotte.

The assets of P. E. Poirrier, general merchant, Fraserville, were sold on Nov. 24.

J. P. St. Laurent, general merchant, Isle Verte, has assigned to Lefaivre and Taschereau.

BRITISH COLUMBIA.

L. Levine, cigar merchant, Vancouver, has retired from business.

S. H. Seaney, grocer, Ymir, has suffered loss by fire; no insurance.

Tolmie & Stewart, liquor merchants, Victoria, have dissolved partnership.

J. T. Taylor, general merchant, Okanagan Landing, has retired from business.

Cavanaugh & Scott, storage merchants, have been succeeded by Cousins & Kindon.

Hallam & Wyndham have opened a wholesale and retail coffee, cocoa and tea house in Victoria.

MANITOBA AND N.W.T.

A. E. Sibbald, general merchant, Halbrite, has assigned to G. F. Stewart.

Smith & Hyke, bakers, Virden, have dissolved partnership; Smith continues in business.

M. Martin & Co., general merchants, Churchbridge, have assigned to H. T. Cherry; meeting of creditors was held in Winnipeg Nov. 21.

R. S. Robinson, cigar merchant, Winnipeg, has admitted B. Z. Levinson to partnership; firm name to be known as R. S. Robinson & Co.

NEW BRUNSWICK.

Fred. J. Melanson, grocer, Moncton, has been succeeded by A. A. Girouard.

M. Le Blanc, grocer, Moncton, has been succeeded by Camille Le Blanc.

The finest

Jams

Jellies

and

Orange Marmalade

are made by

Upton

from fresh fruits in a clean and up-to-date factory.

"HUMAN NATURE HANKERS AFTER PIE," said Artemus Ward. He need not have stopped there, for human nature hankers after anything and everything that tastes good. You can depend upon the human nature of your customers to sell your stock of :: :: :: ::

HALIFAX SHREDDED CODFISH

if you once introduce it to them and let them learn the merits of the article and the palatability of the dishes that can be made from it. This is not a fad that will pass with many of the new-fangled foods—it is becoming a staple article and one which will continually become more and more indispensable; it is bound to be one of the necessities of the future. As long as you handle it you can be sure of large sales and a good profit on every sale. :: ::

BLACK BROS. & CO., Limited

HALIFAX and LaHAVE, N.S.

CANADA.

AGENTS: A. H. BRITTAIN & Co., Montreal; REGINALD LAWSON, Winnipeg; CHAS. MILNE, Vancouver.

FRESH AND CURED FISH

Why Fish are Scarce.

SINCE the opening of the fish season of 1904-1905 in Canada a number of complaints have come to The Canadian Grocer from the wholesale grocery trade, especially in Ontario, that they are unable to get supplies of dried and prepared fish, either with any regularity or in sufficient quantities to answer the requirements of the trade.

With the object of finding out the reason for this abnormality in trade conditions The Canadian Grocer has been in correspondence with several of the leading fishery interests in the Maritime Provinces, who emphasize the fact that the fish business of Canada and of the world generally has been in a more or less precarious state for the last two or three years. Last year, for some reason unknown to anybody, the cod fisheries of the world were practically a failure, and this year similar conditions have arisen. This is not due to any lack of perseverance on the part of the fishermen themselves or of the men employed in the trade.

Whatever the cause may be, the supply of bait in Canada during the last two years has been exceedingly limited. This difficulty Canadian fishermen are trying to overcome by artificial means, namely, by erecting bait freezers to insure supplies of bait for the fishermen. Another difficulty, as far as Canada and the New England states are concerned, has been the dog fish pest, the seriousness of which any one who understands the business well knows. When this fish comes on the grounds where cod are caught it is practically out of the question to get the trawl to the bottom, as the dog fish immediately seize everything in sight. Another difficulty has been that the bank fishermen of Nova Scotia do not prosecute their work during the Winter months, the season when in Ontario the demand for fish is greatest. At the present time ordinary dried fish such as are shipped to the West Indies are selling in Halifax at $5.25 per quintal, whereas normally they are $3.50, and have been known to go as low as $1.35, which goes to show there must be a big scarcity of fish, since the fish dealers of Halifax compete with the world in marketing their products.

Limit Foreign Buyers of Sardines.

It is being hinted that the commission appointed some months ago at Ottawa for investigating the sardine industry and dog fish pest in Canada will recommend the adoption of restrictive legislation, with a view to putting a limit to American sales of sardines caught in Canadian waters. The feeling is that the time has about arrived when in place of two sardine canneries in Canada the number should run up into the scores, as in the State of Maine, where the canners are maintained by reason of the Canadian catches.

Fish News From British Columbia.

The salmon pack on the Pacific coast, compiled to October 15th, shows a shortage of 578,244 cases of all varieties. There was an increase on the Columbia River, but this was owing to the season having been extended for an indefinite period. There was been no trouble with prices, as the small pack made the visible supply in the world's markets small, and the demand in the Old Country has been steady. All the canners are looking forward to the next year, which is expected to be that of the big run.

The cultivation and shipment of oysters is profitably engaged in at Ladysmith, on the east coast of Vancouver Island, by John Brenton, David Page, Joseph Ferguson, David Thomas and the Richard Brothers. The united capacity of the beds is about 40 sacks per week during the season from September to May. Mr. Brenton is a pioneer in oyster culture and has been experimenting with eastern oysters, which he has found to increase rapidly in size but not in numbers.

The regular fishing season for herrings has now commenced, and the curing companies at Nanaimo are busy.

Poor Mackerel Season.

The mackerel fishing season on the north Atlantic coast just ended has been an almost complete failure. Not for years have fish been so scarce, and never has the price been so high. No fish have been taken in the Bay of Fundy, and few on the Maine coast, which is usually a great mackerel ground. As the season advanced and fish became scarcer prices soared until as much as $20 a barrel was paid, and in some cases even $25 and $30. At present the average price is about $16 a barrel.

Lobster Pack Short.

Lobster stocks are reported to be getting into very small compass, stocks that are held being apparently in the Old Country. Talls are very bare at present and cost $13.50 per case. Flats and half flats are firm and are quoted at from $13 to $15 for the former and $13.75 to $15.50 for the latter, according to brand. The present outlook is that old stock will all be cleaned up before the new pack comes in about May of 1905.

Fish Notes.

In last week's issue of The Grocer the illustration called "Fishing boats at St. John, N. B.;" should have read "Fishing Boats at Halifax, N. S."

Latest market reports from Trinidad say that good split herring would sell readily, but that there is little or no inquiry there for other descriptions of pickled fish.

The property of the Pacific Packing and Navigation Co., and the Pacific American Fisheries Co., one of the largest salmon canning combines in the world, was sold at receiver's auction on Nov. 12.

The Fall haddock fishing is just opening at Canso, N. S., and fishermen are looking forward to a good season. Haddock fishing from the port of Canso has grown to large proportions, and has proved very profitable during the past few years.

A consignment of 100,000 fish eggs will arrive in Ottawa shortly to be used in stocking some of the Canadian lakes with a species of fish known as onananiche, which was formerly thought to exist only in Lake St. John.

Because of the war in the Orient the price of dog salmon has gone up from $15 to $32 per ton f.o.b. Vancouver. This fish was previously considered worthless, but large quantities are now being put up. Shipments of fish to Japan are rapidly increasing.

F. X. St. Charles & Co., dealers in groceries, wines and imported liquors, Montreal, have moved into their new premises at 39-43 St. Gabriel street, which are among the largest and most up-to-date of their kind in Canada.

Fit for a King

are

King Oscar Sardines

CHOICEST SMALL FISH
PURE OLIVE OIL
NO SCALES OR BONES

HANDSOME PACKAGE
MODERATE PRICE
QUICK SELLER

The original and the best.

OBTAINABLE THROUGH MOST WHOLESALE HOUSES

CANADIAN SELLING AGENTS:

JOHN W. BICKLE & GREENING, Hamilton, Ont.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

It's Safe

to buy remedies which have proven their merit by achieving success.

Stocking imitations is apt to result in dead stock and unsaleable goods.

Mathieu's Syrup of Tar and Cod Liver Oil and Mathieu's Nervine Powders command an immense sale.

For several years leading wholesalers have ordered them by the carload.

You are safe in stocking them.

J. L. MATHIEU CO., LIMITED
SHERBROOKE, P.Q.

OYSTERS

Choice Caraquet and Malpecques, in barrels, arriving daily. Secure a few barrels for Winter supply before cold weather sets in when it will not be safe to ship by freight.

QUALITY GUARANTEED. PRICES REASONABLE.

Leonard Bros.

ST. JOHN, N. B. MONTREAL. GRAND RIVER, GASPE, P. Q.

NEW NUTS IN SHELL

IN STORE:

Marbot Walnuts, Sicily Filberts,
Bordeaux Walnuts, Extra Brazils,
Tarragona Almonds, Polished Pecans,
Jumbo Peanuts.

Prompt Shipment.

WARREN BROS. & CO., - TORONTO

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** OTTAWA

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Food Products.

THE Manchester, Eng., Journal of Commerce, of Nov. 10, contains the following interesting editorial on the subject of "Canadian Food Products:"

The blunder recently made by the municipal authorities at Hastings in mistaking a very good sample of Canadian cheese for margarine cheese has, at any rate, served the purpose of demonstrating beyond a doubt that the dairy products which come to this country from Canada are of the purest possible description. The Canadian Government is extremely zealous in seeing that the food stuffs of the Dominion shall retain the good name they have already acquired, and when the High Commissioner and the representative of the Canadian Department of Agriculture found that the cheese in question was the product of a reliable factory in Molesworth, Ontario, the matter was so energetically taken up that almost immediately there was collected a large body of the most convincing evidence in favor of the purity of the cheese, followed necessarily, of course, by the complete withdrawal of the accusation and the prosecution, and the dismissal of the case with costs.

It is difficult to account for the taking out of the summons in the first instance, especially in view of the fact that the report of the analyst of the Government laboratory in London showed conclusively that the cheese contained no other fat than milk fat, and that the amount of such milk fat present was no less than 43 per cent., a figure which at once ranks the product as of the very first quality. But the case did more than merely show that this particular sample of Canadian dairy produce was pure, for the evidence gathered together in Canada, and which was mentioned at the Hastings court, constituted a remarkable body of testimony to the care taken by the Canadian Government to render it absolutely impossible that any adulteration whatever be made in the cheese manufactured in the Dominion. In the first place the Canadian law absolutely prohibiting the addition of foreign fat is clear and explicit, and so thoroughly does the sentiment of the people harmonize with this piece of legislation that the section of the Dairy Products Act dealing with the matter has never been violated. It has been scientifically demonstrated, too, that any adulteration with foreign fat is impossible after the cheese has been manufactured, and in the Hastings case the whole of the process of the manufacture of this particular sample was followed up from the delivery of the milk by the farmer to the arrival of the cheese in England, sworn affidavits from the storers, the buyers, the manufacturers, and everyone connected with the handling of the product being forwarded from Canada, and the proof of the purity of the cheese as testified by the British Government analyst thus being abundantly confirmed. These affidavits, too, gave incidentally a vast amount of interesting and reliable information regarding the processes of preparing cheese for export in Canada, and no one reading this testimony can help coming to the conclusion that in buying Canadian cheese the public of Great Britain have a guarantee of purity, quality, and cleanliness of preparation such as they possess in regard to very few food products sold in our shops and markets.

All the Canadian product of this description intended for export is made in large factories where the milk from the surrounding dairies is collected, the factories themselves being public places, visited daily by a large number of persons who are thoroughly conversant with processes of cheese manufacture. The materials and apparatus necessary for adulteration are not to be found at these cheese factories, nor could they be introduced there without many independent people being aware of the fact, a remark which applies to the manipulation of the milk which would be necessary in order that the process of adulteration might be gone through.

Better even than all of these restrictions is the presence in Canada of an exceedingly high and lofty ideal as to the purity of the dairy products of the Dominion, an ideal which it must be admitted is based on the knowledge that it is only by keeping its cheese and other farm produce pure and above suspicion that the articles sent abroad from the Dominion will be able to retain their hold on the markets of the world. The worst of these food prosecutions is that the public take a keen interest in allegations of this kind, especially when they are followed by convictions, whilst extremely little notice is taken of those instances when the local analyst has been proved to have made a mistake. In this case, however, the matter does not rest at the mere negativing of the deposition of the Hastings analyst, for the energetic manner in which the Canadian authorities in this country have taken the question up, and the magnificent testimony which they have been able to produce in favor of the purity and quality of Canadian cheese gives the public an interest in the case far beyond that usually evoked by a prosecution of this kind. Not only are the High Commissioner and the Department of Agriculture to be congratulated, but Messrs. Thomas Ballantyne, of Stratford, Ontario, who bought and exported the cheese, the famous Molesworth cheese factory of Ontario, who made it, Messrs. Andrew Clement & Sons, Limited, of Glasgow, who imported it, and the shopkeeper of Hastings who sold it to the consumers, are alike to be felicitated at the sequel to the case, whilst the general public both of Canada and the United Kingdom must feel mutually gratified that an occasion has been furnished for demonstrating that the food supplied to the Mother Country from her colonies is absolutely pure and above suspicion.

Dairy and Provision Notes.

Mr. E. Augur has accepted the management of the Brownsville, Ont., Powder Milk Factory.

Work on the new building to be erected by the Whyte Packing Co., Stratford, Ont., has begun.

B. H. Halliday & Co., commission merchants, provision dealers, etc., have opened an office in Morden, Man.

D. B. Martin & Co., of Baltimore and Philadelphia, have purchased the big east end abattoir, Frontenac street, Montreal.

Prof. Robertson, Commissioner of Agriculture and Dairying for Canada, has resigned in order to accept the presidency of a large experimental college which is to be established through the generosity of Sir William Macdonald of Montreal, for the promotion of scientific agriculture in Canada. The new college and experimental grounds will be situated at St. Anne de Bellevue near Montreal.

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Are You Selling Them ?

FEARMAN'S FAMOUS SAUSAGES

Easy to handle—easy to sell—the delicious flavor pleases the customer and increases your trade. Let us have your order for daily or weekly shipment by express.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Rose Brand Lard
for
Christmas Cooking

The busy housewife has no desire for cheap Lard in her Xmas pastry. The best is none too good, and not too dear for your family trade. Fresh rendered every day at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

MAGIC
BAKING
POWDER

every wide - awake merchant handles MAGIC BAKING POWDER

the best advertised, most popular, most profitable Baking Powder to handle—
makes
friends
and
customers
for
you—

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, Nov. 21, 1904.

A GREAT deal of feeling has been aroused in local wholesale circles over the present season's direct importation of Merle raisins. Three of the leading jobbers stipulated with the representative, Juan Merle, that in consideration of their accepting 20,000 packages no other raisins sold to Halifax jobbers should have the Merle brand upon them. Unaware of this understanding other jobbers placed their orders with the broker in the usual way and for the usual quantities and it was only when the goods arrived that they discovered that their goods were not branded and that practically their three competitors had secured a monopoly on this market of Merle branded raisins. Not to be defeated, a few branded raisins were secured in Montreal and elsewhere and a wordy war ensued. So far all parties claim to have maintained uniform selling prices but threats of slaughter prices are heard and on the whole the raisin trade is in a very unsettled condition, which can hardly prove satisfactory to any of the interests concerned.

* * *

The wholesale grocers of Nova Scotia have at last decided to come into line with those in other parts of the Dominion in the matter of terms to customers. Hitherto long credits were given. In the last couple of years at nearly every meeting of the Guild the matter of shorter terms was discussed and a very strong element came out in favor of a change, but certain opposition could not be overcome and until recently no action was taken. On the first of November an agreement was reached to become operative on January 1st, 1905. The agreement is signed by twenty jobbing houses, including practically the entire wholesale trade of the province. The principal clause in the agreement reads as follows:

"On and after January 1st, 1905, the terms on which we will sell general groceries (terms of sugar and tea unchanged) will be 30 days net or 1 per cent. off 10 days, interest at the rate of 6 per cent. to be charged after 30 days. Terms on flour and meal to be net 30 days and no discount. All monthly accounts to be settled for by the 15th of the following month, otherwise interest will be charged at the rate of 6 per cent. per annum. Customers wishing to take advantage of the 1 per cent. discount must pay for the goods before the expiration of the specified 10 days limit."

The adoption of the above terms puts Nova Scotia in line with the wholesale grocers of the entire Dominion and it is believed will be to the advantage of all concerned, retailer as well as wholesaler.

* * *

Last week a Flour Men's Association was organized here in connection with the Halifax Board of Trade. The objects of the association are threefold; 1st. to have better facilities provided by the railway at the terminal for handling the trade; 2nd, to secure fair freight rates for export trade; 3rd, to devise ways and means of extending the export business. At the present time merchants have to provide their own warehouses for flour for the export trade, the flour shed at Deep Water having been taken for other purposes. In the matter of freights it is only necessary to say that while practically the entire flour trade of Bermuda is handled by Halifax houses they are compelled to make their shipments from an American port because of the discrimination in railway rates which makes it impossible to ship via Halifax. In the case of Manitoba flours for export the rate is 21 cents in favor of American ports, but in the case of Ontario flours the rate to Halifax is only one cent per cwt. or two cents per barrel higher than the rate to New York. Why the railways should be satisfied to accept a rate from Ontario milling points to Halifax only two cents a barrel higher than to New York and demand a rate of 21 cents per barrel higher for flour which must pass through these same Ontario points on its way to both Halifax and New York is difficult to understand.

* * *

The excitement in sugar continues, there having been a net advance of 45 cents in the last ten days. The Acadia refinery is getting out a new equalized list for the guidance of the trade in selling sugar at competing points. The terms are unchanged and the new list differs in no important particular from the old one, save that a few slight changes have been made in freight allowances at unimportant points.

* * *

Trade has been fairly active in the last week. It is better than at the first of the month, but it is still hardly up to that of last year at this date.

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W.
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

BUY THIS BOOK
SUCCESSFUL ADVERTISING—How To Accomplish It.—By J. Angus MacDonald.
Every Merchant and Salesman
will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.
Sent postpaid for $2.00.
MacLEAN PUBLISHING CO. LIMITED
TECHNICAL BOOK DEPT. TORONTO.

Peacock Brand
Mince Meat
Will Keep.
Money back if it goes wrong. It is the best Mince Meat made. Packages (condensed) and bulk.
ORDER FROM YOUR WHOLESALER.
BATES, PEACOCK CO.
HAMILTON.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

Good to eat.
Good to sell.
Good to hold trade.

"OLD CHURCH" PORK and BEANS

Plain or in Chili Sauce

There is no other make quite so good as "Old Church" Ketchup, put up in 12-oz., 16-oz., and 1-qt. bottles. We guarantee the 12 and 16-oz. bottles equal to the highest grade American Ketchup. Send us a sample order by mail.

Standard Canning Co., Hamilton

Write us

if you want special values in

JAPAN TEA at 11½C.

New Japan Fannings and Siftings, all grades.

Special values in Green Maracaibo and Java Coffees—

ALSO

Ceylon and Indian Green and Black Teas, all grades.

SAMPLES ON APPLICATION

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET MONTREAL

QUOTATIONS THE LOWEST.

—New Lines in Stock:—

SEND US YOUR ORDERS.

NUTS

WALNUTS—
MARBOT
BORDEAUX

ALMONDS—
TARRAGONA S. S.
SHELLED—Valencia, 3 crown
" confectioners

WALNUTS—
NEWLY SHELLED
GRENOBLE
MARBOT

——CALIFORNIA SEEDED RAISINS——
Fancy 16-oz. Choice 16-oz. Choice 12-oz.

DATES—
HALLOWEE
SAIRS
FARD—[A] boxes 12 lbs.; [R] boxes 12 and 60 lbs.

SULTANA RAISINS—
1 crown, Good
2 " Choice
3 " Fancy

——MALAGA RAISINS——
Boxes 22 lbs. Qr. Flats 3½ lbs. 1-lb. Cartons.

WE NEVER HAD A LARGER STOCK, BETTER RANGE, OR LOWER PRICES.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS— TORONTO CANADA

PERSONAL MENTION.

Mr. A. P. Murray, sales manager Edwardsburg Starch Co., has returned from a trip to St. John, Nfld.

Mr. P. C. Larkin, of the Salada Ceylon Tea Co., left town on Saturday for a trip to Washington, Philadelphia, Richmond, Virginia, and New York.

Mr. W. F. Crossen, of the Napoli Macaroni Co., Toronto, was a caller upon the Montreal trade during the past week. He favored the offices of The Grocer with a visit; in the course of conversation reporting that his reception by the trade had been most satisfactory and that his company's goods will figure prominently among the stocks of local jobbers and retailers.

Mr. Jas. R. Greig, Montreal, representative of Sutcliffe & Bingham, London has returned from a trip to Quebec, Ottawa, and Kingston in the interest of Kkovah products. Kkovah plum pudding sales are reported as most satisfactory, the excellent quality of the goods combined with their delfware packing making them a very desirable line for the grocery trade and a profitable one for the season.

Mr. Donald C. Alexander, with Mr. James Alexander, exporter and dealer in butter and cheese, Montreal, has been proposed for membership on the Board of Trade by Mr. Alexander McFee. Mr. W. P. Coleman, of the Canada Car Co., has been proposed by Mr. Geo. E. Drummond.

Mr. Robert Greig, of the Robert Greig Co., Toronto, was a visitor at the World's Fair this week. While there Mr. Greig was shown the official list of awards, and was peculiarly gratified to find that his firm had won both gold and silver medals for excellence of their White Swan cereals.

Mr. Hugo Rohde, representative for Hudon, Hebert & Cie., Montreal, in the Northwest Territories, visited the head office this week where he was welcomed by a large number of friends. He reports business as booming and that his firm has gained a splendid place in the growing west.

Mr. W. H. Troop, secretary Black Bros. & Co., Halifax, N.S., passed through Montreal this week on his way home after a business trip to Manitoba, Northwest Territories and British Columbia extending over the past four weeks. Mr. Troop reports business generally as first-class, trade in Vancouver, Winnipeg and the other large western cities being particularly good. The fame of "Halifax" and "Acadia" codfish had preceded him and good orders were naturally the result. Mr. Troop during his stay in Montreal made his headquarters with A. H. Brittain & Co., the Montreal and Ontario representatives of Black Bros. & Co.

HINTS TO BUYERS.

New sultana raisins are in stock with the Eby, Blain Co., Toronto.

The R. & J. H. Simpson Co., Guelph, are in receipt of a heavy shipment of fancy table raisins. Their prices should interest close buyers.

For the holiday trade Laporte, Martin & Co., Montreal, have a most complete assortment of Bordeaux, Spanish, Tarragona, Madeira and Malaga wines.

CORRECTION.

The Canadian Grocer of Nov. 11 contained an article on "Stock Foods; a Boon to the Farmer," in which the statement was made that no less than 53 prizes had been awarded for representative stock foods at the World's Fair, St. Louis. It should have read that 53 prizes were captured by J. E. Brethour, a prominent Canadian stockman, for hogs fed and fitted on a representative stock food, namely, Anglo-Saxon Stock Food.

The Season for Stock Food is Just Commencing

It is money lost if you delay in securing an agency for that fast-selling line

ANGLO-SAXON STOCK FOOD
and Veterinary Preparations

WRITE TO-DAY FOR OUR PROPOSITION

The 800 dealers who have sold our goods during the past nine months, and the thousands of farmers who have used them during that time, are delighted with the results secured. Every dollar's worth of our goods was **SOLD ON POSITIVE TRIAL** and every dollar's worth gave satisfaction and was paid for.

As an additional guarantee of the quality of Anglo-Saxon goods we might mention that **Mr. J. E. Brethour, of Burford, Ontario,** known to all Canadian Stock-breeders, **fed and fitted his St. Louis Exhibition Hogs on Anglo-Saxon Stock Food** and practically **swept up everything in his classes,** winning the following prizes:

PREMIER CHAMPIONSHIP FOR BREEDER

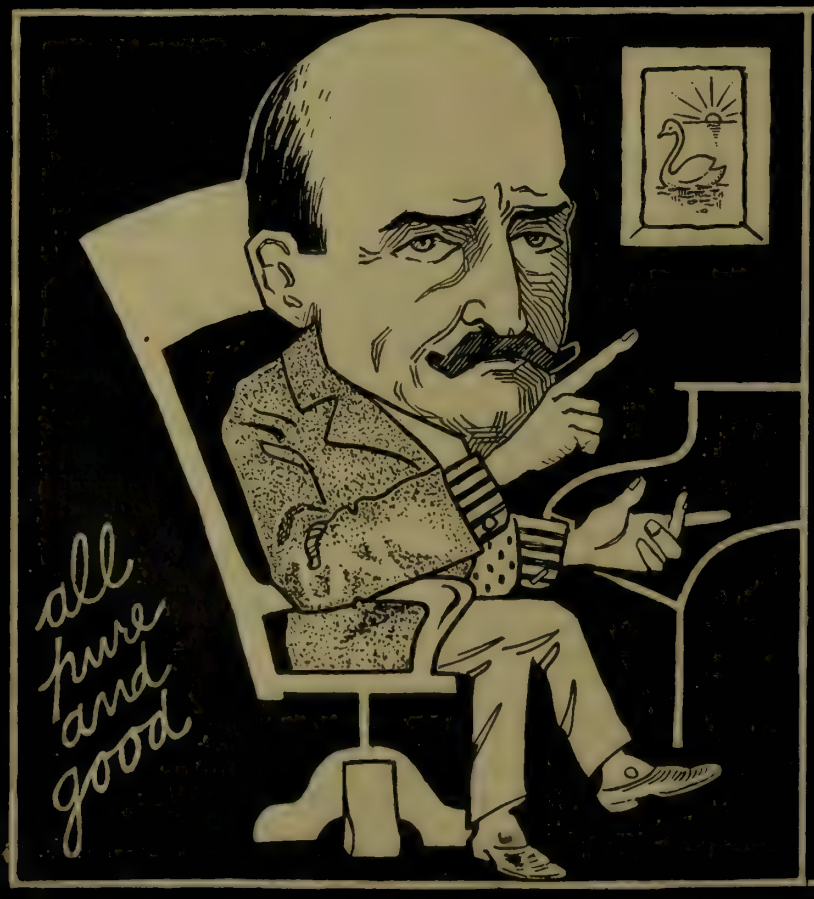
Two Reserve Grand Championships	Four Championships	Twelve First Prizes	Eleven Third Prizes
Two Grand Championships	Two Reserve Championships	Fourteen Second Prizes	Five Fourth Prizes

THE NAISBITT COMPANY, LIMITED

184 James St.
WINNIPEG, MAN.
P. C. POWYS, Manager.

Toronto, Ontario

8-10 Water St.
ST. JOHN, N.B.
W. W. HUBBARD, Manager



Suppose you yourself had a valuable horse taken suddenly sick or had a fine lot of hogs being destroyed by cholera, or a herd of dairy cows ailing, or poultry dying—and immediate relief was imperative to save you from serious loss—would you hesitate about deciding to have the best and surest remedy? Would it pay you to take an indifferent article? Would you think your dealer was doing the square thing by you not to give you the best so as to insure relief and prevent loss and trouble for you? Surely not.

In Pratts Food you have just such an article with over 30 years of the hardest kind of test behind it, and the assurance of quick and certain results. In Pratts Food you have more than a commercial article, you have a business maker that will not only insure you future sales, but also gratitude from stock owners and increased patronage. You have also the conviction that you are selling the oldest and best Stock and Poultry Food in America.

We have some attractive literature showing how we advertise the goods in connection with your own business. A postal card will fetch it.

THE ROBT. GREIG CO., LIMITED
TORONTO

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Bag Holders.
Eby, Blain Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E.W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Herron, R., & Co., Montreal.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Greig, Robt., Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Gillard, W. H., & Co., Hamilton.
Old Homestead Canning Co.,Picton, Ont.
Standard Canning Co., Hamilton.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co.,Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M. Co., Boston.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Canadian Canners', Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougal & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Rattray, D., & Sons, Montreal.
Sovereign & Lynx Brands.
Todd, J. H., & Son, Victoria, B.C.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Simpson, R. & J. H. Co., Guelph, Ont.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Castle, F. J., Co., Ottawa.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Laporte, Martin & Cie, Montreal.
Herron, R. & Co., Montreal.
Hudon, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Simpson, R. & J. H. Co., Guelph.
Snowdon, Forbes & Co., Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co. Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. N., & Co., Halifax.
Crosse & Blackwell's - C. E. Colson & Son Montreal,
Herron, R., & Co., Montreal
Hudon, Hebert & Cie., Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Greig, Jas. R., Montreal.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Standard Canning Co., Hamilton.
Sutton, G. F., Sons & Co., London, Eng.
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes - Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.
Naisbitt Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Salt
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Herron, R., & Co., Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Wines, Liquors, etc.
Laporte, Martin & Cie, Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISEMENTS.

Adamson, J. T., & Co..... 55
Allison Coupon Co..... 8
American Tobacco Co. 62
Auer Light Co 3

Balfour & Co..... 13
Baker, Walter, & Co. 8
Barnard & Holland..... 51
Bates, Peacock Co 23
Bickle, John W., & Greening..... 18
Black Bros. & Co..... 16
Blue Ribbon Tea..... 45
Bowser, S. F., & Co..... 8
Bradstreet's 9
Braid, Wm., & Co 65
Brantford Starch Works..... 32

Canada Maple Exchange. 55
Canada Paper Co..... 55
Canadian Canners Limited 9
CANADIAN GROCER..... 2
Canadian Press Clipping Bureau..... inside back cover
Canadian Swiss Trading Co..... 64
Capstan Manufacturing Co 3
Cassidy, J. L., Co..... 51
Ceylon Tea 6
Chase & Sanborn..... 45
Christie, Brown & Co..outside front cover
Clark, W..... 47
Coles Manufacturing Co 32
Colson, C. E., & Son...outide back cover
"Commissioner" Tea 8
Common Sense Mfg. Co 24
Cowan Co..... 53
Cox's Gelatine..... 8
Creed, J. N., & Co..... 28
Cullen, Orlan Clyde..... 48

Davidson & Hay..... 15
Dawson Commission Co 54
Dingle & Stewart..... 2
Dominion Molasses Co..... 64
Dominion Packing Co 21
Douglas & Ratcliff..... 28
Downey, W. P 47

Dunn, Wm. H 50
Dutch Chemical Works..inside back cover
Dwight, John, & Co..... 7

Eby, Blain Co 25
Edwardsburg Starch Co 67
Empire Tobacco Co.. 60
Enterprise Mfg., Co..... 50
Epps's Cocoa. 47
Eureka Refrigerator Co 8
Ewing, S. H. & A. S. 68
Ewing, S. H., & Sons 3

Fairbank, N. K., Co..... 4
Fearman, F. W., Co 21
Fortier, J. M 62
Foster Pottery Co 2
Frontenac Cereal Co 58

Gibb, W. A., Co. 54
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd..... 22
Gorman, Eckert & Co..... 28
Gowans, Kent & Co...outside back cover
Greig, Robt., Co..... 26

Hamilton Cotton Co. 8
Heinz, H. J. Co..... 46
Herron, R. & Co..... 44
Hill, Evans & Co 3
Hudon, Hebert & Cie..... 35
Husband Bros. & Co. 54

Imperial Biscuit Co..... 46

James' Dome Black Lead..... 9
James, F. T., Co..... 8
Japan Teas..... 4

Keen, Robinson & Co.outside front cover
Kingston "Gleaner"....inside back cover
Kinnear, Thos., & Co 14

Lake Huron & Manitoba Milling Co... 59
Lambe, W. G. A..... 2
Lamont, Corliss & Co..... 64
Laporte, Martin & Cie 39
Lawson, Reginald..... 2
Leonard Bros 19
Lowney, Walter M. Co..... 53
Lucas, Steele & Bristol 13
Lytle, T. A., Co 3

Maiden, J. H..... 52
Magor, Frank & Co..... 7
Marceau, E. D..... 13
Mathieu, J. L..... 18
Matthews, Geo. Co..... 22
Metallic Roofing Co. 48
Millman, W. H., & Sons..... 2
Milne, Chas..... 2
Mooney Biscuit and Candy Co..... 52
Morse Bros. 12
Mott, John P., & Co 53

Mackintosh, John..... 50
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co 62
McCann Wm., Milling Co 59
McDougal & Lemon..... 55
McDougall, D., & Co..... 63
McGregor-Harris Co..... 34
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co.. 22
McWilliam & Everist 54

Naisbitt Co 26
National Licorice Co ...inside front cover
Natural Food Co..... 59
Nicholson, Bain & Johnston..... 2
Nicholson & Bain 2
Nicholson & Brock 48

Oakey, John, & Sons..... 9
Oakville Basket Co, ...inside back cover
Ogilvie Milling Co..... 56
Old Homestead Canning Co 5
Ontario Sugar Co... 46
"Ozo" Co..... 52

Page, C. S..... 48
Park, Blackwell Co..... 21
Payne, J. Bruce 61

Queen City Oil Co..... 55

Rattray, D., & Sons 19
Reid, Homer 55
Robinson, O. E..... 55
Robinson's Patent Barley..... outide front cover
Rose & Laflamme..... 10, 66
Row & Co..... 2
Rutherford, James, & Co..... 24
Rutherford, Marshall & Co 34
Ryan, Wm., Co..... 34

"Salada" Tea Co 32
Simpson, R. & J. H. Co..... 47
"Sovereign" and "Lynx" Salmon.. 18
Standard Canning Co..... 24
St. Lawrence Starch Co.inside front cover
Stringer, W. B., & Co..... 55
"Sugars" Limited 55
Snowdon, Forbes & Co..... 51
Sutton, G. F., Sons & Co..... 52

Tippet, Arthur P., & Co 1
Todhunter, Mitchell & Co..... 53
Toronto Salt Works....inside back cover
Tuckett, Geo. E., & Son Co..... 61
Turner & Co 34
Turner, James, & Co..... 13

Upton, Thos., & Co..... 15

Walker, Hugh, & Son 55
Walkerville Match Co.. inside front cover
Warren Bros. & Co 19
Watt, J. L., & Scott 64
Wethey, J. H.....outside back cover
White & Co. 55
Wilson, C., & Son .....inside front cover
Wilson Commission Co..... 2
Wilson, W. H., Co.....inside back cover
Wood, Thomas, & Co 10
Woods, Walter & Co..... 23

Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

No Poisonous Dyes

No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agents.

J. N. CREED & CO.,
HALIFAX, N.S.
or **J. S. CREED,** Board of Trade Bldg., **MONTREAL**

Does a D. & R. Man

call on you?

If one doesn't, then you are the worse off, for you are paying out more for Wrapping Papers and Twines than you need to and ought to.

This is solemn fact, and our expanding business is the proof offered.

Douglas & Ratcliff,
LIMITED,
TORONTO.

HERB SEASONING.

We have just received a large, fresh stock of the choicest select ground herbs for seasoning fowls and meats and name a few as follows:

Sage, Savory, Thyme,

Marjoram, Parsley, Mint,

Poultry Dressing.

Put up in fancy glass bottles, style 1904. Order now, get prompt shipment and do a rattling Xmas trade.

Gorman, Eckert & Co., Limited

London, Canada

Importers and Roasters of Coffee. **Manufacturers of high-class Baking Powder.**

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Imperial Biscuit Co., Guelph.

G. F. Sutton, Sons & Co., London, Eng.

AN INTERESTING EVENT.

THE Western Daily Press, of Bristol, England, just to hand, contains an account of an interesting event which occurred on Oct. 20, namely, a dinner of welcome tendered by the Constitutional Club to Mr. W. A. MacKinnon, who recently went to Bristol to serve in the capacity of Canadian Commercial Agent.

It would almost seem as if another era in the development of closer trade relations between Canada and the Mother Land had dawned when representative British business men see fit to confer such a signal honor upon a representative of the Department of Trade and Commerce of the Dominion of Canada. Not only does it show that Canada is coming to be looked upon as one of the commercial nations of the world, but that Great Britain recognizes her wisdom in sending commercial representatives to foreign countries as a means of building up her trade and commerce, so much so that the general opinion expressed at the banquet was that Canada's example in this particular might be imitated with advantage.

The commercial agency system as a branch of the work of the Department of Trade and Commerce, Ottawa, has now been in existence for a number of years, one of the commercial agents in Australia having been at his post for more than a decade. It was only recently, however, that Sir Richard Cartwright, as Minister of Trade and Commerce, began an extension of the system, and appointed in rapid succession commercial agents with headquarters at Birmingham, Leeds, and Manchester. Bristol was the fourth centre in Great Britain to become the headquarters of a Canadian commercial agent.

It is the duty of these commercial agents to find new outlets for Canadian goods, and to place Canadian exporters in touch with possible customers in the different countries. Their duty is to advise shippers what lines of goods, what quality and quantity are wanted, also what styles of package will best meet the demand of foreign trade or endure with the minimum of damage the long journey from producer to consumer. Another important part of their functions consists in informing Canadian shippers what mistakes are complained of by local importers; in short, what obstacles are preventing a satisfactory development of Canadian trade and what suggestions the importers could make with a view to the removal of such obstacles. Similarly commercial agents are instructed to afford importers every information regarding Canadian sources from which they may draw their supplies. Since one-sided trade is never satisfactory nor permanent, the various Canadian commercial agents are making a strong effort towards the development of return trade. Generally speaking, however, they aim to exploit as thoroughly as possible the markets of the countries in which they are stationed for the benefit of Canadian exporters.

RECIPROCITY IN COAL.

We direct attention to a paragraph from the Ottawa Journal on the subject of Nova Scotia coal.

From reports in Nova Scotia papers, we judge there are two movements on foot. One is to secure reciprocity in coal in order to obtain an outlet in New England. The other aims to push the Nova Scotia market past Montreal into Ontario. That province not being a natural market for that coal, it follows that its supporters rely upon the ascendency of protectionist doctrines to succeed.

The interests of the manufacturers and consumers of Ontario Province lie in the direction of making reciprocity palatable to the mine owners in Nova Scotia. The low rate of freight, 60c from Louisburg to Boston, is a powerful argument in favor of that solution.

CANADIAN TRADE WITH CARDIFF.

THE interest of Canadian exporters centres largely in securing suitable ports abroad; that is, ports which allow of requisite dockage, storage and shipping facilities, and by their location assist materially in furthering prompt and efficient distribution of goods to the various consuming centres. The better the location the greater the success that must undoubtedly attend the efforts of the shipper. In this connection the attention of The Canadian Grocer was recently called to the port of Cardiff, Wales, on account of the many advantages it offers to Canadian fruit exporters. According to a leading Welsh journal, Cardiff's dock accommodation is unique, its shipbuilding yards of growing importance, and being in touch by rail with all the leading consuming cities in England, it is well suited to become one of the most popular receiving and distributing centres for foreign and colonial fruits in the United Kingdom.

Immense quantities of imported fruits are now consumed in West of England districts, the increased importations of recent years being largely due to the development of the distributive fruit trade in the cities and towns between Cardiff and Birkenhead. The wholesale fruit shippers, merchants and dealers in Cardiff enjoy every necessary facility for building up an immense trade. They can supply the Midland and Northern cities and markets, including London, Leicester, Sheffield and Birmingham, in the most efficient and economical manner. With regular and direct steamship services devoted to the foreign and

colonial fruit trade, Cardiff would soon become one of the most influential ports on the west coast, because it offers such excellent facilities for controlling the demand in the Midlands, its position readily enabling its merchants and importers to deal with large shipments upon a profitable basis.

In respect to Canadian, American, Californian and Canary Island fruits, the import trade is especially promising. Cardiff offers a first-class opening for extended shipments of goods from each of the above mentioned producing sections. Canadian apples can be received and sold with the utmost dispatch. Not only does Cardiff command the Midland fruit trade, being in direct contact with the largest and best buyers there, but through no other port can the increasing consumption in Wales be dealt with. The reputation of the fruit importers and merchants of Cardiff, moreover, is recognized by all sections of the trade throughout the four kingdoms.

Cardiff is geographically the natural ocean port for the Midlands, which include Birmingham and Staffordshire, largely populated by industrial classes also. The importance, for instance, of Cardiff for the Canadian trade in undoubted. From Montreal, via Cardiff, the distance to Birmingham is 2,874 miles; to Liverpool, 2,906; Milford, 2,-904; and Southampton, 2,913 miles. The importance of a mining and industrial population to colonial fruit shippers cannot be too strongly insisted upon. In proportion to population the import trade for fruit and foodstuffs is better in Cardiff than in London, over a quarter of a million bushels of Canadian and American apples being dealt with by Cardiff firms each year. Quantities are brought direct by the Lord line of steamers from Montreal. The demand, however, is in no way satisfied by these arrivals, and has to be met by supplies brought from other ports. It is estimated that 1,000,000 bushels of Canadian apples could easily be disposed of at good prices in Cardiff each year if direct and regular shipments were forthcoming. It seems rather surprising that the Cardiff distributors, through the want of adequate direct shipments of oranges, apples, etc., have to draw their supplies from distant import centres. The fact that they do this, and yet have a vastly increased local trade to deal with, is proof of the importance of Cardiff as a receiving and distributive centre for fruits.

From these observations it would seem that Canadian apple shippers could make no mistake in using the port of Cardiff. The Lord line steamers ply directly between Montreal and Cardiff. From the representatives of the Lord line at Montreal it is learned that the great drawback to regular and profitable sailings has been the inability to obtain return cargoes, a matter the commercial interests of Cardiff through its Chamber of Commerce ought to look into. Lumber, flour, grain, cheese and butter are some of the principal Canadian exports which could be carried and there is little doubt but that a satisfactory carrying trade in these commodities could be managed were the interests on the other side to be exploited as they deserve. The agents of the Lord line report that instead of two sailings per month some few years ago they have been compelled to put their boats on other routes and during the past season have only been able to send out two vessels. Lumber, which constituted a considerable proportion of the freight, has, owing to poor business abroad, become practically a dead letter. The Lord line would no doubt be willing to make regular and more frequent sailings, but it must have return cargoes. The Canadian Grocer has always argued in favor of a greater interchange of business between Canada and the Mother Country, and to that end has advocated better shipping, railway, terminal and other facilities which tend to increase mutual trade. Judging from Welsh journals' remarks the merits of Cardiff are strong, and it is to be hoped that action will be taken by the shippers and importers on both sides (particularly the most directly interested business men of Cardiff) which will result in steady and increased trade.

CANADIAN FRUIT GOING TO WASTE.

ACCORDING to the November bulletin issued by the Ontario Department of Agriculture, the yield of Fall or non-shipping varieties of apples this year was very large, and notwithstanding the fact that the demand for this class of fruit was more than met, thousands of bushels in various parts of the province remained unpicked or were fed to live stock. The question at once arises: Who is responsible for so much fruit going to waste, and what can be done to remedy the situation?

It would seem that an effort ought to be made by Ontario canners to utilize the surplus fruit, especially at a time when the export market offers such splendid inducements. Instead of doing this the Canadian Canners Limited, to quote Mr. A. McNeill, Chief of the Fruit Division, Ottawa, as interviewed by the Toronto Globe, is resting on its oars, catering almost exclusively to the domestic trade, while at the same time it is paying comparatively little attention to the export market. If the canners were only more enterprising at least fifty per cent. more money would find its way into the hands of the farmers, and the volume of trade be increased yearly by no less than $5,000,000, according to a conservative estimate. Their activity at the present time, however, is nothing more nor less than a stumbling block in the way of the healthy development of the fruit growing industry in Ontario.

The Canadian Grocer is in favor of such combinations as the Canadian Canners for purposes of economy of manufacture and selling, and particularly for the building up of the canning industry in this country. At the same time it is not in sympathy with a policy that aims to create a monopoly by exclusive selling agreements, and is of the opinion that any canner, or combination of canners, who fail to see the advantage to be derived from working up as large an export business as possible, particularly when they have the necessary wherewithal at their very doors, are not only blind to their own best interests but to the best interests of Canadian trade.

THE POSTAL C.O.D. SCHEME.

WE are pleased to note that the attempt made by the British postmaster-general, Lord Stanley, to introduce the postal cash-on-delivery system into England and the British Isles, has proved a failure. Such a volume of protests poured in upon him that the bill legalizing the introduction of the system has been withdrawn. Every retailer from one end of the land to the other raised his voice against the innovation, with the result that Lord Stanley found himself opposed by such a solid phalanx of the retail interests that to proceed in the face of it was rank foolishness.

Canada's interest in this incident has

not been merely that of a spectator. Lord Stanley had his eye on the colonies quite as much as on the home land. He went to the trouble of sounding the postal departments of all the colonies on the question.

While we are not aware what was said by our own postoffice authorities, it is quite patent what would be said by the commercial interests of 'this country, outside a small section comprising a few manufacturers and the big department stores. Canadian retailers, we take it, would be quite as loud in condemnation of the scheme as any of their British contemporaries.

C. o. d. means more trade for the large central establishments, who advertise far and wide, and less business for local merchants who are unable to advertise outside their own immediate neighborhood. Small businesses are already sadly handicapped, and the result of still further diminishing their sphere of action would be disastrous to many of them.

A GOOD SORT OF CULTURE.

AT the request of Mr. R. T. Steele, of Lucas, Steele & Bristol, Hamilton. The Canadian Grocer is reproducing in this week's issue an appreciation of the late Mr. T. Hazell, of Hamilton, Ont., appearing in the Hamilton Herald of November 12. Mr. Steele was one of the closest friends of the deceased and as he was more or less closely associated with him in business for years he is in a position to speak with authority when he says that in Mr. Hazell's death the business community of Hamilton has sustained an irreparable loss in so far as he was an exemplary type of business man.

"When the word 'culture' is used in its human application, nine times out of ten it means culture of the intellect or the aesthetic faculties. The motive for it is usually selfish—either personal satisfaction in one's own development or a craving for appreciation and praise from others. How often does this culture run to seed without fertilizing other minds and characters! Self-centred, caring only for the development of his own talents, pandering to his own tastes and unmindful of the needs of others, the egoistic culture-crank too often goes down to his grave without having done any real good to his fellow men.

"A man died in Hamilton, Ont., November 11 who did not give much thought or time to intellectual or aesthetic culture. He was an unpretentious man—a grocer, diligent in business, honorable and faithful in his social and business relations, but modest in his estimate of his own worth. He would have laughed heartily at the notion that he was worthy of eulogy, and yet during his funeral service every retail grocery in the city was closed as a mark of respect, a thing without precedent in the history of Hamilton. He thought little of himself, but very much about others. There was one form of culture that he prized highly and practised earnestly—the culture of brotherly kindness, of charity in the true sense. Of this grace he sowed in abundance—and he reaped an abundant harvest. A young man, not yet 40, there was probably no other man in this city for whom a real affection was felt by a greater number of people. Who can estimate the range and value of the good influences that have had their source in the kindly, wholesome, manly, sympathetic nature of Tom Hazell?

"No self-centred devotee of self-culture, he. But the culture of which he was an exemplar is perhaps quite as worthy of attention as that of the library and the studio and the laboratory, and its fruits are not to be despised."

WHAT ABOUT THE COAL DUTY?

(Journal, Ottawa).

IN the affairs of this Dominion the little Province of Nova Scotia has been heard from in the past, and since the events of the 3rd of November, is not likely to be dumb. Just now the coal question is bothering her. She is commencing to raise a surplus of coal, which she wants a market for. New England would do for the market if a United States duty of 53c per ton against outside coal did not interfere. Ontario would suit also but that Pennsylvania coal can be delivered there at most points at cheaper prices than the carriage alone on Nova Scotia coal. The proposition is thrown out that Nova Scotia may ask Mr. Fielding to double the duty in favor of Nova Scotia coal.

The battle cry of the manufacturers, "Sufficient protection to hold the domestic market," is equally good for coal producers, and while the manufacturers may not relish the presence of these new allies in their procession to Government Hill, they may have to keep step with them.

Meanwhile, what the consumer would like—the person who buys coal for his home or business—would be to see the duty on coal abolished altogether.

Business Men in Parliament

A. E. Kemp, M.P. elect for East Toronto.

A. E. KEMP, M.P., who carried East Toronto in the Conservative interest by an overwhelming majority, is of English descent, though born at Clarenceville, Quebec, on August 11, 1858. His grandfather came from Hull, England, settling first in Montreal and then in Toronto. His father was born in Hull.

The member's business career opened in Montreal, when as a boy he entered the firm of Prouse Bros., rising to be cashier. After five years' service, he started into business for himself in the wholesale furnishing line. In 1885 he moved to Toronto and two years later

A. E. Kemp, M P.

he succeeded to the business of the Dominion Tin and Stamping Works, a manufacturing concern which had started operations in 1866. Mr. Kemp has had remarkable success in the industrial world and to-day the firm of A. E. Kemp & Co. is known far and wide, as one of the premier institutions of Canada. Over 300 hands are employed and over 2,000 different articles of metal are manufactured.

Mr. Kemp has always taken a prominent position in the business life of his home city. He became a member of the Board of Trade in 1891, and passing through the various stages of office ultimately became president in 1899, holding that important position for two years.

Good Teas - - - -

Black or Green - - -

Well Advertised - - -

Right Prices - - - -

Prompt Shipments - -

Dealers' Profit Protected -

No Cutting Allowed - -

Satisfaction Great - - -

Sell Without Resistance -

Has won the
"Highest Award"
and the

Gold Medal

AT THE WORLD'S FAIR, ST. LOUIS

Wholesale Terms and samples from

"SALADA" TEA CO.,
Toronto or Montreal

COLES Electrically Driven Coffee Mills.

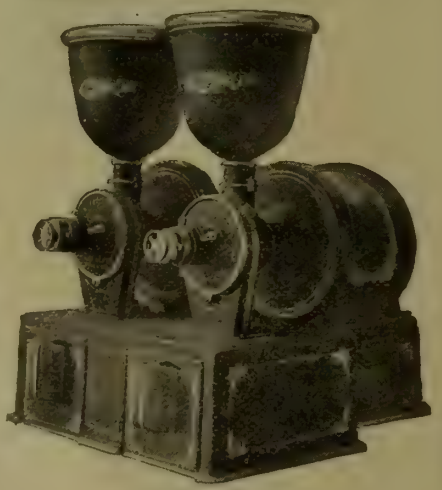
GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

This is another of the dainty packages in which we put up

LILY WHITE GLOSS STARCH

Good starch in attractive packages makes good business.

Trunks—6 lbs. starch, 8 trunks in a case.
Drums—6 lbs. starch, 8 drums in a case.
A pair of drum sticks with each drum.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Nov. 24, 1904.

Groceries.

BUSINESS continues good. Money is plentiful; collections are good and confidence seems to pervade the whole structure of finance. When the Quebec elections are over, things will at once become more settled. There is a general feeling of a broadening and rising market following the Federal elections and good crops make the backbone of the country's money-spending. Sugar is again featured on the markets. Another advance took place last week of ten cents, making granulated in barrels quoted at $5.20 per cwt. The strong position is said to be based upon the strength of raws and Willet & Gray in their last detailed statement indicate a deficiency in raw sugar. Molasses will not likely stir much until February and at present the market is inactive though firm. Coffee, though strong, maintains the decline reported last week and is a very interesting commodity just now both for buyers and sellers.

Dullness still dominates the tea market although some activity has been noticed locally. The last report of Dodwell & Co. from the country of production states that the market was weak but the demand had increased owing to the slight decline in prices generally. Japans are holding their own in price and a better feeling has set in. Canned goods of all kinds are selling well and the call for Blue Point oysters in two pound cans has been surprising. These goods are exceedingly scarce, so the trade should be warned accordingly. They are not expected on the market until Christmas. Figs are scarce. Sultanas have dropped away down and on the other hand California raisins have advanced half a cent and have a tendency to go still higher. Pressed hops have advanced and are now selling at from 25 to 28c. There is a moderate demand for spices and the pepper advance has been maintained. Fish of all kinds are selling freely and the first stock of frozen sockeye salmon is on the market, also new pickled lake trout. The flour market is very much alive and the recent advances have been maintained. The demand for export flour seems to be increasing heavily. Eggs and provisions generally are firm and good stock find ready buyers. Cheese and butter are going to conclude the season quite a good deal better than was expected two months ago.

SUGAR.

Another advance of ten cents makes sugar again the talk of the grocery market. Granulated is now selling at $5.20 per 100 lbs. which is unusual to be sure. The strong raw market has much to do with the situation. The best authorities report a probable deficiency in the raw production, so that the prospects are for dearer refined sugar. Willet & Gray have just published a long report which tells exhaustively the situation.

"Closer estimates are now possible, and are given below. The figures include those for all the principal countries, among which are Russia and other countries not in the Brussels convention, as under present conditions surplus sugars from the latter countries will find a market somewhere in the world, displacing a like amount from the convention countries. Looking back, the world's consumption for the campaign year 1901-2 appears to be some 700,000 tons larger than the year before, the heavy increase being due to tariff changes in the United Kingdom. During 1902-03 the consumption was smaller in anticipation of lower prices in Europe, when the Brussels convention became effective, September 1, 1903.

"The consumption during the last (1903-04) campaign was very heavy, 10,895,238 tons, an increase of 10 per cent. for the world, owing principally to the reduction in European prices to local consumers, and partly due to the refilling of stocks depleted the year before. If we apply the same percentage of increase to this campaign year there would be required for consumption 11,984,761 tons, while the estimated total supply is only 11,323,605 tons, or a minus of 660,000 tons.

"There must be a workable stock in the world, in hand and afloat, on September 1, 1905, of at least 500,000 tons, as this will be reduced 300,000 tons in October, pending the receipt of new crops, and by reserving this quantity out of the total supply there will remain for consumption only 10,823,605 tons, or less than was consumed last campaign.

"One question is, How high must prices go in order to check the consumption to this extent?

"Another question is, Can there be such an increase in production next (1904-05) campaign as to give an adequate supply and cause a reaction in prices to anything like the recent level of values? A heavy increase in cane production is not to be expected, and a million tons more beet will all be wanted. It looks to us as if high prices will rule for two years at least. Following are statistics:

	Tons.
Visible supply (stocks and afloat), September 1, 1903	1,145,930
Production, 1901-02	11,002,426
Total supply, 1901-02	12,148,356
Consumption, 1901-02	10,066,557
Visible supply September 1, 1902	2,081,799
Production, 1902-03	9,892,083
Total supply, 1902-03	11,973,882
Consumption, 1902-03	9,859,791
Visible supply, September 1, 1903	2,114,091
Production, 1903-04	10,372,752
Total supply, 1903-04	12,486,843
Consumption, 1903-04	10,895,238
Visible supply, September 1 1904	1,591,605
Estimated production, 1904-05	9,732,000
Estimated total supply, 1904 05	11,323,605
Estimated consumption, 1904-05	10,823,605
Estimated visible supply, September 1, 1905	500,000

"The forced reduction in consumption can only be brought about by high price.

Granulated, bbls.	$5 20
" ½-bbls	5 35
" bags	5 10
Paris lump, boxes and bbls	5 70
" " ½-boxes and ½-bbls	5 80
Extra ground, bbls.	5 55
" " 50-lb. boxes	5 75
" " 25-lb. boxes	5 85
Powdered, bbls	5 35
" 50-lb. boxes	5 55
Phoenix	5 00
Bright coffee	4 95
" yellow	4 90
No. 3 yellow	4 90
No. 2 "	4 70
No. 1 " bbls.	4 60
No. 1 " bags	4 50
Raw Trinidad	3 95
Trinidad crystals	4 10

SYRUPS AND MOLASSES.

Molasses remains quiet and the slight fluctuations of the past week have ceased. Nothing new may be expected in molasses until after the new year has set in. We quote:

Barbadoes, in puncheons		0 28
" in barrels		0 30½
" in half-barrels		0 31½
New Orleans	0 22	0 35
Antigua		0 25
Porto Rico	0 45	0 48

TRUSTWORTHY

Every article bearing the name

McGREGOR

can be relied upon implicitly. This is why you should have on hand always

McGREGOR'S JAMS, PRESERVES and MARMALADE

Send for Price List.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

Turner's Flavoring Extracts

Unequalled in quality and strength.

Well established on the market.

All who use them duplicate orders.

SEND FOR PRICE LISTS.

Turner & Co.

23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Corn syrups, bbls.		0 02¼
" ½-bbls.	0 02½	0 03
" ¼-bbls.		0 03
" 38½-lb. pails.		1 30
" 25-lb. pails.		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		1 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

Some improvmeent has taken place in the coffee market locally and the demand has been better than during the previous month. Mail advices state that Santos receipts are likely to be from 650,000 to 750,000 bags. This would not have a tendency to improve the general market. Then another damper has come to hand in the report of the world's visible supply having increased 14,000 tons. There are probabilities of heavy stocks loading the market towards the end of the year. However at present there has been a tendency towards dearer rates. Milder grades of coffee are so cheap now that they might easily advance.

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

There is a good general demand for spices and the recent pepper advances have been maintained. There is a reported sagging of the spice market generally, which, however,, may pick up before the holidays set in. We quote:

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 22	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

With a dull local market the news from the different countries of production seems encouraging. From Yokohama dated October 28 Smith, Baker & Co. state that the buying season has practically finished for this year and while prices to the producer for choicest crop were fairly satisfactory the same cannot be said for second and later crop teas. All transactions since August first have shown a serious loss to everybody concerned in the growing, picking and forwarding of teas to primary markets. Unless prices improve both the land and labor will probably be devoted to other industries. They further state that it is their firm conviction that basket fired teas which have been falling off in make of leaf for two or three years will continue to deteriorate instead of improve. They attribute this fact to the skilled labor required to make good style teas, being too expensive and the trade will not pay a price equivalent to the cost of extra labor involved in producing fancy leaf. There has been a fair demand for medium teas of both India and Japan, which will probably continue owing to the favorable values. In Chinas there has been little attention paid to Young Hysons although the quality of goods coming forward is said to be very desirable. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Marked activity has been noted in canned goods of all descriptions especially in canned fruits. Export trade in fruits is alive and the demand for pears is notable, English buyers making inquiries through local brokers for pears. The salmon market continues very firm, as the available supplies are small. From France it is learned that there is still some fishing going on for sardines although the principal factories have closed. We quote:

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 35
Peas	$0 82 0 85
Fine French Peas	1 30
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s 3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½

MOST DELICIOUS COMBINATIONS OF DAINTIES

ALEXANDER CAIRNS & SONS

St. George Preserve Works, - - - Paisley, Scotland

MARMALADES, JAMS and JELLIES.

Patent air-tight cap, 1-lb. glass. Cases 2 doz.

Marmalades.

Pure Scotch Orange	$1.60
Finest Home Made Orange	2.10
Tangerine Orange	2.10
Pineapple	2.20
Ginger	2 20
Green Fig	2.20
Green Fig and Ginger	2.20
Ginger and Pineapple	2.20

Fine Scotch Jams.

Strawberry	$2 10
Raspberry	2.30
Assorted	2.10

THE ASSORTMENT CONSISTS OF

3 Strawberry	3 Red Currant
3 Raspberry	3 Black Currant
3 Gooseberry	3 Greengage
3 Apricot	3 Raspberry and Red Currant

Pure Scotch Orange Marmalade, cases 12/7 lb. tins - - - - $7 00

Bramble Jelly, from the Scottish Highlands, 1-lb. Stone Jars, cases 2 doz., 2.00

The delicious flavor of the Wild Bramble is fully brought out in this Jelly by judicious addition of a small quantity of other fruit juice. CAIRNS' BRAMBLE JELLY is a specially fine preserve. Indeed, it is quite unique and there is sure to be a large Scotch population in Canada who will appreciate it. It is superior to Preserves made from ordinary fruit; it is manufactured from Wild Bramble.

Quantities of 5 cases or more, one kind or assorted kinds, 5 per cent Trade Discount.

TERMS: F.O.B. Montreal, net 30 days, or 1 per cent. 10 days.

SOLE AGENTS IN CANADA

HUDON, HEBERT & CIE.

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

3's	"	"	1 85
Gals.	"	standard	2 95
2's	"	Lombard, light syrup	1 05
2's	"	heavy syrup	1 35
2½'s	"	"	1 62½
3's	"	"	1 90
Gals.	"	standard	3 15
2's	"	Green Gage, light syrup	1 15
2's	"	heavy syrup	1 47½
2½'s	"	"	1 72½
3's	"	"	2 00
Gals.	"	standard	3 45
2's	"	Egg, heavy syrup	1 52½
2½'s	"	"	1 80
3's	"	"	2 10
2's Raspberries, red, heavy syrup			1 40
2's	"	preserved	1 60
Gals.	"	standard	5 00
Gals.	"	solid pack	8 00
2's	"	black, heavy syrup	1 35
2's	"	preserved	1 50
Gals.	"	standard	4 75
2's Rhubarb, preserved			1 15
3's	"		1 90
Gals.	"	standard	2 62½
2's Strawberries, heavy syrup, 1903 pack			1 47½
2's	"	" 1904 pack	1 60
2's	"	preserved	1 75
Gals.	"	standard	5 50
Gals.	"	solid pack	8 50

Foreign Dried Fruits.

Currants are very firm and according to mail advices there may be some excitement and a rise in the market. However the fruit trade generally is very dull, Valencia raisins are declining in price owing to immense supplies. The stock arriving is of excellent quality and good size, being somewhat mixed in color. Re-stoned raisins it might be well for the trade to remember are more or less a manufactured article and the production is somtimes limited so that orders should be sent in advance of requirements. Muscatels are reported to be of A1 quality and prices are reported reasonable. The market for sultanas is weak and the California stock has advanced half a cent a pound with a tendency towards a further rise. Figs are scarce. Persian dates are reported unsatisfactory, and their first arrivals are expected in a couple of weeks. We quote:

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07½	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 12½
Peaches "	0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
"Royal Buckingham Clusters," ½-boxes	1 10
"Excelsior Windsor Clusters"	4 50
" " ¼s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.		0 07½ 0 08
" "	seeded, in 1-lb. packages	0 7½ 0 09
" "	2 crown	0 05½
" "	3 "	0 06½
" "	4 "	0 07½
" "	choice	0 07½
" "	fancy	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06½

SULTANA RAISINS.

Sultana raisins, per lb	0 08½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

NEW FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	
Four crown, fancy, 10-lb. boxes	0 09
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28

ELEME FIGS.

12-oz. boxes	0 08	0 08½
16-oz. "	0 10	0 10½
10-lb. "	0 09½	0 10
30-lb. "	0 12	0 12½

Green Fruits.

Great interest is being taken in Almeria grapes which the trade declares will go higher and buyers would do well to take advantage of the market now. Fruit of all kinds is active and the market is steady. Florida pine apples are selling at $4 for 24's size. The foreign apple market is reported very strong. Cable advices indicate an improvement. No. 1 Baldwins have sold from $1.50 to $1.75 per barrel. All good brands have brought good prices and the local market is busy and copiously supplied. We quote:

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	1 00	2 75
Pineapples, 24 to case		4 00
" 30 to case		3 50
Cranberries, finest dark		8 00
" dark		7 50
" 25 quart boxes		2 25
Bananas	1 10	1 50
Bananas, red, per bunch		1 00
New Messina lemons 300's		3 25
" " 360's		3 00
Sweet potatoes, per bbl	2 75	3 50
Limes (100)		1 25
California peas, per box		3 25
California peaches, per crate		1 65
California plums, per crate	2 00	2 25
California late valencias, per box		4 75
Verdelli lemons, 300's, per box		4 25
California grapes, per crate	2 50	3 00
Canadian grapes for wine making	0 13	0 14

NUTS.

Grenoble walnuts	0 13
Tarragona almonds	0 13
Sicily filberts	0 10
Shelled walnuts	0 19
New Brazils	0 14
Jumbo pecans	0 14
Large "	0 12
Shelled almonds	0 28
Peanuts, Spanish shelled	0 12
" Virginian brand, shelled	0 11
New chestnuts, per lb	0 12
Peanuts, Bon Tons	0 12
" Sun brand	0 11
" Diamond G brand	0 09½
" Coon brand	0 08

Vegetables.

Onions still rule the market and are the best vegetable for selling prices available. They are in strong demand and the prices are high. Red onions in bags are selling at $1.50 a bag (75 lbs) and yellows at $1.60 per 80-lb bag. Some of those Simcoe county onions have sold well in the east this year and the demand is still strong. All other vegetables are in good steady demand. Turnips are coming in more freely and prices have a tendency to decline. We quote:

Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Spanish onions, large cases, per case		3 25
" " crates, per case		1 00
Red onions, in 75-lb. bags, per bag		1 50
Yellow onions, in 80-lb. bags; per bag		1 60
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
Michigan celery, per doz		0 40
Canadian celery, per doz		0 35

Fish.

The first lot of sockeye salmon from the coast, that is frozen fish, is on the market and so is the pickled lake trout. There is a reported shortage in the codfish catch in Newfoundland of 150,000 quintals. However, all kinds of fish is in excellent demand and it is expected things will be much brisker in about ten days after Advent sets in. We quote:

Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	3 00	9 00
Caraquet	4 00	5 00
Dressed bullheads		0 09
Haddies		0 07
Bloaters in boxes, 100 fish		1 25
Kippered Herring in half boxes		1 00
Smoked herring, per box, new		0 15
Fresh haddock, per lb		0 04½
Pike, " round and dressed		0 06½
Halibut, per lb		0 10
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, fresh		0 14
B) C. Salmon, frozen		0 10
Fresh steak cod		0 06
Market cod		0 04
Whitefish		0 07½
Dore		0 07½
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl		5 25
" " half bbl	3 00	3 25
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 75
" No. 1	6 75	7 00
Large "		7 00
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		17 00
" " Large (300 lbs.)		25 00
Sea Trout in bbls. 200 lbs		9 00
" half bbls		5 50
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

EGGS.

No new feature has arisen in the egg market. In the wholesale way there were small offerings in straight gathered stock and little has been doing. The market rules from 22 to 22 1-2c while sales were made of good cold storage stock at from 19 to 19 1-2c.

POULTRY.

The poultry market is quiet but the market is steady. Turkeys sold at 14 to 15c. chickens at 10c, fowls at 6c and geese at from 8 1-2 to 9c.

BEANS.

No change has taken place in the bean market. We quote:

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes	....	1 40

POTATOES.

A good trade has been done in potatoes in a jobbing way at 70 to 75c a bag. A better demand was noticed for car lots, these selling at 43 to 50c a bag and choice at 60 to 65c a bag.

HONEY.

Business is dull in the honey market. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

Nothing is doing in the maple product market. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

Pressed hops have advanced and are quoted from 25 to 28c. We quote:

Choice	0 33	0 35
Fair to good	0 25	0 28

Flour and Feed.

FLOUR.

Flour with a steady market remains unchanged. We quote:

Manitoba spring wheat patents	....	5 80
" strong bakers'	....	5 50
Winter wheat patents	....	5 70
Straight rollers	....	5 35
Extra	....	4 50
Straight rollers, bags, 90 per cent	2 50	2 60

FEED.

Feed is also unchanged. We quote:

Mouillie	22 00	28 00
Ontario bran, in bulk	17 50	18 20
" shorts	....	19 00
Manitoba bran, in bags	....	19 00
" shorts	....	21 00

ROLLED OATS.

Rolled oats are selling well and the demand indicates strong prices. We quote:

Fine oatmeal, bags	....	2 60
Standard oatmeal, bags	....	2 60
Granulated " "	....	2 60
Rolled oats, "	....	2 55
brls	....	5 00

HAY.

Hay is in good demand but there is not much moving owing to the uncertain condition of the roads. We quote:

No. 1 timothy	9 00	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

Dairy Produce and Provisions.

No change has taken place in the price of live hogs and the tone is still easy. Plenty of supplies are coming forward for which the demand is only fair and sales of selected lots are being made at $5, mixed lots at $4.75 and heavy at $4 to $4.50 per 100 lbs. The dressed hog market is unchanged, fresh killed stock selling at $6.75 to $7.25 and country dressed at $5.50 to $6.25. Cured meats are selling fairly well and a steady demand has been noticed for some lines at unchanged prices. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ¼-tierces, per lb	....	0 07½
" " 60-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 52½
20-lb. tin pails, each	....	1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

CHEESE.

Nothing very interesting in cheese can be recorded except perhaps the movement of some underpriced stock and the fact that the stocks of the finest are so concentrated, bringing buyers and sellers closer together. The season bids fair to conclude much better than was at first expected. The price for finest all round was about 10 to 10 1-2c per lb.

BUTTER.

Steadiness marks the butter market with considerable local demand. Finest creamery is selling at 20c to 20 1-4c, and western dairy at 15 to 15 1-2c.

ONTARIO MARKETS.

Toronto, Nov. 24, 1904.

Groceries.

A HEALTHY trade has been transacted in groceries during the week under review, with no special feature unless it be the distribution of foreign dried fruits and nuts for the Christmas trade. The sugar situation continues very firm, with another advance of 10c in Canadian refined effective on Wednesday, November 16th: considerable speculation on the part of the retail trade is reported, on account of the feeling that the present high level of prices is likely to rule for many months. A slight reaction may follow the pronounced upward tendency of sugar, but a big drop does not seem likely. At the same time it must be remembered that speculators have had a hand at work in bringing about present situation and it must be viewed accordingly with care.

Canned goods continue firm, especially tomatoes. In order to meet the requirements of the trade several carloads of tomatoes have been imported from the United States during the week. Cheap grade Indian teas have advanced in price on account of crop shortage, and a similar tendency is noticeable in Ceylons. Green teas have been moving more freely on account of the very low level of values offering. The coffee market is brighter, the Rio market having dropped a few points, although Mochas are high. Valencia raisins are disappointing on account of the exceptionally low prices quoted on California seedlings.

CANNED GOODS.

The situation in canned goods continues firm and steady without special feature except a general firmness, particularly in tomatoes. It is thought there is enough corn to meet the requirements of the trade until next season. Tomatoes are very scarce, however, several cars having been imported during the week from Baltimore and Philadelphia. The same thing happened about three years ago, when there was a shortage in the Canadian tomato pack. An estimate of the cost of such goods laid down in Toronto reveals the interesting information that the duty and freight charges amount to 62c, whereas the cost of the article at the point of production is 65c, bringing the net cost of tomatoes laid down in Toronto up to $1.17.

A seasonable trade is reported in canned fruits, with canned fish firm and high, and the demand for canned meats nominal. We quote the following prices:

Tomatoes, 3's	....	1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " whole	....	0 95
Pumpkin, 3's	....	0 75
" gal	....	2 50
Squash	....	1 00
Asparagus tips, 2's	....	2 50
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Spinach, 2's	....	1 40
" 3's	....	1 80
Baked beans, plain, 1's	....	0 45
" " 2's	....	0 72
" " 3's	....	0 90
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's	....	0 78
" " gal	....	4 50
" jugs	....	7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's	....	1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's	....	1 52½
" " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 25
Cherries, red, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" English black, pitted, 2's	....	2 20
" " " not pitted, 2's	....	1 75
" white wax, pitted, 2's	....	2 42
" " " not pitted, 2's	....	2 00
Lawtonberries, heavy syrup, 2's	....	1 57½
" preserved, 2's	....	1 75
standard gal	....	4 97½
Plums, Damson, light syrup, 2's	....	1 00
" " heavy syrup, 2's	....	1 30
" " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" " heavy syrup, 2's	....	1 35
" " 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" " heavy syrup, 2's	....	1 47½
" " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " 3's	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Raspberries, red, heavy syrup, 2's	....	1 40
" " preserved, 2's	....	1 60
" black, heavy syrup, 2's	....	1 35
" " preserved, 2's	....	1 50
Rhubarb, preserved, 2's	....	1 15
" " 3's	....	1 90
" " gal	....	2 62½

Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf,"		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf,"		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ½s, "		1 00

SYRUPS AND MOLASSES.

A seasonable trade is reported in syrups and molasses at unchanged quotations. We quote the following prices:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 " ") "		2 35
" 10-lb. " (in ½ " ") "		2 25
" 20-lb. " (in ¼ " ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

The coffee market is brighter locally than it has been for some time, and on account of the Rio market being from 5 to 10 points easier than it was a week ago increased business is reported. The market in mild coffees is firm, particularly in Mochas. Our quotations are as follows:

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6		0 10½
" " No. 5		0 11
" " No. 4		0 11½
" " No. 3		0 12
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS

Locally teas are quiet for the week under review, and the season of increased buying by the retail trade will not begin until January.

Indian teas in all cheap grades have advanced ½d per lb. in Calcutta, for which readers of The Grocer will have been prepared by recent market reports. The opinion is current in prominent tea circles that a further advance in the market is sure to take place, since it is now certain that the output of Indian tea, while still quite large, will be from ten to twelve million pounds less than earlier estimates.

The Ceylon market is also higher, but the advance is not very marked as yet, owing to the fact that it has not yet reached within ½d per lb. of as low a price as is ruling in Calcutta for commonest tea. The scarcity of strictly fine flavoring Ceylon tea continues and buyers are having the utmost difficulty in securing teas of this character. Strictly fine Indians are also in short supply and bringing good prices.

A little more has been doing in green teas, the market being on a very low basis of values, which seems to be stimulating consumption. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 35
" caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 25
Orange Pekoes	0 23	0 30
Pekoes	0 19	0 25
Pekoe Souchong	0 15	0 17
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ¼-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—¼ chests, finests May pickings	0 35	0 39
Choice	0 32	0 37
Finest	0 28	0 30
Fine	0 25	0 28
Good medium	0 20	0 22
Medium	0 18	0 20
Good common	0 19	0 20
Common	0 14	0 15

SPICES.

The spice market has been quiet during the week under review. Cable advices from Batavia name 12 11-16c for Lampong for November-January shipment and advices received from Holland say that the Lampong crop of pepper will amount to only 37,000 piculs, as compared with 110,000 piculs last year. We quote the following prices:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

A firm and steady market without special feature is reported in rice and tapioca. Our quotations are as follows:

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat		0 04½
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

SUGAR.

The recent record advance in this staple seems to have reached its limit for the time being, and in Europe there have been some reactions on profit-taking. After going to 14s 6d f.o.b. Hamburg (equal to 5.12c for centrifugals, c. and f. New York) beets have with occasional fluctuations settled down to 13s 11 1-4d for November and December shipment. This latter is equal to parity of 5.00c for centrifugals in New York and there are rumored sales of the latter of Cuban new crop at 3 3-8c cost and freight, equal to 4.74c landed terms duty paid. These last sales indicate increasing firmness in Cuban holders' ideas and the advance in canes along with the decline in beets serves to narrow down the differential between the two descriptions which has been so abnormal. At one time it was as much as 59c per 100 lbs. This equalization of values must continue until both descriptions are on about the same parity and all present indications are that canes will advance further. While the disparity in favor of canes continues American refiners will have to compete with British refiners for the few available sugars, and we already hear of sales of cargo Peruvians and one of Demeraras to the United Kingdom within the past week.

Now that Java sugars are no longer a factor for this season Canadian refiners have to look elsewhere for their sugars pending receipts of new crop British West Indies and we hear of sale to Canada of cargo Fiji centrifugals, the first on record. These sugars come in under the preference.

Sales of new crop Cubas for early shipment so far total over 130,000 tons. The earliest shipment now available is January-February, which is held for 3 7-16c cost and freight New York.

Total stocks in United States and Cuba are only 135,355 tons, a decrease of 90,280 tons from last year. The world's visible supply is now 1,526,355 tons, a decrease from last year of 550,097 tons.

Mr. F. O. Licht, of Magdeburg, recently issued his second estimate of the European beet crops, figuring 4,950,000 as the probable outturn or a reduction of 70,000 tons from his first estimate. This would mean a deficiency in Europe of over 900,000 tons compared with last crop and allowing for increased cane production would mean a total supply during present sugar campaign of 9,732,000 tons against 10,372,752 tons actual production last campaign. These figures are suggestive, especially when

Nuts—Shelled Nuts, Dried Fruits—New Crop 1904

We have in store most complete assortment.

100 Cases, each 55 lbs., ***SHELLED WALNUTS,*** extra quality—1904 crop.
50 Bales, each 220 lbs., ***MAYETTE GRENOBLE WALNUTS***—1904 crop.
200 Bales, each 100 lbs., ***TARRAGONA ALMONDS*** - —1904 crop.
50 Bales, each 250 lbs., ***SICILY FILBERTS*** - - —1904 crop.

Malaga Raisins (Layers and Clusters) - - - —1904 crop.
in Boxes 22 lbs.; $\frac{1}{4}$-flats, $5\frac{1}{2}$ lbs., and 1-lb. fancy boxes.

Dates—***Hallowee***—1904 crop.

Figs—***Layer***—Boxes 12 oz., 16 oz., 10 lbs. and 15 lbs.
3, 4, 5, 6 and 7 Crown.

To arrive in a few days:

100 Boxes, each 28 lbs., ***VALENCIA SHELLED ALMONDS,*** 4 Crown.
100 Sacks, each 100 lbs., ***Crown WALNUTS.***

Wines = Wines = Wines

Bordeaux Table Wines.
Spanish Tarragona Wines, Red and White.
Ports, (Cockburn Smith's).
Blandy Bros.
Madeira, "
Malaga, "
Invalid Port, "
Canadian Wines, Red and White.

California Prunes—1904 crop.

We have in store ***California Prunes,*** 1904 crop, to retail at **5**c. per lb. at a good profit.

Ask our travellers, or write us for prices.

LAPORTE, MARTIN & CIE., Limited

Wholesale Grocers, Wine and Spirit Merchants,

MONTREAL.

taken along with the normal increase in consumption.

There are no further advances to record in refined and the demand in both United States and Canada continues large. We quote:

Paris lumps, in 50-lb. boxes	5 93
" in 100-lb. "	5 83
St. Lawrence granulated	5 28
Redpath's granulated	5 28
Acadia granulated	5 28
Berlin granulated	5 18
Phoenix	5 18
Bright coffee	5 08
Bright yellow	5 03
No. 3 yellow	4 98
No. 2 "	4 78
No. 1 "	4 68

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

Foreign Dried Fruits

The currant market has been fluctuating within narrow limits for the week, the chief influence at work being doubtless fluctuations in exchange. Prices are about on the same level as the average for the whole season. Notwithstanding important advances in values of California raisins and the fact that considerably fewer Spanish raisins were imported than usual, the local market is devoid of any strength and the bulk of the fruit is being sold at prices that leave importers absolutely without margin. There are a few sellers, however, who refuse to follow the crowd, holding that the quantity of fruit in the country will be insufficient to supply the holiday demand, and that better prices will rule within the next few weeks. Markets abroad are very dull, and as late as the first week of the current month there were said to be 100,000 cwt. of fruit in Spain, so that an opportunity will be provided to replenish stocks on a moderate basis for Winter and Spring trade.

The feature of this season's trade locally is the demand for fine table fruit. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06¾
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 11	Citron	0 15	0 18
Orange	0 10	0 12			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 17
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 13	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 13	0 14

PEARS.

California Evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 07½	0 07½
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 07	0 07½
" " 1-lb. boxes "		0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 08	0 08½
" " 4-crown "	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04½	" new choice		0 09½

FOREIGN NUTS.

The distribution of new crop nuts arriving last week has become general. What is perhaps a record shipment was that made by E. M. Dadleszen of Bordeaux, France, who received cables on October 28 for walnuts for which the G.T.R. delivered advice notes at Toronto on Tuesday, November 15.

Quality of meat and color of new almonds is exceptionally good. Marbot walnuts are arriving in good condition. During the week prices on filberts and pecans have declined. Marbot walnuts are quoted at from 10 1-2 to 11c. We quote the following prices:

Peanuts, green, Virginia, per lb	0 08 0 10
" roasted "	0 10 0 11
" Spanish, green, per lb	0 09
" " roasted, "	0 10
" Japanese, green, per lb	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb	0 11½ 0 12
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 10
" Marbots	0 10½ 0 11
Filberts, per lb	0 09½ 0 10
Pecans, per lb	0 13 0 15
Brazils "	0 15
Cocoanuts, Jamaica, per sack	4 00

DRIED FISH.

A brisk demand and firm market is reported for all varieties of dried fish this week. We quote the following prices:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½ 0 07
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06½
Labrador herring, per bbl	6 00 6 50
" " per ½ bbl	3 25 3 40
Scaled herring	0 14
Salmon trout, per keg	6 00

BIRD SEED.

There is practically no change in the bird seed market from last week. Our quotations are as follows:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07

EVAPORATED APPLES.

Sales of evaporated apples during the week are reported as rather slow at 4 1-2 to 6c. Lower quotations are maintained in certain quarters, although the above quotation is the one ruling the market at the present time.

Country Produce.

EGGS.

A very healthy tone is manifest in the egg trade. While warm weather has interfered with the sale of meats and other things it has created an increased demand for eggs. Very few new-laid eggs are coming forward, but the demand for fresh is very large. There is no change in prices, which are:

Eggs, new laid	0 22 0 23
" fresh	0 20 0 21
" pickled	0 19 0 20

HONEY.

The honey market is practically the same as last week with trade steady. The hard Winter, late Spring and comparatively cool and wet nectar season have combined to limit honey production. Colonies were rather weak in the Spring and required considerable building up. The average yield of honey per colony, Spring count, will be about 30 pounds, or some 10 pounds less than was looked for in August. There is very little basswood honey. We quote the following prices:

Honey, extracted clover, per lb	0 08 0 08½
" sections, No 1, per doz	1 90 2 25
" " No. 2, "	1 65

BEANS.

Prices in beans continue unchanged with the market steady.

Notwithstanding the lateness of the crop beans promised well in August; since then some of the crop has been more or less damaged by frost. The bean acreage in Ontario for the present year is estimated at 50,892 acres and the yield at 912,849 bushels or 17.9 bushels per acre as against 978,246 bushels and 18.4 bushels per acre in 1903. Our quotations are as follows:

Beans, handpicked, per bush	1 55 1 60
" prime, No. 1	1 45
" prime, No. 2	1 35
" Lima, per lb	0 07 0 07½

SEEDS.

Trade is quiet and prices continue unchanged. The outlook is for a quiet market for some weeks, with the same prices ruling as at present. Our quotations are as follows:

Alsike clover, per bush	3 50 6 75
Red clover	5 00 6 75
Mammoth clover, per bush	5 00 6 75
Timothy	1 00 1 35

Green Fruits.

The fine weather of the past week has strengthened the demand for fruit generally. Navel and Mexican oranges have arrived on the market and are showing excellent color for first shipments. Reports state fair-sized crops of navels. The large crop of oranges in California during the past years warranted Mexican growers in up-rooting the majority of their trees, which means that there will be a comparatively small crop of Mexican oranges this year. Bananas have been scarce on the local market, owing to increased demand in

SITUATION WANTED.

POSITION as traveller for Montreal and district, by salesman with good connections in grocery and confectionery trade. Have made specialty of grocers' sundries for years. Good references. Address—Box 199, care CANADIAN GROCER, Montreal. (49)

the United States during Thanksgiving week. The local demand has been limited, however, and although there is no surplus stock, prices have declined.

Sweet potatoes in double headed barrels. Canadian pears and Fall varieties of apples have been struck off the list at the close of the season. The supply of Canadian grapes is diminishing and will be over in a week.

Prices generally are easier, with the exception of cranberries, which have advanced owing to scarcity caused by severe frosts. Although cranberries have been steadily advancing at shipping points, indications point to no further advancement here, owing to the fact that dealers are well stocked, and will not import further on account of the difficulty of making sales to the retailer at higher prices. Budd's Long Keepers are expected to arrive about December 5. The consumption of Almeria grapes to date has been enormous, and will continue, owing to the scarcity of Canadian fruit. There is a good inquiry for figs, particularly new Smyrnas, of the Protoban variety, and reports state ready sales. We quote:

Jamaica oranges, per bbl.	4 50	5 00
" " per box	2 50	3 75
Jamaica grape fruit, per box	3 50	4 00
Florida oranges, per box	....	3 50
Florida grape fruit, per box	....	4 50
Mexican oranges, per box	2 50	2 75
California naval oranges, per box	3 75	4 00
New messina lemons, 300's, per box	3 00	3 25
" " 360's, per box	2 75	3 00
Bananas, large bunches, crated	1 25	1 50
Bananas, 8's, per bunch, crated	0 75	1 00
Apples, Winter varieties	2 00	2 50
Sweet potatoes, cloth covers, per bbl.	3 00	3 25
Grapes, small baskets	0 15	0 20
" large "	0 25	0 30
Canadian Catawba grapes, per basket	0 25	0 30
Almeria grapes, per bbl.	5 00	6 25
Cape Cod cranberries, early blacks, per bbl.	8 00	8 50
Cape Cod cranberries late Howes	9 25	9 50
Canadian cranberries, per bbl.	7 00	8 00
Smyrna figs, Eleme, four crowns	....	0 09
" " five "	....	0 10
" " six "	....	0 11
" " seven "	....	0 15
" " glove boxes, 1-lb.	0 09	0 11
" " 12 oz. square boxes	....	0 08
" " Protoban, four crowns	....	0 12
" " " five "	0 13½	0 14
Comadre figs	0 03½	0 03¾

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool and London, Eng., are in receipt of the following cable dated November 21, 1904: "Liverpool—15,000 barrels selling, demand good, prices unchanged. London—XXX Kings, 14s to 14s 6d; Baldwins, 11s 6d to 13s; Ben Davis, 11s to 12s; Greenings, 11s to 13s 6d; Golden Russetts, 18s to 20s. Demand good.

Eben James, Toronto, has received the following cable: Woodall & Co., Liverpool, November 21, 1904—18,000 barrels selling. Market active; prices rather higher. Greenings, 12s to 12s 6d; Baldwins, 10s 6d to 15s 6d; Spies, 13s 6d to 15s 6d; Russetts, 12s 6d to 14s 6d; Kings, 14s to 16s. Seconds, 3s less.

APPLE SHIPMENTS.

Total shipments from all ports week ending Nov. 21, '04.

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	18,227	3,081	....	....	21,308
New York	3,122	3,317	8,767	26,986	42,192
Portland, Me.	6,322	....	....	....	6,322
Montreal	11,477	5,540	13,346	11,062	41,425
Halifax	....	14,248	....	....	14,248
Annapolis, NS	....	7,907	....		7,907
Total for week	39,148	34,093	22,113	38,048	133,402
Same week 1903	88,337	40,707	16,350	67,379	212,773
Same week 1902	94,523	22,478	35,531	9,316	161,848
Total since season opened					1,217,437
Same time 1903					2,101,798
Same time 1902					1,262,163

Vegetables.

Vegetables in bags and crates are selling readily while vegetables in bulk are quiet. Carrots, turnips, red cabbage, and cauliflowers arriving are first-class quality, but scarce and prices are firm.

In some localities there has been from a fair to a large yield of potatoes, but considerable rot has appeared, more especially where the crop was grown on heavy soils or on low-lying land. The extent of the loss from rot is variously estimated at from 20 to 50 per cent. There were under tillage this year in Ontario 133,119 acres yielding 15,479,122 bushels of potatoes or 110 bushels per acre, as against a yield of 16,676,447 bushels and 120 bushels per acre in 1903. An advance in the price of beets, onions and parsnips is not unexpected. Our quotations are:

Head lettuce, per doz. bunches	0 25	0 40
Greenhouse lettuce	....	0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
Mushrooms, per lb.	....	0 75
Dry Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz.	....	0 15
Savoury, per doz	....	0 15
Carrots, per bag	....	0 50
Beets, per bu.	....	0 50
Beets, per bag	0 60	0 75
Dry Onions, per bag	....	1 50
Dry Onions, per basket	....	0 40
Green house water cress, per doz.	....	0 25
Cauliflowers, per doz.	0 75	1 50
Michigan celery, per doz.	....	0 50
Canadian celery, per doz.	0 35	0 50
Vegetable marrow, per doz.	0 50	0 75
Potatoes, per bush.	....	0 60
Butter squash, per doz.	0 75	1 25
Parsnips, per bu.	....	0 50
Cabbage, per head	....	0 05
" per doz.	0 25	0 50
Turnips, per bag	0 30	0 35
Pumpkins, each	0 10	0 15
Citrons, per doz.	0 50	1 25
" each	0 10	0 15
Spinach, per bu.	....	0 50

Fish and Oysters.

Trade in fish has been quiet, owing to its being the first week for frozen goods to be on the market. Oysters, in spite of warm weather, continue to move briskly. Our quotations are as follows:

Halibut, "	....	0 10
Sea salmon, "	....	0 12
Whitefish, fresh caught, per lb.	....	0 09
Haddock " per lb.	0 06	0 07
Cod, steak " "	....	0 07
Perch " "	....	0 06
Trout, lake, per lb.	....	0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb	0 05	0 06
Finnan haddie, per lb.	0 07	0 08
Oysters, Long Island natives, per imp. gal.	....	1 70
" Baltimores, per wine gal.	....	1 30
" "Standards," per small pail	....	3 90
" "Selected," " "	....	4 80
Ciscoes, per basket	1 00	1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 100	1 00	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

The demand has slackened somewhat owing to the fact that the local trade is well supplied, and prices are on too high a basis for export. During the week Manitoba Northern wheat, No. 1 has declined 1 1-2 cents per bushel, No. 2 2 1-2c and No. 3 2 1-2c per bushel. Red and white wheat have each dropped 1 1-2c per bushel. Barley, owing to the strong demand, has advanced in price. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 05	1 05½
" " " No. 2 "	1 00	1 00½
" " " No. 3 "	0 95	0 95½
Red, per bushel, new	1 06½	1 07
White " "	1 06½	1 07
Barley " "	0 48	0 52
Oats, " "	0 35½	0 36
Peas "	0 73	0 74
Buckwheat "	0 61	0 62
Rye, per bushel, "	0 82	0 83

FLOUR.

Conditions in flour continue unchanged. As a result of speculation prices have declined on all varieties except Ontario wheat patents, which remain the same as last week. Our quotations are:

Manitoba wheat patents, per bbl.	....	5 50
Strong bakers "	....	5 30
Ontario wheat patents "	5 25	5 45
Straight roller "	....	5 00

BREAKFAST FOODS.

The demand for flour has strengthened owing to cooler weather, causing a larger consumption. Prices are steady and continue unchanged. We quote the following:

Oatmeal, standard and granulated, carlots, on track, per bbl.	....	4 65
Rolled oats, standard, carlots, per bbl., in bags	....	4 10
" " " " " in wood	....	4 35
" " " " for broken lots	....	4 50
Rolled wheat, per 100-lb. bbl.	....	3 00
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	3 75
" in wood	....	4 00

Hides, Tallow, Skins and Wool.

London sales for wool have increased from 5 to 10 per cent., and as a result prices in wool on the local market have advanced. Lamb skins are still advancing in price on account of age and size of stock arriving. Tallow is quiet, with prices steady. We quote:

HIDES

No. 1 green steers, per lb.	....	0 08½
" 2 " "	....	0 08½
No. 1 green, per lb.	....	0 09
" 2 " "	....	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 10
" " " 2 " " "	....	0 08
" " " 1 15 to 20 lb "	....	0 09
" " " 2 " "	....	0 07
Lamb skins	0 90	1 00

TALLOW.

Rendered Tallow, per lb.	0 04	0 04½

WOOL.

Unwashed wool, per lb.	0 13	0 14
Fleece wool, new clip, per lb	0 21	0 22
"Rejections"	0 16	0 17
Pulled wools, super, per lb.	0 22	0 25
" " extra "	0 24	0 26

Dairy Produce and Provisions.

Things are rather quiet in the smoked meat market on account of the mild weather. Every line of business is feeling the need of a cold snap to infuse

new life. Prices have come down a cent in heavy mess pork and short cut, not only on account of the smaller demand but also because stocks are so low that dealers are selling "closer to the block." That is, meat is sold directly after killing and the expense connected with storage thus saved. In fresh meats the weather has had just as serious an effect, but no changes are quoted. We quote these prices:

Long clear bacon, per lb	$ 0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	....	0 08
" tubs "	....	0 08½
" pails "	....	0 08¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	8 00
" front quarters	4 50	5 75
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 50
Veal	6 00	8 50
Hogs, light	....	6 75

POULTRY.

For such weather as is being experienced now there is almost a glut of poultry in the market. In spite of various rumors of shortage for Thanksgiving a quantity has been brought forward, which has brought prices down a cent in every line. The public is not after poultry during a time of high temperature, but it is probable that even with good weather the stock on hand would be over large. The prices are as follows, with old turkeys, of which a few are coming to hand, at 9 to 10c:

Chickens, spring	0 08	0 09
Hens	0 05	0 06
Geese	0 08	0 09
Turkeys	0 12	0 14
Ducks	0 08	0 09

BUTTER.

It is complained that the quantity of butter coming to hand is very small and has been so for some time. It is between seasons for the factories and creamery butter is said to be quite scarce. A couple of weeks will see this remedied, but it is not likely that prices will drop. Few tubs are offered and what are sold are stocks that have been held over by dealers in their cellars for some time. Prices are as follows:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy prints	0 17	0 19
" in tubs	0 14	0 17
" large rolls	0 15	0 16

CHEESE.

There is a good demand for cheese both at home and abroad. Shipments to England this week show that the English dealer sees no insurmountable obstacle in the higher prices asked. As long as these do not go more than a half cent higher consumption will not be lessened. Stocks are not overlarge and dealers are in no fear of any being left on their hands. We quote for this week:

	Per lb.	
Cheese, large	0 10¼	0 10½
" twins	0 10¼	0 11

LAST MINUTE PROVISION MARKET.

Montreal, Wednesday, Nov. 24, 12.30 p.m.

BUTTER—Better demand for fine creamery; jobbers have bought up finest October at 20 and 20½c.; for export, buyers pay readily 20 to 20½c.; fair to good creamery, 19½ to 19¾c.; under grades to medium, 19 to 19½c. Export market reached its minimum.

CHEESE—Low priced sales are ruling. Not so much stock in cold storage as was anticipated. Finest Ontario, 10¾ to 10¾c.; finest townships, 10¼ to 10¼c; finest Quebec, 10 t 10¼c.; French cheese, ordinary, 9¾ to 10c.

PROVISIONS—Prices still steady; demand fair for smoked meats and lard; movement good. Dressed hogs quiet; prices easy and unchanged.

EGGS—Market quiet, but firm; selected stock brought 24c. to-day, and limed 20c. per doz.

CHEESE AND BUTTER EXPORTS.

Cheese, week ending Nov. 20, 1904.	Boxes.
To Liverpool	16,035
" Manchester	2,895
" London	39,268
" Glasgow	915
" Leith	2,957
" Aberdeen	150
" Hull	2,376
" Belfast	350
" Bristol	18,410
	84,386
The exports for the week were thus considerably less than those for the corresponding period of last year, which were	96,668
The total shipments to date were	2,100,122
For the season of 1903 the totals were	2,388,176

Butter, the shipments for the week were as follows:

	Packages.
Liverpool	1,014
Glasgow	895
London	742
Bristol	713
	3,364
The shipments for the corresponding week of the year 1903 were	5,223
Total butter shipments for the season since May 1st. were	481,658
And for corresponding period of 1903	338,277

Shipments of butter this season to date are about 150,000 packages in excess of those of last season, but a slight decrease of 38,000 packages when compared with the shipments of 1902, which were 520,004 packages.

NEW BRUNSWICK MARKETS.

Office of the Canadian Grocer,

St. John, N. B., Nov. 22, 1904.

BUSINESS has been very active. Not only have the dealers been busy getting out their Fall orders, but dried fruit and other lines arriving add very much at this particular season to the regular work. Orders from outside points are large this Fall. The extreme weather of last year made it difficult for the outside dealers to renew stocks and many found themselves short of supplies. The general desire is not to be caught again. River navigation is closed. The first Winter port steamer will be here before this report is in print, so we have about settled down to Winter business. Coastwise vessels are still running.

The matter of chief interest is the continued advance in sugar. Quite good stocks are held. Never was the advantage of the Grocers' Guild so manifest to its members. Without it they could not possibly enjoy the benefit or at least anything like the full benefit of the advance. The Winter freight rates on flour increases the already firm market. The holiday has added to the work of the wholesale men during the past week.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

White & Co., Toronto, received a car California navel oranges this week. The color was good for a first car, which was well taken by the trade.

James Rutherford & Co., Montreal, are offering special values in new Japan fannings and siftings which are sure to interest buyers.

New dates, "Fard," "Hallowee" and "Sair," are in stock with the Eby, Blain Co., Toronto.

Leonard Bros., Montreal, report the arrival of B. C. frozen sockeye salmon salted in barrels, half barrels and tierces: also Labrador salmon in barrels and tierces as well as pickled lake trout in kegs. Dealers would do well to write for prices.

Laporte, Martin & Co., Montreal, have just received 100 cases shelled walnuts, extra fine quality, which they are offering to the trade at very low prices; also Grenoble walnuts, Tarragona almonds and Sicily filberts.

E. D. Marceau, Montreal, is offering tempting values in a range of teas this week. Samples are freely furnished by Mr. Marceau on application.

McWilliam & Everist, wholesale fruit merchants, Toronto, are in receipt of one of the first cars of navel oranges to arrive on the local market. They also expect a car of Mexican oranges and a car of Almeria grapes.

The R. & J. H. Simpson Co., Guelph, report having a heavy demand for their Diamond Brand Maple Syrup; put up in pints, quarts, halves, gallons and five gallon tins.

The Eby, Blain Co., Toronto, reports the arrival of their first shipment of new "Marbot" and "Bordeaux" walnuts.

Buyers of apricots will do well to communicate with H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, are selling extra good quality Brazil nuts.

The Eby, Blain Co., Toronto, report a very heavy stock of Malaga raisins, which they are offering at low prices.

The first Fard dates for the season arrived in Toronto this week

"Nectar" Black Tea, in lead packets and fancy tins only.

Madam Huot's Coffee

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

THE BEST AMONGST THE GOOD.

Good time to buy when everyone is a seller, market low, and the tea business quiet. You will find the conditions absolutely different after the 1st of the year, when the already small stocks in the country have been depleted by the holiday trade.

Ask for samples and consider my values. It will pay you to invest now.

JUST IN

15 Catties Fine Ping Suey Pinhead Gunpowder, small and uniformly made leaf, at - - - - - - - - - **30c.**

75 Half-chests Condor, No. 29 **siftings,** at - - - - - **8½c.**

THIS BRAND OF SIFTINGS IS KNOWN.

39 Half-chests Large Natural Leaf **Japan Fannings,** splendid liquor, at - **9½c.**

50 Half-chests Olive Color, choice liquor, heavy large leaf **Japan Fannings,** at **9½c.**

EX STR. ATHENIAN.

77 Half-chests sun-dried Japan Tea, at - - - - - - **18½c.**

THIS TEA WAS BOUGHT EARLY LAST JUNE AND IS REMARKABLE FOR ITS FINE LIQUOR.

108 Catties 20-lbs. each Packling Congou, a beauty, at - - - - **15c.**

117 Half-chests Pecco Congou Black Tea, at - - - - - - **13½c.**

This lot was shipped, by mistake, in half-chests, instead of 20-lb. boxes and the above price is about cost for such a tea.

50 Cases 80 x 1 lb. paper packets Japan Siftings, 2nd lot of the **Peacock brand,** at - - - - - - - - **8½c.**

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

Specialty of High-Grade Goods in

Teas, Coffees, Spices and Vinegars.

"EMD" Baking Powder, Vinegar, Spices, Coffee

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL

MANITOBA MARKETS.

Winnipeg, Nov. 21, 1904.

BUSINESS is very bright and splendid prospects are anticipated by the trade. All markets continue fairly firm with the exception of the sugar market which has again taken a big advance.

• • •

Manager Black, of the Ogilvie Milling Co., in an interview the other day spoke on the subject of conditions as they exist at the present time. "Threshing returns now complete show a yield of sixty-three to sixty-five millions of wheat and although only one and half per cent. of the sixteen millions was inspected and graded below No. 5, still better results may be expected from the large amount still to come forward, as the inferior grades are always first to be marketed.

"The returns of wheat now held in store in the interior elevators added to the quantity now inspected show but one-third of the crop has been as yet delivered by the farmers. The coarse grains are now beginning to move and will show a considerable exportation surplus. There will be a very large amount of money in circulation this year and all financially interested in the country are bound to be more than pleased with the final results of the past season's harvest."

Sugar.

The market which has been very active for the past few weeks has again taken an upward turn, quoting Montreal granulated in barrels at $5.75 and sacks at $5.65; yellows in barrels at $5.15 and in sacks at $5.05. Wallaceburg is holding strong at 10c lower, quoting barrels at $5.65 and sacks at $5.55.

Canned Fruits.

Activity prevails in the market with prices quite firm and the quotations on raspberries are still listed at $3 per case of 2 dozen and strawberries at $3.25 per case of one dozen. The 1904 crop of peaches are quoted 2-lb yellow at $3.75 per case and 3-lb yellow at $5.75 per case. Pears continue strong at $3.25 per case for 2-lb F.B., and $4.25 for 3-lb F.B.

Rolled Oats.

The market continues bright with a strong demand, quoting 80-lb sacks at $2.25, 40-lb sacks at $2.30 and 20-lb sacks at $2.35.

Candied Peel.

The new stock of candied peel is now available which the market quotes as follows: Lemon peel at 9c per lb; orange peel at 9 1-2c per lb; and citron at 14c per lb; 1-lb drums mixed at $2.40 per drum and 1-2-lb drums at $1.30 per drum.

Canned Vegetables.

All lines of canned vegetables hold the prices firm. Canned beans continue strong at $1.80 to $1.90 per case and canned peas at $1.90 per case. Tomatoes are now quite steady since last week's advanced price quoting on the price list at $2.90 to $3 per case.

Cornmeal.

The market for the past week has been very active but firm, quoting cornmeal per sack at $1.75 and per half sack at 90c.

Gillett's Lye.

The market continues to quote Gillett's lye at the advanced price as listed in last week's price list at $4.10 per case.

Peanuts.

The new stock of peanuts which will be on the market in the course of a few days will be listed about 1-2c to 3-4c lower for the cheaper grades and about 1 1-2c lower on the jumbo grade.

Almonds.

The new Valencia shelled almonds are now available at 28c per lb.

Oysters.

The market is bright with a good demand, quoting standard oysters per gallon $2 and select oysters at $2.25 per gallon.

Flour.

The market continues very strong and bright, quoting No. 1 patent at $2.90, No. 2 at $2.70, No. 3 at $2.20 and No. 4 at $1.55.

Green Fruits.

The market is still very active and bright, quoting Florida oranges at $6 per case, California lemons at $6.50 per case, Washington pears (Winter Nelles) $3 per case, Ontario Fall apples $2.75 per barrel, Ontario snow apples $4 per barrel, Quebec (Fameuse) snow apples $4 per barrel, fancy XXX Winter apples, Spies and Kings $3.50 per barrel, fancy XXX Greenings and other varieties, $3.25 per barrel, Malaga keg grapes $7 per keg; Chinese figs and dates 5 1-2c per lb.

Provisions.

The firmness of the market is now quite general in all lines of cured meats and the market now quotes the same as in last week's price list:

Hams, per lb	0 14
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 10
Shoulders	0 08½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½
Short spice rolls, per lb	0 10

The market has now resumed a more even tenor this week and our quotations are as follows:

LARD.

Lard, 50-lb. pails	4 85
" 20-lb. "	2 05
" 10-lb. "	6 20
" 5-lb. "	6 35
" 3-lb. "	6 40
" compound, in 20-lb. pails	1 65

Wholesale headquarters for
Pure Spices,
Fresh Roasted Coffees,
Ground Coffee,
Baking Powders,
Flavoring Extracts
and
Red Cross Jelly Powder
Send for samples and compare.
R. Herron & Co., Manufacturers, Montreal

You Believe What We Believe

And we believe Blue Ribbon Ceylon Tea to be the **best tea packed in Canada.** You show your belief by assisting in its **sale.** You show your satisfaction by order after order, and you have never found a **customer** who said that

Blue Ribbon Ceylon Tea

was poor tea. These are reasons why you should push its sale every time.

The Red Label at 40c. is 50c. value

The temptation to sell something cheap and inferior for immediate profit is very great. In every line sell only the best and thus please and satisfy your customers. Especial attention should be given to coffees.

For quality and value, none equal **CHASE & SANBORN'S.**

CHASE & SANBORN

The Importers, Montreal

Pure and Economical

Extra Standard

Granulated Sugar

Manufactured by

The **Ontario Sugar Company,** Limited

BERLIN, ONT.

BIG GROCERS

and little grocers are unanimous in their opinion that our

Jujube Dolls
Funny Men
Pickininies
Little Engines
Pont Hearts

All put up in 5-pound boxes

are without a peer on the Canadian market, and we are exclusive manufacturers of above specialties. Also our Boston Baked Beans are admittedly the finest goods in their line in Canada. They cost a little more than the ordinary, but your customers will be delighted with them.

Samples and Prices on Application.

IMPERIAL BISCUIT CO. LIMITED

GUELPH, ONT.

HEINZ

57 VARIETIES

PICKLES. PRESERVES. RELISHES.

"THE first and only time in history that a world's fair has awarded a prize for the thing and for the treatment of the people who make it!" exclaimed a prominent author and lecturer when he heard that the International Jury of Awards at the Louisiana Purchase Exposition, St. Louis, Mo., had conferred two Grand Prizes on H. J. Heinz Co.—one for the excellence of their food products, the other for the welfare work among their employes.

WON GRAND PRIZES

WORLD'S FAIR, ST. LOUIS

Unconsciously the jury did a most logical thing. The Heinz preserves, pickles, baked beans, relishes, etc., are of highest quality. They are made of the best materials by employes who are happy and comfortable, working in a clean, sanitary factory, and developed to a high degree of heart and hand efficiency.

That's why the "57 varieties" are good. High-grade work-people produce high-grade results.

H. J. HEINZ CO., Pittsburgh, Pa.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Nov. 17, 1904.

LOCAL dealers have no complaint to make as regards the amount of business being done. In some lines there is a decline of activity, the approach of the Winter season being the reason; that is, in fruit and vegetables, but then fruit is mostly off the market with the exception of apples, bananas and such articles as are good nearly all the time. Prices are practically unchanged, though a slight increase in lard is noted. Butter and eggs are the same, but firm, with butter retailing at 35 and 40 cents for the preferred good article, and eggs at 50 and 60c. Flour is climbing and another raise may be noted in a day or two.

Ashcroft potatoes are coming in a little more freely, but the price will still hold good at $25 per ton, and will remain at that figure for the Winter. The quality of potatoes is very fine this season, in fact all fruits and vegetables are some of the best we have had in this province.

About the only change in fruit and vegetables is the drop in navel oranges from $5 to $4.50.

* * *

Cannerymen are active already in anticipation of the salmon run next year being an equal of that of 1901, the banner year. It was noted a week or so ago of the leasing of the cannery in Washington State by G. I. Wilson and others of this city, and of their intention of securing more. The other day a cannery at Blaine, disposed of under mortgage sale, realized far more than the upset price, so keen was the bidding, and it is expected that the English Bay cannery at Vancouver to-morrow will easily be sold. The Fraser River Canners' Association has asked the Provincial Government to declare itself on the trap question, and there is much activity along this line

Another line of fishing that promises extensive development is the herring. Mr. John J. Cowie, the Scotch expert, who was in Vancouver this week returning from Nanaimo where he was investigating this resource of the provincial fisheries, states that the fish here are not quite so large as on the Atlantic coast, but are all the better for that, as when large they are apt to become coarse. He is confident they are fully up to the standard of the Scotch herring, and can be cured equally as well. The expert

There may be **Beans** on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S
Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

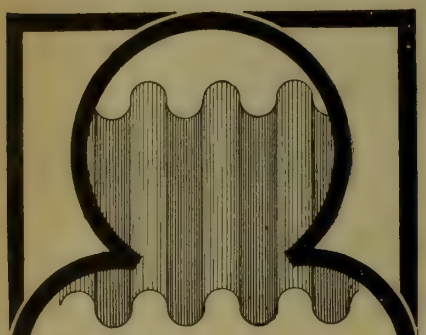
For Your Christmas Trade—
GOOD SELLERS:
Setna's CHUTNEYS, most delicious relish on sale.
Guava Jelly —Pts. } —once used bring regular trade.
Mango Sauce —Pts. }
Write for full information and prices.
W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL. COMFORTING.
IN ½-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, O. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS. COCOA

New Goods Now in Store.

New Prunes, New Dates, New Peels, New Raisins, New Currants, New Figs, New Nuts, shelled and unshelled; Fancy Table Raisins, boxes and quarter boxes; all at such prices that should interest shrewd buyers. Let us have your inquiries for anything in our line.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.



Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.
Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.
Any desired size or gauge—galvanized or painted—straight or curved.
Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

The grocer who doesn't sell

Brock's Bird Seed

usually doesn't sell much of any kind.

NICHOLSON & BROCK, TORONTO

curers, whom he had in the Maritime Provinces this year, would have come out to British Columbia had it been known in time, and before they went home. The season is just beginning here. Next year, he states, demonstrations will be given here. He complimented the British Columbia packers upon the kind of a barrel used, it being watertight and airtight, and the original brine in which the fish were cured, was prevented from draining away, thus preserving the flavor of the fish, and keeping them good.

* * *

The Brackman & Ker Milling Co. is improving its facilities in all the points in the west where it does business. In Vancouver it has erected a large warehouse 60x400 feet to enable it to meet the demands of business. During the next few months there will be placed in this warehouse one of the most complete and up-to-date cleaning plants in the west. In New Westminster, a mill wharf has been constructed, and an elevator is being seriously considered. At Ladner a large hay barn and granary has been secured, with lots to permit of additions. At Victoria considerable improvement has been made to the machinery, part of the new installation being a plant for the manufacture of cooked goods, similar to those of eastern manufacturers.

* * *

The Gulf of Georgia Fish and Curing Co., of Nanaimo, has received an official letter from Consul Morikawa, the Japanese representative at Vancouver, stating that his Government has contracted for enormous quantities of salt fish from all parts of the world for food for the Japanese army, and that it had been found that this company's brand was better packed and kept better than that of any other received. When the steamer Athenian departed on Monday she carried a large consignment to Japan.

American papers have circulated the report that the Athenian may be sunk by the Russians because of carrying raw cotton. The C.P.R. steamers have continually carried this article for many years past and no danger is feared by local authorities.

The firm of Hallam & Wyndham, Limited, of Victoria, has opened a wholesale and retail business in teas, coffees and cocoas. This is a new firm, which will go into the business on a large scale, extensive additions being contemplated shortly.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENCIES WANTED.

COMMISSION AGENT with A1 connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

AGENTS WANTED.

SUTCLIFFE & BINGHAM Limited, "Kkovah" Works, Manchester, Eng., manufacturers of the well known "Kkovah" specialties—jellies, custards, bland manges, candied peel, marmalades, etc.—are prepared to open depots in Toronto and Winnipeg; applicants may hold other agencies, but must be in a position to frequently cover ground allotted, and in regular touch with wholesale and all good retail buyers; only men willing to devote a good proportion of their time and best services, able to provide substantial security covering all the responsibilities of the position, need apply. Terms are:—Fixed allowance and liberal commission, with depot expenses paid. All applications treated in strict confidence. (48)

FOR SALE BY TENDER.

TENDERS will be received until the 8th day of December, 1904, by the undersigned for the purchase of the Doughty Estate Store, in the Village of Coboconk, together with a general stock of groceries, crockery, fancy goods, boots and shoes. A good business has been done, and it is a splendid opening for a good man with small capital. Sale necessary to wind up estate. No tender necessarily accepted. For further particulars apply to McLaughlin & Peel, of the town of Lindsay. (49)

TENDERS will be received by the undersigned, up to the 3rd day of December next, for the sale of a stock of groceries, provisions, stationery, etc., lately managed by the late Archibald Butter, of Priceville. The stock lists, which can be seen with the undersigned, amount to $827.43. The highest or any other tender not necessarily accepted. Terms of sale, $100 on acceptance of the tender and balance within 10 days when stock will be handed over. Send sealed tenders to Sarah R. Butter, Priceville. (49)

FOR SALE.

FOR SALE—Old established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (50)

TRAVELLER WANTED.

WANTED—A traveling salesman for one of the largest wholesale grocery houses in the Maritime Provinces. Must have good references, be a first-class salesman and have a good knowledge of the grocery trade. Write P. O. Box 561, Halifax, N.S. (50)

(*Continued from page 55.*)

ought especially to cultivate, a uniform box measuring 10x11x20 inside is recommended. In many cases apples are better for being carefuly wrapped in tissue paper, pears require it always; where the sample of apple is particularly solid, however, this is not essential. The aim in packing the box should be to secure a maximum of compactness and neatness, which means that the box must be perfectly full and that there must be as little tissue as possible, to say nothing of excelsior which is frequently used to excess in packing. (The English buyer has been known to remark that he pays for apples not excelsior.) Ordinarily one thickness of tissue is sufficient and the fruit will open up to better advantage if faced downward in the package.

There is more or less question as to which is the more desirable apple package for the export trade, the box or barrel. For the ordinary trade, say about 80 per cent. of Canadian apples, there can be little doubt that the barrel will always be the more popular package. At the same time it is no secret that a barrel of Canadian apples has never been known to reach Great Britain in perfect condition, and that there are certain varieties of apples which cannot be shipped in barrels without spoiling. To the Englishman, however, who wants a fancy apple for table use price is no consideration, and a bruised apple not to be considered. For this trade the box package is necessary, and it is entirely because Tasmanian and Californian fruit comes thus packed to the English market in perfect condition that it has become so popular.

It ought to be a consideration to the apple shipper to know that the box is about as cheap a form of package as the barrel. The English consumer moreover prefers the box; although it must be confessed that he has become so accustomed to seeing Canadian apples in barrels that he naturally becomes suspicious directly he sees a Canadian box package labelled "Canadian apples." The buyer and the wholesale dealer in this country, and the broker, the wholesaler and the grocer over in England favor the barrel simply because less labor and expense is involved in handling. The opinion of the Fruit Division as outlined by Chief McNeill is that it is simply a matter of educating the English consumer to the superior value of Canadian apples packed in boxes (at least of fancy apples) and of overcoming the existing prejudice of the middleman when this department of the export apple trade of Canada will by the use of box packages and better packing be placed on a more satisfactory commercial basis than it has yet known.

COLD STORAGE.

Although much remains to be accomplished in the perfection of cold storage facilities for early Fall apples at the point of production, the equipment of the ocean steamers sailing from Montreal compares very favorably with anything of the kind in the world. In fact their cold storage plants have become so favorably known that Californian shippers are using Canadian lines extensively for their European fruit trade during the months of August and September in preference to lines sailing from United States Atlantic ports. For late Fall and Winter apples cold storage on shipboard is not necessary, properly ventilated chambers answering all requirements.

AN IDEAL CATTLE FOOD.

WM. R. CUMMINGS, of Cummings Bridge, Ottawa, whose exhibit at the Central Canada Exhibition at Ottawa this year proved especially attractive to visitors, besides manufacturing the well known breakfast food preparation "K-Y," is also patentee and manufacture of "Fat-Equal," a patent calf and pig food. This product, which is a preparation discovered and controlled by Mr. Cummings, is a fine prepared rolled oat flour, sifted, cooked and cleaned, and its use where health and growth is sought is well worth the consideration of farmers and breeders of live stock. So many high recommendations from authorities have been received that the question of "Fat-Equal" being an ideal calf and pig food is considered by Mr. Cummings and those who have employed it with their stock, as no longer a debatable one

Mr. Cummings will be pleased to mail samples, pamphlets and prices to any subscriber of The Grocer interested in this class of cattle food. He is also open to appoint responsible agents throughout the country. Reference to The Grocer's report will bring full particulars.

Exhibit of W. R. Cummings at ' Made in Canada" Fair, Brockville.

RNED
29 1905
Owner
Book 32
Page 20

"Going with the tide"

is a good principle—

Follow the trend of your customers' tastes—study their wants—they know what they want—most of them now know that when they require Condensed Milk, they want

Borden's "Eagle" brand Condensed Milk and "Peerless" Evaporated Cream

—Get these into store—your customers will buy them—that means profit to you.

Selling representatives

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

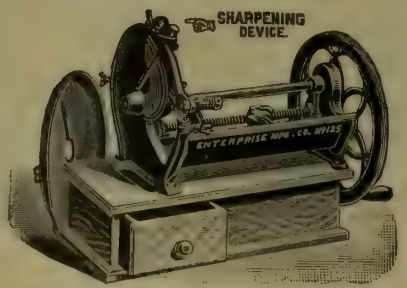
CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

"ENTERPRISE"

Rotary Smoked Beef Shaver

With Patented

Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power

No. 512, - - - $13.50

We also make

Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free

Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

THE JOHN L. CASSIDY CO. LIMITED

MONTREAL.

Did it ever strike you that we are in a position to know what the whole public like best?

When in doubt name your price and let us fill your order with our "Best Sellers."

If you want a good thing, we have it.

Dinnerware	Glassware	Fancy Goods
Toiletware	Bar Goods	Silverware
Teaware	Lamp Goods	All the staples

CROCKERY

HERE

IS A PACKAGE OF

USEFUL CHINA!

SUITABLE FOR CHRISTMAS BUT SALEABLE ALL-THE-YEAR-'ROUND

4 Tea Sets,	42 pieces,	2	patterns
4 "	44 "	2	"
6 Berry Sets,	13 "	2	"
6 Salads,		2	"
12 Sugars and Creams,		2	"
6 doz. Bread and Butter Plates,		2	"

The price is low.
The decorations attractive.

Let us send you our Special Net Prices

BARNARD & HOLLAND CO.

MONTREAL

ASK ANY TRAVELLER

representing any wholesale grocery house in Canada how he finds the sale of

"Bee" Brand Goods

and place your confidence in him with this line as you do with many others. **He won't deceive you,** but we are satisfied you will place an order with him at once.

Remember Coupons in **every** package for your customers, and coupons in every case for you.

Write for our Catalogue of Premiums.

Snowdon, Forbes & Co., Montreal

Selling Ability

is more dependent on the goods you offer than on the salesman. It takes a good salesman to sell poor goods, while the same man selling a quality article will quadruple his sales and do it without returns or dissatisfaction. We offer in our bulk pickles goods that have no superior. We use nothing but the best in vegetables, spices and vinegar. They are known to be the best keepers on the market. Put up in pails, 1 gal., 75c.; 2 gals., $1.40; 3 gals., $1.95; 5 gals., $3.00; 10 gals., $5.50; or in barrels of 20 or 40 gals., 45c. per gall., Chow Chow, 5c. gall. extra.

THE OZO CO., Limited
MONTREAL.

"Mooney"

That name on Biscuits, fancy or soda, is a pledge of best quality. It is equal to a pen-written document.

PERFECTION CREAM SODAS

have established a fame for themselves and for the name of the makers.

Never were Soda Biscuits better made, and the public agrees to this assertion.

Happy is the grocer who sells

PERFECTION SODAS

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

G·F· SUTTON SONS & Co's WORCESTERSHIRE SAUCE
A1 QUALITY

SHAKE THE BOTTLE.

WORCESTERSHIRE SAUCE
SIXTEEN
PRIZE MEDALS
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.
Possessing a peculiar piquancy & from the superiority of its zest is more generally useful than any other sauce.
MANUFACTURED BY
G·F·SUTTON, SONS & Co.
Osborne Works, King's Cross, LONDON, N.

SIXTEEN PRIZE MEDALS AWARDED
FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING

AGENTS WANTED
—FOR—
Eagle Baking Powder

A line of Baking Powder that shows good profit to dealers and best results to consumers.

Write for particulars to

J. H. MAIDEN
Montreal

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The best substitute for chocolate is chocolate and the best chocolate is

MOTT'S

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY CO., - - Boston, Mass

Canadian Branch, 530 ST. PAUL ST., MONTREAL.

EXCELSIOR COFFEE

is still the leading **High-Grade blend.**

Best anywhere.

TODHUNTER, MITCHELL & CO.

Coffee Importers—— TORONTO

California Navels
Florida Oranges
Jamaica Oranges
Mexican Oranges

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO
Long Distance Telephone Main 645

Almeria Grapes
SOMETHING EXTRA FANCY
Do not forget we are
Headquarters for
DATES, FIGS, NUTS, ETC.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire o phone your orders which receive prompt attention
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

ONTARIO FRUIT, FLOWER AND HONEY SHOW

THAT the directors of the Ontario Fruit, Flower and Honey Show have succeeded in giving the public a valuable practical demonstration in connection with one of the leading industries of the country is the unanimous opinion of many hundreds who have visited the exhibition in Toronto during the past week.

The Canadian Grocer is interested particularly in the fruit department, and has looked forward anxiously to this new departure of the Ontario and Dominion Departments of Agriculture, the object of which on the one hand is to place before the public the latest achievements in the fruit culture and on the other hand to offer to the fruit growers themselves such hints as will enhance the commercial value of the industry both in the matter of growing fruit best adapted to certain localities and in picking, packing and storing for the export trade. The Government authorities have felt for some time that Canadian growers have not got anything like adequate returns from what is destined to become one of the leading industries of the world, and hopes by holding such fruit exhibitions from time to time to place the fruit growing industry of Canada on a scientific basis in all its phases. That this end is likely to be accomplished in the near future is shown by the large attendance of representative Canadian fruit men at last week's show.

FRUIT STATIONS.

One of the most interesting features is the exhibit of the experimental fruit stations, of which there are 12 distributed through the fruit growing districts of Ontario. The object of these fruit stations is to identify new varieties of fruit introduced by the nurserymen, to discover for the benefit of the fruit grower the varieties best suited to his particular locality for commercial purposes, and to instruct him in the arts of packing and storage according to the latest approved methods.

In the exhibits of the various fruit stations a distinction is made between desirable and undesirable varieties. In grapes, for instance, there are 121 separate varieties shown, but only 12 are classed as desirable commercial grapes. In apples out of 110 distinct varieties only about 15 are recommended for planting. Among the finest exhibits are those made by the Brockville and Prince Edward Island stations, and after seeing such a beautiful collection, to which additional charm is lent by their exquisite "bouquet," one ceases to wonder why Canada's fruit exhibit at the St. Louis Exposition has won such general admiration. The best varieties for the St. Lawrence Valley are undoubtedly the Fameuse, McIntosh, red and scarlet Pippin. In the Prince Edward district the banner varieties are the Fallawater and Ontario.

Among the varieties shown by the Lake Huron station, and classed as desirable, are the Spy, Baldwin, King, Ribston and Blenheim, all of which are rated as good commercial export apples. On the undesirable list are the Wine Sap, Haas, Pewaukee, Magog, Red Streak and Pioneer, classed thus because they are either poor bearers in this particular locality or do not pack well. An interesting exhibit is made by Algoma, the farthest point north in Ontario at which late Fall or Winter apples can be profitably grown. It may be news to readers of The Grocer that the best results are obtained from the culture of late varieties of apples such as Duchess, Alexander, Wolf River, Wealthy, Longfield, and Scots Winter, the farther north they are grown, provided they can mature. As a proof of this it is only necessary to compare samples of the same apple as grown in Algoma and Essex County. The latter fruit shows up well as far as size in concerned, but is deficient in keeping qualities; the apple grown farther north is smaller, but much firmer in consistency and more valuable for commercial purposes.

CO-OPERATIVE PACKING AND SHIPPING.

The Fruit Department at Ottawa after a thorough investigation has come to the conclusion that there must be greater co-operation among Canadian fruit growers if they are to hold the export markets. The general feeling is that in respect to fruit Canada should occupy the same position in foreign markets as she does at the present time in respect to cheese, and to this end the Government authorities have inaugurated a crusade in the interests of more scientific packing and handling of apples. Already in Ontario several associations for the co-operative picking, packing and shipping of apples have been formed with the object of securing greater uniformity and adequately meeting the requirements of the various export markets. Experts will be employed to teach the grower the art of commercial packing of fruit, concerning which the majority of apple growers in Canada are sadly lacking in information. A few far-seeing fruit men have discovered that Canadian fruit is selling in England to-day for about one quarter the price it might be were Canadian shippers to pay proper attention to the matter of packing

for the fancy export trade. Even in the Canadian west the fruit trade is abnormal in this respect, namely, that the bulk of the fruit sold comes from California and Oregon. Now this is by no means due to the superior quality of fruit grown in the United States; as a matter of fact the home grown article has generally a better flavor and color than the imported fruit. It is also smoother. The latter is more popular, however, because it is larger, has better keeping qualities and lastly because it is attractively packed. A better illustration of this very fact is to be seen in any Ontario grocer's or fruit dealer's window in fruit season, where California pears, peaches and plums regularly have the preference, simply because of the superior keeping qualities of the imported article. This is in a measure due to the care taken by the Californian in preparing fruit for the market, but also to the fact that so few Ontario fruit growers know what a good commercial pear or peach is.

HOW TO PACK APPLES FOR EXPORT.

Through the courtesy of Mr. A. McNeill, chief of the Fruit Division, Ottawa, the writer was given a practical demonstration of suitable and unsuitable methods of packing apples for export. For the fancy trade of Great Britain, which is what Canadian fruit growers

(*Continued on page 49.*)

Established 1870 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK. Smalls

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

GENUINE
PRATTS ASTRAL
LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

FRUIT FOR XMAS
It is not too early to lay your plans for Xmas business. We will have assembled the most complete stock possible.
XMAS HOLLY
for delivery
December 5th to 10th
Navel and Florida Oranges,
Mexican and Valencia Oranges,
Nuts, Figs, Dates, Raisins, etc.
Our Xmas Price List will be issued next week. Be sure you get one.
WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East. TORONTO.

The "Signal"
STEWART FRUIT CO. CALIFORNIA
California Navels.
"Signal" and "Niagara," Extra Fancy Brands.
"Sunbeam," Strictly Fancy.
"Warrior," Extra Choice. "Rescue," Choice.
These Brands represent the Best Fruit from the Best Groves in the Best Districts of Redlands—Highlands—Riverside. Ask prices for your first car.
Phone Main 5672
61 Front East, TORONTO.
W. B. STRINGER & CO., FRUIT BROKERS.

SUGARS LIMITED
MONTREAL.
Manufacturers of high-grade SYRUPS and MAPLE CONFECTIONERY.
Illustrated price lists on application. They will interest you.

WESTERN ONTARIO HEADQUARTERS
FOR EVERYTHING IN FRUITS
JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.
CRANBERRIES Strictly Fancy, Early Blacks. Prices close.
Phone, Wire or Mail Orders.
HUGH WALKER & SON GUELPH, ONT.

TRADE MARK
This design a guarantee of quality.
Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

"—and it's just as good for pastry!"

Royal Household

THE BEST FLOUR FOR EVERY PURPOSE

FLOUR AND CEREAL FOODS

Canadian Rolled Oats for Russia.

DURING the last few days the report has been current in Canadian wheat and cereal circles that Russia is importing a considerable quantity of Canadian rolled oats through the medium of Norway. This would be significant at a time when she, as one of the largest oat producing countries in the world, is engaged in a disastrous war.

The Grocer has interviewed several prominent Canadian exporters on the subject but has not succeeded in obtaining any convincing information. It is true that Canada has exported about twice the volume of rolled oats to Norway this year as she did a year ago. The total, however, does not amount to a very large figure, being considerably less than $100,000. Norway does not manufacture food products, and has yearly to import considerable quantities, mostly from Germany, Scotland, Russia, the United States and Canada. The imports from the United States and Canada depend directly upon crop conditions in Europe—if oats are plentiful there, less rolled oats will be imported from the United States and Canada. Thus the Canadian export trade in this article is a variable quantity. It so happens that the United States is in a better position this year to supply the export markets with products than Canada. Under normal conditions Canada is in a position to compete in the export grain trade with any of the above mentioned countries, and as a matter of fact her export trade with Norway in oat products, although in its infancy, is steadily increasing. The opinion of the trade is that even an increase of one hundred per cent. within the last year can scarcely be credited to anything beyond ordinary market conditions, and that the rumor that the surplus is going to the Russian Government has very little foundation.

Trade Conditions in Trinidad.

In their latest report to The Grocer, dated Nov. 3, Gordon, Grant & Co., Port of Spain, Trinidad, say that importations of breadstuffs continue on a very moderate scale, and that although no improvement in quotations can be reported a firmer feeling seems to be slowly developing. Flour of all descriptions is in light supply, particularly the lower grades, stocks of which are nearly exhausted. Split peas are now selling more freely, although there has been a sharp decline in the price of oats owing to several large lots of oats having been landed lately.

Only a few irregular lots of cocoa have arrived from the country within the last fortnight, and while light pickings may be made in some districts before the end of the year it is predicted that the regular crop will be very late and that supplies of any importance will not be forthcoming until February or March, 1905.

Lake of the Woods Company Meets.

At the adjourned annual meeting of the shareholders of the Lake of the Woods Milling Co., in Montreal, on Nov. 16, the following directors were elected for the ensuing year: Robert Meighen, Thos. Fyshe, David Russell, Robert Reford, W. H. Murray, Robert Thompson, St. John; Hon. Robert MacKay, Cyrus A. Bird, and Albert MacLaren.

At a subsequent meeting of the directors Robert Meighen was elected president and managing director, Thos. Fyshe vice-president, and George O. Hastings general manager, with headquarters at Winnipeg.

Thirty Millions for Flour.

BY way of emphasizing the fact that the flour milling industry is becoming an increasingly important factor in Canadian trade, The Grocer estimates Canada's yearly expenditure for flour at $30,000,000. Among the firms manufacturing the best and most popular brands of Canadian flour, which nothing excels in the markets of the world, is the Ogilvie Flour Mills Co., Montreal and Winnipeg, who have brought the process of manufacture almost to the limit of scientific perfection by the use of electricity.

Their special brand of "Royal Household" flour (so called because the Prince of Wales selected it for his household) has been successfully introduced in Great Britain, the Netherlands, Scandinavia, Finland, South Africa, Gibralter, the West Indies, Newfoundland, and even far off Fiji and Australia, and is favorably known in Canada from coast to coast. At the present time, according to the officials of the Ogilvie Flour Mills Co., their Montreal, Winnipeg and new Fort William mills are being taxed to their utmost capacity to supply the requirements of the trade.

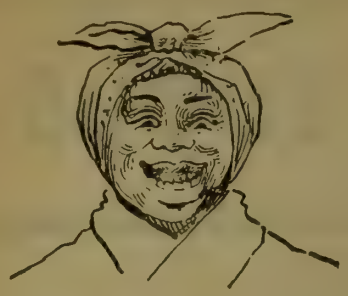
High Price of Ontario Wheat.

"The circumstances in regard to Ontario wheat have been very peculiar of late," remarked one of Toronto's grain dealers the other day. "About ten days ago, for example, I paid $1.05 for number 2 Ontario wheat, while at the same time I was paying $1 for No. 1 Manitoba. Here is a difference of 5c per bushel in favor of Ontario wheat, whereas there should be under ordinary circumstances a difference of 10 or 20c per bushel in favor of the Manitoba. Of course you quite understand that the cause of this is the very short crop we have in Ontario this year."

Western Wheat Situation.

ACCORDING to the Ogilvie Flour Milling Co. this year's wheat crop in Manitoba and the Northwest Territories is finally estimated at from sixty--three to sixty-five million bushels. A little over one-third has been delivered by the farmers to date. Coarse grains are now starting to move and will show a considerable exportable surplus.

The great bulk of the grain grades high, and should, therefore, bring good prices. In fact, the Bank of Commerce figures that the farmer will get at least 80 cents per bushel for the greater portion of the wheat which he ships. Some of the lower grade article will sell as low as 50 cents per bushel, but even so, the country is believed to be better off than in preceding years. In 1903 the Manitoba farmer received an average of only 65 cents for his product, and in 1902 the average price was 55c. Taking these figures as a basis it is calculated that the wheat crop in the Canadian west is this year worth $43,800,000, as compared with $33,457,000 in 1903, and $35,108,150 in 1902. An increase of $10,000,000 over last year, and a gain of nearly $9,000,000 over the year before, constitute on the whole a very satisfactory showing. It is true that the money thus produced from the ground has this year to be divided amongst a considerably increased



Not Even Toothache

can check the delight of the boy in his teens when

Orange Meat

is to be served.

No wonder the grocer is glad to make ORANGE MEAT conspicuous on his counters and shelves and in his windows.

The call is rapid, and brisk sales make multiplied profits.

Premiums and Advertising are forces at work to promote the sale of Orange Meat, and it pays to push advertised goods.

Your Wholesaler Supplies It.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

population, but, nevertheless, it is clear that the west is steadily progressing, and that it is no longer dependent upon one crop, one interest, or one locality.

U. S. Millers Want Wheat Duties Amended.

In view of the remarkable scarcity of milling wheat and the necessity of some form of legislation that shall afford relief to the milling industry in the United States the Journal of Commerce recently asked a number of the most prominent millers in the different sections of the country for their views regarding the specific form of legislation most needed. Replies show that millers are overwhelmingly in favor of the removal or radical modification of the wheat duty. Fully two-thirds of 79 replies take that view. Should the tariff be modified to meet their views, there would naturally be no necessity for the Lovering drawback bill, but in the event of failure to secure an appropriate tariff action, millers are quite as urgent in their demand for the liberalization of the drawback laws on the lines of the Lovering drawback bill.

Flour and Petroleum.

Another reform for which the South Wales grocers are agitating is the use by millers of covered vans, specially kept for the purpose, for conveying flour and offals. At the last meeting of their council it was pointed out that it is by no means an uncommon practice to send out flour in vans previously used for the conveyance of petroleum. The association was disastrous, for the flour was invariably completely spoilt. Flour and offals were also delivered from open vans, and in course of transit got wet and damaged. Doubtless the millers will give heed to the complaints of their customers, as the delivery of flour and other mill products in sound condition is obviously to the advantage of both parties.

Mexico as a Wheat Growing Country.

There is a strong probability that the Republic of Mexico will enter the markets of the world within the next few years as one of the great wheat-producing countries. A number of syndicates recently obtained concessions from the Mexican Government by which they have the use of large areas of land for terms of years. They are experimenting with different kinds of wheat, and have already found that while ordinary varieties of grain produce but from three to five sacks per acre, the "turkey red" variety will yield from twenty-five to thirty sacks, or from 50 to 60 bushels to the acre. Turkey red grain is also splendid milling grain. If it is discovered that large crops can be raised in Mexico an endeavor will be made to place the grain-growing industry on a commercial footing.

Flour Milling in Ireland.

According to the London Miller the flour milling industry continues to go ahead and prospects are of the brightest nature. For many years past there was no feature of the Irish landscape more disheartening to look upon than that whereon stood the silent deserted flour mills. The chance of the Irish miller is again upon him, and he is manfully doing his part to make his mark upon the times in which he lives. Neither American wheat nor American flour have been seen in Ireland for months--in a sense—and the hearts of the Irish millers are lighter than for a generation.

Cereal Notes.

Extensive improvements are being made in the plant of the Brackman & Ker Milling Co., at New Westminster and other B. C. points. Apparatus for the manufacture of cooked foods is being installed at Victoria.

The grain growers of Hamiota, Man., have entered an action against the C. P. R. for violation of the Grain Act. The company, it is charged, supplied the Ogilvie firm with a special train of 14 cars to be loaded at their Hamiota elevator, while a large number of applicants' names appear on the car order book unfilled.

The Maple Leaf Flour Mills Co., with headquarters at Ottawa, has been incorporated to carry on a milling business. The share capital is $1,000,000, and among those interested are D. C. Cameron, of Winnipeg; A. Carmichael, of Rat Portage; H. S. Dowd, of Quyon; J. A. Cameron, of Dominionville, and J. D. Flavelle, of Lindsay.

It is reported on reliable authority that the Japanese population of British Columbia is considering the advisability of going into grain raising and as a preliminary is prospecting through the Northwest Territories. A number of Japs will take up Government land this coming season.

James Townley has informed the Victoria, B. C., Board of Trade, that he is prepared to establish rice mills in that city, provided the local merchants will support him by giving preference to his output, on the understanding that price and quality are equal to the outside product. The Chinese in Vancouver purchase their rice, of which they consume a considerable quantity, from one of their own merchants who has a large rice mill.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Shredded Wheat
... AND ...
TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

To the Trade:

We beg to notify the trade generally that we have now in operation one of the best equipped mills in Canada for the manufacture of

Rolled Oats,	Standard and Granulated Oatmeal,	Flaked Wheat,
Granulated Wheat,	Pot and Pearl Barley,	Split Peas,
Gold Dust Cornmeal,	All Kinds of Feed,	Pea Meal,
Ground Wheat,	Ground Oats,	Ground Corn,
	Grain of all Kinds.	

We are prepared to ship promptly any of the above in mixed car lots or otherwise. Write for quotations.

Letter Orders Promptly Executed.

Wm. McCann Milling Co., - Toronto

Office and Mills: Foot of Jarvis Street

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Irish Tobacco Growing Experiment.

THE tobacco growing experiment in Ireland conducted by Colonel Nugent Everard and Department of the Agriculture and Technical Instruction, seems now assured of success. A fine yield of tobacco has been gotten from the 20 acres experimented on and placed in a tobacco barn built under the personal direction of Colonel Everard at a cost of about $5,000. Since September 4 the curing, sorting and drying of the crop has been going on continuously. The Irish Tobacco Trade Journal further states:

The 20 acres were not planted to their full capacity. This was a wise decision, for, if closely planted, unskilled farm hands are prone to crush and injure the plants when tending them daily, thus causing loss in the yield. The tobacco leaf is peculiarly sensitive to rough treatment, and it is of the highest possible importance to gather the plants with leaves unharmed. But, with the moderate planting, the 20 acres have yielded an aggregate of about 14,000 pounds weight of leaf. This is a remarkable result for what was practically an initial experiment. It is estimated, however, and, indeed, proved, that the average yield per acre will be about 1,200 pounds of leaf, for which good average prices will be forthcoming. Dublin manufacturers and experts have priced the samples already grown, and have returned their estimate at as high as 7d and 8d (14 and 16 cents) per pound. At these figures it is easy to work out a very decided margin of profit, even allowing for the heavy duty to be paid in full.

We were privileged to see the processes of curing, sorting and drying the tobacco in operation recently. The shed is of large dimensions, containing a number of spacious apartments, all fitted with heating apparatus, capable of producing a temperature as high as 180 degrees. When the tobacco is first gathered from the fields it is hung in the curing room. The curing operation is effected by smoldering oak sawdust, which diffuses a sufficiently strong and spicy smoke. When adequately cured the "hands" of leaves are taken to the sorting room, where they are sorted according to their quality—this being in view of the different treatment to be meted out to the plants of different qualities. In this room a good many people are employed, and dexterity has already been attained in the sorting. Later on, in other rooms, the tobacco goes through the process of drying. Varying degrees of heat are observed for this process, according to the moisture of the plant. It does not do to render the plant too dry—11 degrees of moisture being held to be the minimum—and much experience and care is needed in preserving the proper temperatures. Finally, after a treatment in the barn, which extends over a period of six or seven weeks, the weed is ready for packing in hogsheads, to be dispatched to the manufacturer.

This being an experiment on a commercial scale, one vital point to have determined was naturally the suitability of the various kinds of soil. For that purpose the tobacco was grown in three parishes on the estate, on four different descriptions of soil. On only one of these was it found that a really high-class tobacco could be grown. This soil, best suited to tobacco, is a heavy clay soil on a gravelly sub-soil. The next best is a rather light loam, with a clay sub-soil; and the third best is a poorer class of this soil; the least suitable of all, showing the smallest return, is a light gravelly loam, with sandy sub-soil. These results will be of great value in future experiments.

During the curing and drying operations Col. Everard has had the advantage of the advice of a distinguished American expert in tobacco growing, Mr. J. N. Harper, professor of agriculture in the University of Kentucky, and chief agriculturist of the state experimental farm. The tobacco grown on Col. Everard's twenty acres has been pronounced by him to be of the highest quality—quite equal to that grown in Virginia and Kentucky. Mr. Harper also pronounces the Irish climate to be almost perfectly suited for tobacco culture. In its high degree of moisture it has rather an advantage over Virginia and Kentucky, and the amount of heat and of sunshine is quite ample.

The plant is gathered when the leaves are of a full rich green color. Under the influence of the drying and curing process it soon acquires a golden or brown color, and in this condition it is packed for the manufacturers. The experiment has been on the whole a striking success, and it will lead to more elaborate trials.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A Funny Thing.

In the town of————there is a grocery store where Mr. ——— buys his tobacco. Right alongside of this store is a barber shop which sells both tobaccos and cigars. Our friend smokes both a pipe and cigars; he buys his tobacco from the grocer, and his cigars from the barber. The grocer makes no money out of his tobacco and the barber makes 60 per cent. on his cigars.

The grocer can't give a single sound reason why he doesn't sell cigars.

Now, be reasonable. Order 1,000 from us. We pay express and will take back what you haven't sold, at invoice price at the end of three months. Is not that a fair and square offer?

Pebble in a 5-center, and **Pharaoh** at 10 cents, sell well.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

What sells best, pays best Not what costs least.

Many a dealer has made the mistake of looking only at the cost of an article, forgetting to consider its selling quality.

T. & B. Smoking Tobacco fortunately costs right and sells right. Its consumption proves this.

Geo. E. Tuckett & Son Co, Limited,
Hamilton, Canada.

Cuba Wants Tariff Concessions.

In connection with the negotiations in progress at the present time for a commercial treaty between Spain and Cuba, a petition has been presented to the Spanish Government from the Cuban planters and manufacturers setting forth the necessity for obtaining from Spain concessions in the tariff in favor of Cuban tobacco, which represents so great a proportion of the wealth of the island. The petition stated that no other product can better be offered to Spain in exchange for oils, wines, cotton, textures, shoes, and other goods imported into Cuba, and which during the last fiscal year aggregated a value of $10,023,312, or eighteen per cent. of the imports from all countries. During the twelve months ended June 30, 1903, Spain imported $1,681,624 worth of Cuban produce, or two per cent. of the total exports from Cuba, of which amount no less than $982,243 is credited to tobacco.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

MONEY, MONEY, MONEY

It's money that makes the mare go.
It's money that the grocer needs.
The grocer is working for his own bank account.
The Tobaccos that pay him best—provided they are good tobaccos—should receive his best efforts in selling.

McAlpin's Tobaccos

are good; they are popular; they are more profitable than any other good tobaccos made.

So we count on the grocery trade to sell McAlpin's Tobaccos just because in them is money.

McALPIN CONSUMERS' TOBACCO CO., Limited, TORONTO.

FREIGHTS AND CHARTERS

THE Board of Managers of the New York Produce Exchange have adopted the agreement recently proposed regarding the handling of grain by trunk lines, which was to go into effect November 24. This was dealt with in this department three weeks ago.

Some immense cargoes of freights left Montreal last week, and prices were slightly firmer owing to the last week of ocean navigation at that port. Lake and rail freight has been very active, and firm rates ruled.

Shipments of freight perishable by frost seem to have curtailed some wholesale grocery, vegetable and fruit orders.

The R. & O. Navigation Co. reports a very poor season for passengers, and only a fair one for freight.

Tonnage totals have been excellent for Canadian shipping all season. Immense competition will set in now between the big all-rail routes of United States and Canada. The terminals, such as Portland, Boston, Halifax and St. John will be chiefly affected.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	*5c.	*8c	*7c.	*9c.	11/3	11/3	11/3	11/6	7/6	.....	.....	9/	.....	....	.....
Oilcake and cotton seed cake.....	"	*5c.	*8c.	*7c.	*9c	.....	10/	11/3	. . .	7/6	.....	.....	9/	.....	.....	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	*7c.	*11c.	*10½c	*9c.	13/	.....	.....	14/	11/3	....	.....	10/	.....	.....	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces, oils, wax.....	"	6/6	13/3	13/3	15/	17/6	13/3	15/	18/3	7/6	.....	.....	17/6	.....	.....	.....
Lard in pails and other small packages	"	9/	18/3	18/3	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	6/6	13/3	13/3	15/	17/6	13/3	15/	17/6	7/6	.....	.....	17/6	.....	.....	.....
Canned meats and fish.....	"	6/6	13/3	13/3	15/	. . .	13/3	15/	.....	10/	.....	.....	17/6	.....	.....	.....
Canned goods (fruits, vegetables, etc.)	"	6/6	15/9	T	15/	15/	17/6	17,6	15/	10/	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.	"	20/	26/3	25/	25/	25/	25/	25/	25'	20/	.....	.. ..	30/	.....	.....	.....
Cheese in crocks in cases.....	"	25/	31/6	30/	30/	25/	30/	30/	25/	25/	.....	.. ..	35/	.....	.....	.....
Butter, in cases and kegs.....	"	25/	31/6	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	.....	.....
Seeds, timothy and clover, in bags...	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	.....	12/6	.. ..	.....	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	T	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	.....	30/	.....	.....	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	.....	35/	.....	.....	.....
Pot and pearl ash, No 1 asbestos and mica....	"	7/6	10/	10/	12/6	12/6	.....	....	16/6	7/6	.....	.....	12/6	.....	.....	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.. ..	13/9	.....	.....	.....
Heavy lumber—oak, elm, birch and maple....	"	*8c.	*16c.	*12c.	12/6	15/	.....	.....	17/6	8/	...	.....	13/9	.....	.....	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	.....	12/6	.....	.....	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	....	17/6	7/6	.....	.....	12/6	.....	.....	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	10/	12/6	10/	12/6	13/6	8/9	.....	.....	10/	.....	....	.....
Measurement (coarse).....	40 cb. ft	8/9	15/9	T	12/6	12/6	15/9	15/9	12/6	8/9	.....	.....	12/6	.....	.....	.....
Measurement (fine)	"	20/	21/	T	20/	20/	21/	21/	20/	20/	.....	..	20/	.....	....	.....
Woodenware, etc.....	"	8/9	10/6	T	12/6	12/6	12/6	12/6	12/6	8/9	.....	.....	12/6	.....	.....	.....
Furniture, etc.....	"	10/	13/1½	T	12/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements, etc	"	10/	10/6	T	12/6	12/6	.....	.....	12/6	10/	.....	.....	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	12/6	15/9	15/9	15/	15/	.....	.....	15/	15/	.....	.. ..	.....	.....	.....	.....
Apples, flour	Barrel	2/6	3/	2/6	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb ft	12/6	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	.....	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	10/	10/	10/	10/	.....	.....	10/	10/	.....	.....	10/	.....	.....	.. ..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ..	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand'd	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

* Rates quoted in cents are per 100 lbs. T For rates see London Tariff.

Rates will be quoted next week for St. John, N.B., and some reference will be made to Portland, as three leading Canadian lines will run occasional boats to these ports.

Three new charters were reported this week to carry lumber to River Plate.

Over 15 large liners have left Montreal for different ports during the last ten days. The buoys in the St. Lawrence will be lifted shortly and the harbors will be ruled by snow and ice.

WINNIPEG THE METROPOLIS OF THE WEST.

IT may be truly said that the eyes of ambitious young Canadians are today fixed on the great Northwest, and particularly on Winnipeg, the metropolis of Western Canada. The remarkable development of Manitoba's capital within the comparatively short period since its incorporation as a city is almost a subject for wonderment, and commercial interests have already come to look upon it as the distributing centre for the whole of the west. Accordingly one finds in Winnipeg nearly every wholesale house and manufacturing firm in Canada represented. The wholesale district, with its massive and substantial buildings and wide streets, compares favorably with those of the largest cities of America. Building operations are being pushed with unprecedented rapidity, one of the most significant features being the large number of American firms preparing to establish industries to catch the western trade. To refer to the grocery trade, the wholesale firms of Winnipeg without a single exception have been obliged to increase their accommodation in order to handle their rapidly increasing business; the other side of the trade is represented by no less than one hundred and fifty retail grocers, all of whom are reported to be doing a splendid business.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S THE ORIGINAL MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

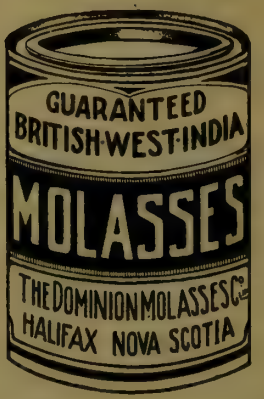
Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

MOLASSES

2 lb. 5 lb. 3 lb. 10 lb.



Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co., Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO., TORONTO
JOHN W. BICKLE & GREENING, HAMILTON
GEO. H. GILLESPIE, LONDON
JOSEPH CARMAN, WINNIPEG

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in t e centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

November 24, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 13, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 65
1 "	16 "	

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" ½ lb.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 8 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ¼ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. $6 75
" ½-lb. tins	" 3 50
" ¼-lb. tins	" 2 00
" fancy tins	" 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

YOU KNOW

THAT ENGLAND HAS ALWAYS BEEN NOTED FOR THE MANUFACTURE OF

FINE JAMS, ETC.

BATGER AND CO. LONDON, E.

HAVE BEEN MAKING THEM FOR OVER

150 YEARS

THIS SPEAKS BETTER THAN WORDS.

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

WE SUGGEST

PATERSON'S WORCESTER SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME,
AGENTS, MONTREAL.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
" " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 520 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, qp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand.... $1 50
Gold Seal" brand 1 30
Peerless" brand evaporated cream.. 1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.) $4 65
"Reindeer" brand per case (4 doz) 5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 48 tins per case 0 20
Madam Huot's coffee, 1-lb. tins 0 31
" " 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.
Rio No. 1 0 15
Condor I. 40-lb. boxes 45c.
" II, 40-lb. boxes 42½c.
" III, 80-lb. boxes 37½c.
" IV, 80-lb. boxes 35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	13 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

"Eureka" is heard every now and then from manufacturers claiming superior merits for their **experiments.**

"I have found it," was the consumers' cry 50 years ago when

Edwardsburg "Silver Gloss" Starch and

Benson's "Prepared Corn"

was placed on the market—it is still the **cry.**

The Best cannot be improved upon.

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 96

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food. Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case	" 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06½
7 and 14-lb. wood pails	per lb. 0 06½
30-lb. wood pails	" 0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case	" 1 60
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06½
30-lb. wood pails	" 0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. 1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$ 3 60
3 cases	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins	per doz. $ 1 40
" ½-lb. tins	" 2 50
1-lb. tins	" 5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	" 0 25
F. D., ½-lb. tins	per doz. 0 85
" ¼-lb. tins	" 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins	per lb. $ 0 35
¼-lb. tins	" 0 35
1-lb. tins	" 0 32½
4-lb. jars	per jar 1 20
1-lb. jars	" 0 35
Old Crow," 12-lb. boxes—	
½-lb. tins	per lb. 0 25
¼-lb. tins	" 0 23
1-lb. tins	" 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	" 0 25

Orange Meat.

Cases, 36 15c. packages....$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages.... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. $ 0 95
Home-made, in 1-lb. glass jars	" 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz. $ 2 30
Corked	" 1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ¼-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case $2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross $10 20
" black	" 15 30
Oriole soap	" 10 20
Gloriola soap	" 12 00
Straw hat polish	" 10 20

BABBITT'S.

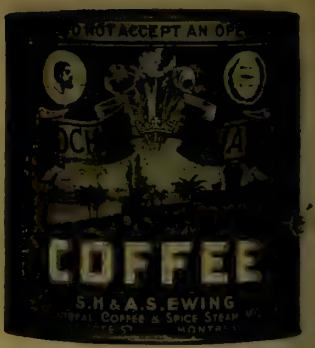
Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. H. DUNN AGENT.

A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

"Prince of Wales"

MOCHA & JAVA COFFEE

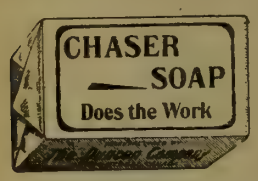
Packed in 1 & 2-lb. (air-tight) tins.



S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
1-lb. Oamisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

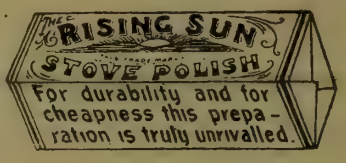
Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkgs, cases 5 doz., per doz.	1 00

less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

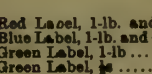
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—		
"Condor"	I 40-lb. boxes	$0 42½
"	II 40-lb. boxes	0 40
"	III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at		0 32½
" AA " 40 "		0 30
Blue Jay, basket fired Japan, 70 lbs.		0 27½
"Condor" IV 80-lb. "		0 32½
" V 80-lb. "		0 27½
" XXXX 80-lb. boxes		0 23½
" XXXX 30-lb. "		0 24½
" XXX 80-lb. "		0 21
" XXX 30-lb. "		0 22
" XX 80-lb. "		0 19
" XX 30-lb. "		0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 27½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 30
Chocolate Label	" 0 35 at 0 35
Blue Label	" 0 50 at 0 50
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 35
Yellow Label, ⅛s and 1s, 60-lb. cases retail	0 35 at 0 35
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 50
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 54
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 60 at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. per lb.	& ½ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st	A Yellow	45	70
" " "	B Red	40	60
" No. 1	C Pink	35	50
" 2	C Orange	30	45
" 3	C L. Blue	28	30
4	C L. Green	20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 2s. and 3s.	0 44
Chewing—Stag, bars, 10½os.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½os b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 55

Vinegars.

E. D. MARCHAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45 $10 85
" casks, 50 "	10 25 20 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 80
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 3 doz. 10c.	1 00

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.....	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartons in a case, and in 56-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

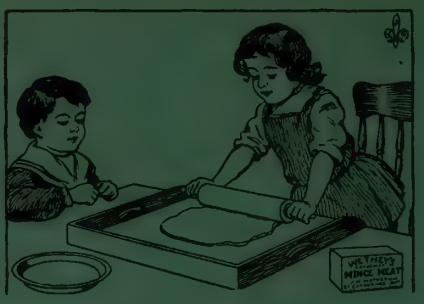
The Best Grocers make a point of Keeping it always in Stock.

RETURNED
NOV 28 1904

Lamps for Xmas Trade

We have a number of different assortments of lamps, made up of four, six and eight lamps, no two alike, ready for shipment. We illustrate each package showing exact contents and will be pleased to send sheets to you for a postcard. These assortments are just the thing for sorting up.

GOWANS, KENT & CO.
16 Front Street East
TORONTO
Branches at Winnipeg and Montreal



"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, DECEMBER 2, 1904. NO. 49.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

Have you Looked

into the matter of Christie's Short Bread? Its quality is excellent and your customers only need to try it once to be convinced of its merits.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

WHOLESALERS IN MONTREAL AND QUEBEC

are buying **MATHIEU'S** Syrup of Tar and Cod Liver Oil in car lots.—No better testimony can be had of its merit.

Are you getting your share of this trade?
You are sure to if you carry a stock of it.

Mathieu's **NERVINE POWDERS** are a sure and safe remedy for Headache, Neuralgia, Sleeplessness and Feverish Colds.

J. L. MATHIEU CO., Limited, Propr's, SHERBROOKE, P. Q.

When in Doubt Buy These Goods

Fry's Cocoa

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "best and goes farthest."

When in doubt buy "*Fry's*".

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results — quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

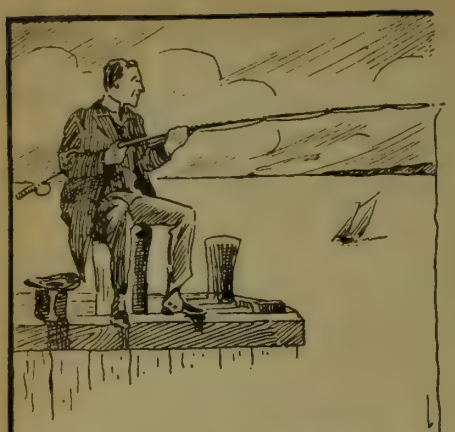
When in doubt buy "*Cox's*".

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest but the "best."

When in doubt buy "*Codou's*".

SOLD BY LEADING WHOLESALERS EVERYWHERE.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week —looking for bait to build up their businesses with — in THE CANADIAN GROCER. But

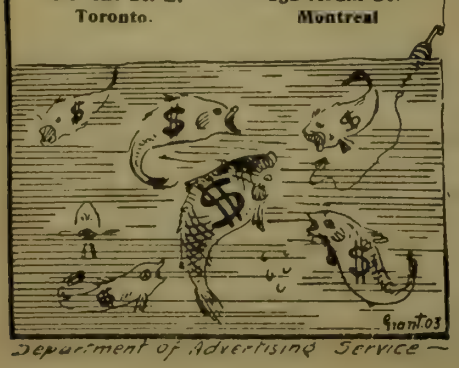
Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait agin;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto. 232 McGill St. Montreal



Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada

Offer few cars good **CORN** handsome label.

Few cars **PEAS** finest.

BEANS EVAPORATED APPLES
WIRE US.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

If YOU wish to sell goods in the WEST
WRITE CHAS. MILNE THE MERCHANDISE BROKER
VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. . . . ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars
ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

How is Your Coffee Trade?

If you have CLUB COFFEE

——Put up in 1-lb and 2-lb Tins. — on sale your coffee trade must be good

Manufactured only by WRITE FOR SAMPLE AND PRICES.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

100 CANDLE POWER
½ ¢ PER HOUR
AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

MINCE MEAT FOR CHRISTMAS COOKING

In preparing for the Christmas trade every grocer should stock up with this brand of mince meat because it is of a high grade and reliable quality. The ingredients used in the making of this mince meat are of the Choicest Kind.

Done up in convenient-sized fibre and wooden pails

The T. A. LYTLE COMPANY, Limited

Manufacturers of HIGH-GRADE MINCE MEAT

124-128 Richmond St. West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

JAPAN TEAS

will **always** be sold in Canada. Grocers need not be scared at alarmist ads. of Ceylon Green Tea producers. These gentlemen have already gone back on their "fad." They're not making **imitation** Japans now. The public want the genuine Japan Teas, no bounty-fed imitations. Grocers, don't be misled by such tactics as coupling Japan teas with China Teas. It's a "red herring" across the trail.

Japan Teas are here to stay, they please the consumer because they give better value in every way than any Green Ceylon or India Teas grown, and they do not require "bolstering up."

Take a can at random

—open it up, and taste for yourself. That's the test of tests. It is the test we welcome.

Honestly, friend Grocer, we want you to sell our goods — THE OLD HOMESTEAD BRAND. We have done everything to make

THE OLD HOMESTEAD BRAND

OF

CANNED VEGETABLES AND FRUITS

(Strawberries, Plums, Pears, Peas, Corn, Tomatoes, Beans, etc.) just as good as it is possible to be, and we believe—and we ought to know—that we have succeeded. But what good is it all if you don't know, too?

Give an order to your wholesaler, insist upon OLD HOMESTEAD, and see for yourself. If they aren't all we claim, we've lost our money.

The Old Homestead Canning Co.

Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

We leave it to every grocer——

Is it not a fact that Ceylon Teas are steadily growing to be the most favored?

This being so, is it not business prudence to urge their sale?—in package or bulk, as people or the grocer may prefer.

This thing of carrying 2 or 3 stocks is bad. It costs money—locks it up and pays no dividends. We certainly think that the grocer serves himself when he gets his people to use

CEYLON TEAS

which may be had in both **Blacks** and **Greens.**

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	$4.50	per case.
12 half-gal , "	4.80	"
24 quarts, "	4.80	"
24 pints, "	2.50	"
5 gal. tin, imp. measure,	4.00	"

PACKED IN WOOD

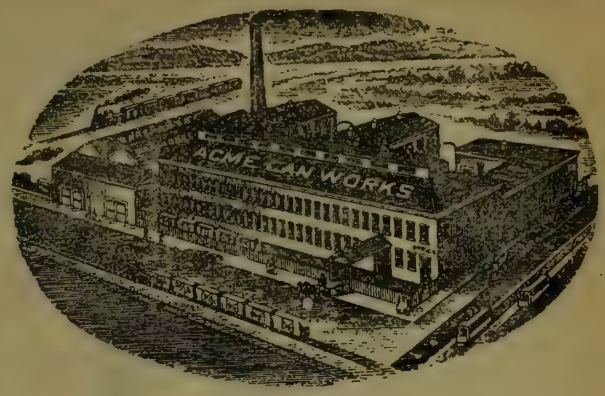
12 gal. kegs, - -	5¾ cts.	per lb.
27 " bbls., - -	5½ "	"

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works make the largest assortment of any factory in America of **TIN CANS** by the latest up-to date automatic machinery.

We are the **only** makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of—
Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } **Cans** **Lard, Syrup, Butter** } **Pails**

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q.

Dressed Poultry Wanted.

The Canadian Canners, Limited, are now ready to receive Dressed Poultry at the following factories, viz. :

AYLMER CANNING CO.,	-	AYLMER.
KENT CANNING CO.,	-	CHATHAM.
SIMCOE CANNING CO.,	-	SIMCOE.
SIMCOE CANNING CO.,	-	HAMILTON.

Ship to your nearest factory. Write for full directions as to packing and shipping.

Canadian Canners, Limited

39 James Street South, - Hamilton, Ont.

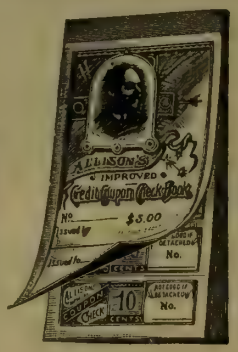
FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

They Cost Something, Of Course.



But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

FINKLE & ACKERMAN

BOWMANVILLE, ONT.

Mfr's choice grades

Evaporated Apples

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the
Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK.
Smalls

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal

P. O. Box 292.

REFRIGERATORS

WE GUARANTEE THE "EUREKA"

TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

Eureka Refrigerator Co.
Limited
54 and 56 Noble St.,
TORONTO - - CANADA

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,

PICKERING, ONT.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World.**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

COCOANUT

We thank the Grocers who have expressed themselves as thoroughly pleased that our contract re cocoanut is about out, and who say they are waiting to place their orders with us. We have the plant purchased and early in the Spring will be on the market with samples. We are pleased to say that Mr. L. W. Dean, our old manager, will again have charge of our factory. We will continue the old brands; Feather Strips, Standard, Desiccated and Macaroon.

Our opening prices will be about as follows:

Macaroon 5c., Desiccated 6c., Standard 8c., Feather Strips 10c., with a discount of 10 per cent. to jobbers and large buyers.

LUMSDEN BROS.,

Manufacturers, **Hamilton, Ont.**

RETURNED
DEC - 2 1904
Cut Books 27
Page 3

500 cases **Chinese Starch**
AND
(*Empois Chinois*)
9600 lbs **"Ocean" Baking Powder**

to one customer in Quebec City shipped November 15th.

GROCERS,

This gives you an idea of the selling qualities of our goods. We make the goods right and they sell right. Write us for particulars.

OCEAN MILLS
Montreal, P.Q.

Manufacturers also of Ocean Brand
Flavoring Extracts
French Mustards
Jelly Powder
Blanc Mange

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE.
Approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED

The way we select them
The way we purify them
The way we test them
The way we blend them
The way we roast them
The way we pack them for the Grocer

Make WOOD'S COFFEES in every way superior to any ordinary coffees.
With the great advantages we present, even the ordinary Grocer cannot afford to sell haphazard goods.

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St., Montreal

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

THE ACME

OF FRUITS IN GLASS

AGENTS, ROSE & LAFLAMME, MONTREAL.

Window and Interior Displays

Timely Hints and Suggestions

Show Cards and Price Tickets.

BY far the most common cause of the disagreement among window dressers as to the use of show cards and price tickets, is the different class of customers dealing at the different stores. One merchant may find that his customers prefer the window that is a display of goods only, while another soon discovers his sales increase when he includes in the window the price of the articles displayed, or a sign drawing attention to them. The grocer who caters to strictly high-class trade has less use for price tickets and almost no place for show cards; but the store which handles popular lines cannot be as successful as it may unless price tickets are in evidence.

The broad statement that the high-class trade are above price, are not interested in price tickets, and that therefore they are out of place, is decidedly erroneous.

No matter what store is making a display of bargain goods, nothing is gained without the price ticket. In windows containing a collection of small articles price cards are valuable, as also where several grades of the same goods are shown. They should not appear with goods that do not seem worth the price asked, however cheap in reality that price may be; neither are they in place among staple goods, the price of which everyone knows.

There are very many who are naturally too timorous to risk asking the price of an article when there is a chance of its being too expensive. Others have the idea that the article which is not ticketed is too high in price. There is no question that many articles of luxury are sold through the price ticket, since if it is not really needed a man will not bother inquiring the price, but it may be the ticket that will convince him he needs the article enough to pay the price asked.

But however valuable a price card may be it should not be used always. A window now or then without a card of any kind will be a pleasant variety.

Much of the value of cards depends upon the neatness with which they are printed, and the style of paper and ornamentation used. Cards with elaborate scrolls and letters are not advisable, straight businesslike cards and lettering being more artistic, more easily read, and less tiring to the eye. Cards should be of regular shape and the printing not over large. Proportion in size of letter and spacing should be carefully considered.

Show cards should be thoughtfully worded, and all preposterous or slang phrases avoided. The public is not affected by "less than cost," "half price," and such ridiculous wording. Attention should not be drawn to a rival store, nor should show cards be used that are merely funny. Some find little place for show cards in g grocery window, and there certainly are not the op-place for show cards in a grocery wingoods store. A good plan to adopt is to keep a book of phrases so that there is little trouble about the wording.

Grocery with open front—E. H. McMillan, Vancouver, B.C.

Whether show cards or price tickets, the size, shape, lettering and positions should be constantly altered, so that variety may be obtained.

TO PRINT THE CARDS.

The simplest way to print the cards is to buy the rubber letters, but there is a lack of individuality in such lettering that detracts much from their value. Asphaltum applied with a camel's hair brush to prevent streaks is very often used, and is inexpensive. Jars of drop black in distemper can be had for a few cents, and can be prepared ready for use by adding a little dissolved gum-arabic to some of the drop black on a piece of glass. Japan colors are frequently used and dry more evenly and quickly, and have a gloss that is pleasing. A mixture of lamp black, water, dissolved gum-arabic, and a very little alcohol, makes a good black. The gloss and permanence of the coloring depends upon the amount of gum-arabic used.

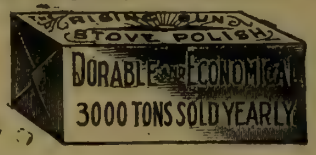
Oftentimes a waterproof letter is required, and this it is said can be obtained by washing over any lettering the following varnish: Take films of celluloid, and after washing away with warm water and a nail brush every trace of gelatin, dry them and cut into small bits. These, when placed in a bottle with methylated spirits, will dissolve, and when a creamy solution is formed brush it over the lettering, and a waterproof, dirtproof card is the result.

If none of the clerks are clever at drawing the lettering, a simple method is to cut out letters of the required size from bills or elsewhere, and by placing them on the card the outline can be drawn and filled in with the black. The drawn letter, however, provided it is sufficiently neat, is far more satisfactory.

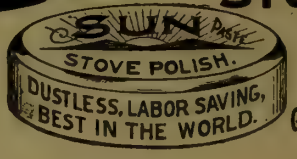
An Open Front.

The accompanying illustration from a photograph taken on Oct. 15 of the

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

present year, gives a fairly correct idea of the appearance of the "open-front" shop of E. H. McMillan, Granville street, Vancouver, B. C. The feature of the store is its wide open front, and display of fresh fruits and vegetables placed on stands which push back to allow of shutters being put up at night. As it appears in the middle of October, so it is kept all Winter, a tribute to the mildness of the Vancouver climate.

E. H. McMillan has been in the grocery and catering business in Vancouver for the past eleven years or more. He is a native of Prince Edward Island, coming from Stanley Bridge, New London, near Charlottetown. Mr. McMillan and his staff acknowledge getting many useful hints on stock and on shop-dressing from The Canadian Grocer, to which he has long been a subscriber.

MR. C. M. BERNARD, Chicago, Ill., agent for Bernard & Co., Yokohama, Japan.

A SUCCESSFUL TEA BROKER.

THE CANADIAN GROCER has pleasure in reproducing in this week's issue a characteristic photograph of Mr. C. M. Bernard, agent for Bernard & Co., tea merchants, Yokohama, Japan, who is residing at present in Chicago, Ill. Mr. Bernard is well known in Ontario and Quebec grocery circles, having spent several years in the tea brokerage business in Canada.

Mr. Bernard was born in London, England, where he lived until ten years ago, when he joined Bernard & Co., Yokohama. Being desirous of learning the business from the picking of the leaf to ard went to Japan, where under the able instruction of his brother (who is acknowledged to be the most experienced tea man in Japan, having shipped teas to Canada and the United States for over thirty years), he acquired very thoroughly the mysteries of the tea business from the picking of the leaf to the shipping of tea packages to foreign markets. Later Mr. Bernard returned to Montreal, the Canadian headquarters of his firm, where he stayed for several months before opening an office in Toronto for the development of the tea trade in Western Canada. Toronto wholesalers need not be reminded of the success with which Mr. Bernard met during his five years residence in Toronto. In 1901 he was promoted to take charge of the Chicago agency, which position he holds at the present time.

SUCCESSFUL TENDER FOR STEAMSHIP LINE.

The governments of Canada and Mexico have accepted the tender of Andrew Weir & Co., of Glasgow, Scotland, for the steamship service between Canada and Mexico on the Pacific. The Glasgow company have two steamships available at present, but ask for certain modifications in the service. It is believed they regard the ports of call in Mexico as too numerous, and will expect a larger subsidy if all the ports are maintained. The present subsidy is $100,000, and will be borne by the two governments in about equal proportion.

We now have full stock of

Table Raisins, Boxes and ¼s.
California Seeded Raisins and Sultanas.
New Nuts, Grenobles, and French Walnuts, Almonds, Filberts, Brazils, Peanuts, etc.
New Roquefort Cheese, Wild's Horseradish.

ALL ORDERS SHIPPED DAY RECEIVED

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

WE ARE RECOGNIZED AS THE

Quick Shippers
OF ONTARIO

So when needing **CHRISTMAS GOODS** in a hurry, send along your orders **by 'Phone, Wire or Letter.**

Our stock is splendidly assorted, our prices are right, and we will give you every satisfaction.

JAMES TURNER & CO.
Wholesale Grocers - = = HAMILTON, ONT.

ORDER NOW

New Grenoble Walnuts
New Bordeaux Walnuts
New Marbot Walnuts

New Filberts
New Brazils
New Polished Pecans
New Malaga Raisins, all grades.
New Sultanas, all grades.
New Valencias, all grades.
New Seeded Muscatels, 12-16 oz.
New Currants, 4-cr., 5-cr., 6-cr., 7-cr.

FULL LINE, AND ALL GOODS IN STORE, AND QUICK DESPATCH PROMISED TO MAIL ORDERS.

BALFOUR & CO., Wholesale Grocers ***HAMILTON***

PRUNES

A carload of **1904 crop** Prunes just to hand. All sizes at right prices.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

Send a
Christmas Present of

MacLAREN'S IMPERIAL CHEESE

TO YOUR FRIENDS IN

THE OLD COUNTRY

We will deliver your order for half a dozen or a dozen jars of our Imperial Cheese ABSOLUTELY FREE OF DELIVERY CHARGES to any address in

ENGLAND
SCOTLAND
IRELAND

in time for delivery by Christmas.

MacLaren's Imperial Cheese is Canada's most famous product and will be an acceptable and delightful gift. We will enclose your card in the case if you so desire.

PRICES:	Individual size,	$1.00 per dozen
	Small "	2.40 "
	Medium "	4.50 "
	Large "	8.25 "

WE PAY ALL DELIVERY CHARGES

Your order should reach us by December 10th at latest, but *order now* to insure prompt delivery. Write addresses plainly. Make post office or express orders payable to

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
51 Colborne Street, - - Toronto, Ont.

Business Changes

ONTARIO.

J. A. THOMPSON, fruiter and confectioner, Chatham, has sold his confectionery department to J. O. Thompson.

Wm. Manders, grocer, Lanark, has been succeeeded by Robert Haley.

Henry Peters, baker, Woodbridge, is dead.

A. McIntyre & Co., grocers, Sudbury, Ont., have sold out.

J. McCowie, grocer, Chatham, has admitted his son as partner.

D. J. Keagon, general merchant, Hastings, is selling out.

A. E. McNeice, grocer, Strathroy, has sold out to Mihell, Gill & Co.

Robert Walder, general merchant, Massey, has sold to H. H. Flesher.

W. C. Morton, tobacco merchant, Woodstock, has sold to John H. Ross.

The business of W. Somerville, baker and confectioner, Chatham, is for sale.

The cheese factory belonging to R. G. Armstrong, Elginburg, has been sold to T. Wright.

The assets of Ludger Jodouin, general merchant, Mattawa, have been sold at 50½c on the dollar.

S. E. Harris, grocer, Brantford, has admitted F. C. Harp to partnership. The firm name henceforth will be S. E. Harris & Co.

The Norwood Co., produce merchants and confectioners, Chatham, have sold their confectionery department to Crump, Rhoady & Bates.

QUEBEC.

Victor Plante, general merchant, Baillargeon, is dead.

Hubert Rainville, tobacco dealer, Montreal, has assigned.

Adolphe Crete, general merchant, Grandes Piles, is dead.

Louis Weinstein, general merchant, Acton, is offering to compromise.

MALAGA FRUIT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

W. J. Steele, general merchant, Calumet, called for a meeting of creditors Dec. 1.

Robert Y. Rhind, cigar dealer, Montreal, has been succeeded by Thos. Davies.

Chs. H. Milot has registered under the style of Chs. Hormisdas Milot, grocer, Montreal.

Theoret & Frere, grocers, Montreal, have assigned; meeting of creditors December 2.

Reeves, Elmina & Cie., general merchants, Longue Pointe, have dissolved partnership.

J. L. Plourde, general merchant, St. Raymond, called a meeting of creditors November 29.

The assets af H. Locas & Co., general merchant, Chenneville, were sold on November 29.

Comte, Forbes & Co., dealers in wines and coffees, Montreal, have dissolved partnership.

Jos. Seguin, Jr., has registered with L. J. Seguin & Cie., general merchants, St. Simon.

Mrs. Leon Maheu has registered with Leon Maheu, liquor and wine merchant, Victoriaville.

L. G. Belzil, general merchant, St. Fabien, held a meeting on November 30 to appoint a curator.

The book debts and real estate of P. E. Povier, general merchant, Fraserville, have been sold.

Gustave Fleury, tobacco merchant, Montreal, has assigned; meeting of creditors December 2.

A. Tremblay, general merchant, St. Felicite, called for a meeting on Nov. 29 to appoint a curator.

Phillippe Hebert, general merchant, St. Maurice, has assigned; meeting of creditors held November 29.

Jos. Simard, general merchant, Causapscal, has assigned; Lafaivre & Taschereau provisional guardians.

Philippe Herbert, general merchant, L'Anse Au Foin, has assigned; Lefaivre & Taschereau provisional guardians.

Arthur Saucier and Louis Marchand have registered under the style of Arthur Saucier & Cie., provision merchants, Montreal.

MANITOBA AND N.W.T.

C. F. Wood, grocer, Winnipeg, has been succeeded by Wood & Brummell.

Geo. F. Carmel, general merchant, Wetaskiwin, has assigned to R. W. Manly.

Hough & Crowe, general merchants, Birtle, have been succeeded by Hough & Wickware.

Rawson & McLaughlin, general merchants, Hazel Cliffe, have dissolved partnership.

Anderson & Govier, general merchants, Dundurn, have been succeeded by J. H. Anderson & Son.

Otteson & Sealund, general merchants, Wetaskiwin, have admitted H. W. Mallett to partnership.

J. E. Saunders & Co., general merchants, Saskatoon, have called for a meeting of creditors Dec. 17.

J. E. Sinclair, general merchant, Prince Albert, has been succeeded by Revillon Freres, Limited.

BRITISH COLUMBIA.

Jos. Gall, general merchant, Morrissey, has suffered loss by fire.

NEW BRUNSWICK.

Hamm Bros., biscuit manufacturers, St. John, have dissolved partnership, R. P. Hamm continues under old style.

Ramsay Bros, confectioners and fruiters, St. John, have dissolved partnership, Geo. Ramsay continues under old style.

WHOLESALE GROCERS' HOCKEY TEAM.

At a meeting of the H. P. Eckardt & Co. Hockey Club in Toronto last week the following officers were elected: Hon. President, H. P. Eckardt; Hon. 1st Vice-President, R. B. Rice; Hon. 2nd Vice-President, W. B. Sparling; Secretary-Treasurer, B. R. Brown; Manager, G. H. Gansby; Committee, H. A. Robertson and W. Tickell. The team will again play on the Queen City Curling Club ice.

Upton's

New Season's Orange Marmalade

Now Ready

Try some of it on toast for breakfast.

FULL OF FISH

If every grocer would fill himself with the subject of HALIFAX PREPARED CODFISH he would have no difficulty in interesting his customers, and he would have no difficulty in getting filled with the subject if he would just try the fish once for himself. Every consumer who gives it a trial at once becomes a FISH ENTHUSIAST, so if the grocer is able to gain a customer for it once, he will gain him for good, and that new enthusiast will advertise the fish to others, until the vogue for HALIFAX PREPARED CODFISH becomes a habit with the people. Then his trade for the fish will be an established and sure thing, in view of which it would seem wise for the grocer to get "FULL OF FISH" at once.

BLACK BROS. & CO., Limited,
HALIFAX and LAHAVE, NOVA SCOTIA.

A. H. BRITTAIN & CO., Agents, Board of Trade Bldg., MONTREAL

FRESH AND CURED FISH

Prepared Fish Trade.

IS the retail trade receiving its share of the enormous trade to be done in prepared boneless cod fish? It is an admitted fact that the grocery trade, generally speaking, does not receive as large a portion as it might of the enormous trade there is to be done in prepared boneless cod fish, owing largely to the way in which this sea food has been packed and prepared in the past, and to the fact that a great many retail grocers have not given this branch of their business the attention it deserves.

Every grocer, especially in larger centres, counts yearly (just as soon as weather conditions permit) on a nice trade in smoked fish of different varieties. There is a season of the year, however, when he is entirely out of these lines, consequently losing profits on a branch of his business which should not be neglected.

Grocers can now buy boneless cod fish especially prepared for keeping at all seasons of the year (provided ordinary care is used with it) packed in attractive wooden boxes of special package form, as well as shredded cod in cartons, which presents this food to the consumer in a most appetizing form. What has hurt the sale of cured cod fish is the oldfashioned method of curing and rough way in which this fish was formerly handled. Some of the most popular forms in which it is prepared is shredded cartons, wooden boxes, and one and two lb. bricks.

Another Dog Fish Product.

THE livers of the common dog fish are of considerable commercial value according to Charles H. Stevenson, in the United States Fish Commission Report. It does not appear that any important fisheries are organized especially for the capture of these sharks. Many, however, are taken incidentally, and the livers extracted and thrown into the liver butts with those of other fish. The livers are shaped like those of the cod and pollock and are very brittle, breaking readily when lifted.

In Boston and Gloucester dog fish livers are sold at the same rate as those of cod, viz., 25 to 30c per bucket of 2½ gallons. The yield of oil during August, September and October is about sixty quarts per bucket, but at other seasons it is much less. The oil is seldom kept apart from cod oil for currying purposes and it sells for the same price per gallon. It is estimated that from 10,000 to 15,000 gallons of dog fish oil are prepared on the New England coast annually, nearly all of which is combined with cod and sold for currying. When warm it has a strong odor resembling ammonia, but this may be removed by refining.

On the coast of Oregon, Washington and British Columbia large numbers of dog fish are taken for the conversion of their livers into oil. The livers of 100 dog fish yield six to eight gallons of oil. According to a report of the Commissioner of Fisheries of Canada, as early as 1876 about 60,000 gallons of dog fish oil were exported from Victoria at a valuation of 40c per gallon. The present annual product is said to exceed 200,000 gallons.

Dog fish oil is used on the Pacific Coast in competition with other oils with most favorable results, being, according to one authority—"Equal if not superior to oil supplied to H. M. ships by the service both for lubricating and lighting purposes."

More Salmon Traps.

ACCORDING to the Victoria Times there will be at least half a dozen salmon traps operated on the shores of Vancouver during the season of 1905. New ones are to be built for Findlay, Durham & Brodie, of Victoria. An extra trap will probably be worked at Clover Point, and there will also be another one at Sheringhan Point. Some of the firms interested will ship the salmon catch to the Fraser River to be canned. One firm in particular is contemplating the erection of a large salmon cannery on the Island.

The erection of these traps, however, is contingent upon the Provincial Government granting suitable sites to canners and fishermen holding licenses from the Dominion Government. This is being delayed by the local Government, presumably because of the old difficulty between the province and the Dominion with respect to the control of the fisheries on the B. C. coast. Meanwhile those who wish to put in traps are being subjected to undue delay in placing orders for pile driving, nets, webbing, etc.

Last month the canners, with the exception of one firm operating on the Northern British Columbia coast, petitioned the Minister of Marine and Fisheries not to permit the operation of traps along the northern coast. The exception to the petition was a firm which already had an application in for a trap license in the north. It is held by the canners that no necessity for traps exists in the north, for the reason that Canadian net fishing there is not subjected to unfair competition, as is the case further south, where Americans have the shores of Puget Sound strung with traps, while until last Summer fishing operations in Canadian waters in the vicinity of the forty-ninth parallel were restricted to the use of gill nets. The department is now being pressed for action on the petition.

Indians Destroying Salmon.

In a report from Port Essington, B. C., under date of Oct. 24, J. T. Williams, Dominion Government Fisheries Inspector, advises the Department of Marine and Fisheries, Ottawa, of the wanton destruction by Indians of hundreds of sockeyes, which last season made their way to the headwaters of the Skeena River in order to spawn. According to the report this wholesale destruction has been going on from time immemorial, and it is a wonder there are any salmon left along the coast of Northern British Columbia. The Department is keenly alive to the fact that the depredations of the Indians must be stopped if the fisheries are not to be sacrificed.

B. C. Herring Industry Promising.

Mr. J. J. Cowie, the Scottish fishery expert, has just returned from the Pacific Coast, where he inspected the herring fisheries. There are great quantities of herring there which are not now made use of. In fact herrings are sent from the Maritime Provinces to Vancouver by the carload. Mr. Cowie reports the British Columbia fisheries as productive as any in the world, and that there is no reasonable limit to the catch. The fish have more oil than the Atlantic herring, and dry salting would probably have to be used in curing them. There is an unlimited market for these fish in Japan, China, Straits Settlements and other Pacific Ocean markets.

B. C. Salt Fish Beats the World.

The directors of the Gulf of Georgia Fish & Curing Co., Nanaimo, B. C., are congratulating themselves upon the receipt of a letter from Japanese Consul

Shimgu, of Vancouver, giving a statement as to the quality of the salt fish supplied by this firm to the Japanese Government. Japan has been contracting enormous quantities of salt fish from all parts of the world for use in her army, and reports that the fish supplied by the Gulf of Georgia Fish & Curing Co. were better packed and had better keeping qualities than any other fish received.

Salmon Industry in Danger.

Considerable difficulty has arisen out of the divided jurisdiction of the States of Washington and Oregon in regard to the spawning of salmon. At present there is an absolute deadlock; meanwhile poachers with gill nets, traps, seines, wheels, etc., keep up the raid on the vitality of the salmon, and hatcheries on the Columbia River are getting so few salmon for propagation that they might as well go out of business.

This is of vital import to the fisheries of British Columbia in so far as American fishermen, by neglecting to observe any regulations in catching fish off B. C. shores past which salmon have to go to reach the Fraser River, are ruining the industry on that river. The Fraser is the breeding ground for supplies of salmon on both sides of the line.

A recommendation is made by the Victoria Colonist that the authorities of the State of Washington and of the Dominion of Canada endeavor to unite on a policy that will conserve the salmon industry for both countries.

Fish Notes.

The united canneries on the Fraser River have been sold for $119.500.

COMPANIES TO VOTE IN MUNICIPAL ELECTIONS.

At a meeting of the executive of the Canadian Manufacturers' Association in Toronto on Nov. 24, one of the subjects discussed was "Securing franchise rights in municipal elections to incorporated companies."

Mr. R. J. Yonge, secretary of the Manufacturers' Association, in the course of an interview with The Canadian Grocer stated that this matter had been down on the official slate for some time. It is claimed that while members of incorporated companies carrying on a manufacturing business have votes where they reside, they have no voice whatever in municipal legislation affecting the districts in which their factories are situated. When it is considered how large the manufacturing interests loom up in the aggregate property assessment of many Canadian towns and cities the reason for a change by way of re-distribution in the municipal franchise is easily seen.

When asked whether the idea was to allow an incorporated company as such one vote or more, Mr. Yonge said the details were not yet arranged. He would go so far, however, as to say he thought one vote should be given such a company. In case the managing director of a firm located at Montreal, say, was given a vote in the municipal elections, he would have an additional vote in his home municipality in the event of its being other than Montreal.

CATALOGUES, BOOKLETS, ETC.

The Canadian Grocer is in receipt of a handsome illustrated price list issued by Lutey Bros., grocers, Butte, Montana. Not only does it cover the grocery field comprehensively but contains a fund of information of practical value to the retailer.

The Robert Greig Co., Toronto, is issuing a booklet to the trade entitled "How to Add to Your Profits," which tells in a very convincing way the many excellent qualities of Pratt's stock and poultry foods.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK

"Horse Shoe"

SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

ADVENT

FISH

All kinds of FRESH, FROZEN, SALTED, DRIED and PREPARED.

OYSTERS

STANDARDS and SELECTS.
In Bulk
by the Gallon.

Quality Guaranteed.

A trial order solicited.

Special attention given to mail orders.

Price lists mailed on application.
Send for our show cards and hangers.

MONTREAL, P.Q.
ST. JOHN, N.B.
WESTPORT, N.S.
GRAND RIVER, P.Q.
GASPE, P.Q.

LEONARD BROS.
20, 22, 24 and 26 Youville Square,
Montreal.

P.O. Box 639.
LONG DISTANCE TELEPHONES.

WITHOUT A COMPETITOR IN MERIT
OR RIVAL IN POPULARITY
CAN BE TRULY SAID OF

BOECKH'S BAMBOO-HANDLED CURLING BROOMS

They are made of specially selected corn—well fastened, neat and light.

Do you supply your local rink?

If not no doubt you do not stock this now seasonable line.

Order now, as "The Roarin' Game" will soon be in full swing

United Factories, Limited,
Head Office: TORONTO.

BRANCHES:
MONTREAL
LONDON

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Are You Selling Them ?

FEARMAN'S FAMOUS SAUSAGES

Easy to handle—easy to sell—the delicious flavor pleases the customer and increases your trade. Let us have your order for daily or weekly shipment by express.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Butter and Cheese Situation.

THE cheese market has been quiet during the past week. Some large orders to ship out stored cheese were received from the United Kingdom to catch the last steamers leaving Montreal, and a large quantity left by the Portland steamer sailing on Saturday, November 26. The price of October made cheese is held at 10 to 10¼c, and for earlier made Fall goods holders' ideas are keyed up to 10¼ and 10½c. United Kingdom importers have not forgotten last year's disastrous wind-up, and are acting very cautiously, which would imply that they await a better retail demand on their side before operating further.

The butter market has been active and a good trade has passed at 20½c for choice quality. Holders are advancing their price to 20¾ and 21c, and with the home trade getting a little anxious for their Winter requirements it looks as if they would succeed in getting what they are asking. From now out the quality of butter will hardly pass for United Kingdom requirements.

Confiscated Meats.

WAR on diseased meats and foodstuffs is being waged in Montreal. Dr. McCarrey, chief food inspector, is hot foot after the impure food handlers, and last week he made an example of a few.

At the abattoirs the following animals were destroyed: Thirteen cattle, two calves, two sheep, three hogs, one lamb, besides twenty-one livers and 904 pounds of other meat.

At the various stalls in the city the following goods were confiscated: Two thousand pounds of foodstuffs, 66 pounds of fruit, 40 pounds of fish, 2 boxes of salmon, 399 pounds of beef, 14 pounds of mutton, 114 pounds of pork, 10 pounds of blood pudding, 314 pounds of veal, 122 pounds of sausages and 160 pounds of poultry.

The large number of confiscations led Dr. McCarrey to remark that this was partly owing to the fact that, as the cold weather approached the number of animals killed for food increased weekly. Still there was an unusual large number of diseased animals being shipped to Montreal, and the inspectors were kept very busy.

The Canadian Grocer inquired at the office of the Provincial board and learned that rigid inspection of all abattoirs outside the city is now in force, and that further precautions are to be taken in order to co-operate with the anti-tuberculosis league. In fact they were in accord with Dr. McCarrey.

Canadian Butter Bears Danish Label.

"I AM often interested in things I see during occasional visits I pay to factories," remarked the manager of one of the leading Canadian banks the other day. "For instance, a short time ago I was in a butter factory in Ontario. The town in which the factory is situated is a small one and I was told that the whole of the output of that factory was regularly shipped to Denmark without being salted, where it was prepared for the English market and sold as Danish butter. I was also in a pork factory the other day and I noticed that the hogs which they were killing were all of medium size, and that when cut up the bacon showed regular streaks of lean and fat. I learned in this instance that all the output of the factory was shipped to Ireland, and no doubt from there re-shipped to Great Britain as Irish bacon."

"There is one thing about it," remarked one of the gentlemen who was listening to the narrative, "it is a testimony that Canada's butter and bacon must be pretty good stuff or it would not be bought and palmed off as the product of countries which have established a very high reputation in the products as mentioned."

Falling Off in Dairy Exports.

Official reports show that the total value of butter and cheese shipments from Montreal this season is $25,000,000. Of this amount the cheese exports totalled $18,000,000, and the butter exports $6,500,000. This is a falling off of nearly two million dollars, as compared with last year, caused principally by the cold weather setting in much earlier than last year, which resulted in a big decrease in the make.

Potato Culture in Spain.

A group of capitalists is about to form a company at Pamplona for the manufacture of starch and dextrin from potatoes. The authorized capital of the company is $714,286, of which less than one-third will be called for at present.

The climate and conditions of the country in the vicinity of Pamplona are eminently suitable for the cultivation of the potato, and it is hoped that before long the company will be able to supply industrial starch and dextrin at a price lower than that which is now being paid to German makers. The imports of these products into Spain have amounted to about 14,000 tons annually, valued at nearly $500,000.

New Dairy Paper.

It is rumored that Canada will shortly have a new dairy paper. Committees appointed by the Eastern and Western Dairymen's Associations have been considering the matter, as a result of which it has practically been decided to start such a paper and conduct it as the official organ of both associations. It is expected that the first number will be published in time for distribution at the annual convention of the Dairymen's Associations in January.

London, Eng., Provision Markets.

Latest market reports from Thomas Nesbitt & Co., London, Eng., advise that the demand for butter is improved and the market firmer. Trade in bacon is steadier at reduced quotations, while hams are meeting with more inquiry at generally improved values. The market for lard is firm for best bladdered, but quiet in consequence of high rates. The egg trade is slow in consequence of high rates and cheese is selling fairly well at advanced prices.

Dairy and Provision Notes.

Geo. A. Bayle, St. Louis, Mo., has been awarded two gold medals at the World's Fair for Bayle's "Potted Cheese."

It has been officially announced that hereafter iced cars will be furnished by the British Government free of charge for conveying Canadian butter from Avonmouth to Bristol. This important concession removes what may have been an objection to Bristol shipments, and will undoubtedly add to the popularity of this port as a distributing point for Canadian butter.

Rose Brand Lard
for
Christmas Cooking

The busy housewife has no desire for cheap Lard in her Xmas pastry. The best is none too good, and not too dear for your family trade. Fresh rendered every day at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

TORONTO FRUIT EXPORTER DEAD.

THE CANADIAN GROCER regrets to have to chronicle in this week's issue the death of Mr. George McWilliam, of the firm of McWilliam & Everist, wholesale fruit and commission merchants, Toronto, which occurred on Saturday, Nov. 26.

Mr. McWilliam was well known in fruit circles throughout Canada and the United States, having for years been a principal in the firm of McWilliam & Everist, one of the oldest and largest wholesale fruit produce and commission firms in Western Canada.

He was born on July 13, 1852, at Moss Side, Carney, Aberdeenshire, Scotland, and came to Toronto in 1871.

In 1874 he entered the wholesale fruit business in which he was afterwards engaged up to the time of his death. In

The late George McWilliam.

1878 Mr. McWilliam admitted Mr. F. Everist to partnership, forming the firm so well known to the Canadian fruit trade at the present time.

Mr. McWilliam enjoyed the distinction of being the pioneer apple exporter of Canada, and of having seen the trade grow from a very small beginning to its present proportions.

COMMERCIAL TRAVELERS MEET.

AT a large and representative meeting of the Commercial Travelers' Association of Canada on November 26 in Toronto, the nomination of officers and directors for the ensuing year resulted as follows:

President, Thomas McQuillan, elected by acclamation; First Vice-President, John Everett, H. Goodman; Second Vice-President, Lewis A. Howard, elected by acclamation; Treasurer, J. C. Black, E. Fielding (one to be elected).

Directors Toronto Board—F. C. Armstrong, Walter B. Brumell, J. H. Butler, C. A. E. Colwell, F. G. Crone. Frank J. Campbell, Lytle Duncan, John Everett, L. Glover, John Gibson, Robert Gemmel, Arthur F. Hatch, George H. Haslam, Robert Keyes, James H. Lumbers, Malcolm Lamont, W. J. Micks, E. Musgrave, C. Ryan, G. W. Stone, S. M. Sterling, Joseph Taylor, C. J. Tuthill. George West, W. A. Verner. Nine to be elected.

Hamilton Board—First Vice-President—Fred T. Smyte, elected by acclamation; Second Vice-President, J. H. Herring, elected by acclamation; Directors, E. J. Fenwick, W. M. Fielding, James Hooper, George Matheson, E. E. W. Moore, Geo. M. McGregor, R. M. Stewart, H. G. Wright. Six to be elected.

Kingston Board—Directors, W. H. Graham, W. S. R. Murch, T. H. Stewart. Two to be elected.

Berlin Board—A. Foster, J. Knauff, W. J. Moody, W. E. Southgate, George Schnarr. Two to be elected.

The following representatives were elected by acclamation to their respective boards: Guelph, C. Auld, A. Hill; Montreal, Vice-President, S. O. Shorey; Directors, William Cauldwell, E. E. Starr; Winnipeg Board, G. F. Galt and H. Miller; Vancouver Board, W. J. McMaster and R. Martin; Brockville Board, J. L. Upham.

The ballot will close December 28 at noon, and the returns will be made known at the annual meeting on December 29. Mr. Thos. McQuillan, the president, presided.

It was decided to print and circulate the pamphlet prepared by Mr. E. Fielding on the financial proposals now under discussion by the association.

FIRMS INCORPORATED.

The Please Mfg. Co., Toronto, have been incorporated, with share capital of $50,000, to manufacture and sell soap, washing compounds and perfumes. Provisional directors: W. C. Kingsbury, C. A. Miller, and F. Perry, all of Toronto.

The Erie Basket Co., Leamington, Ont., have been incorporated with share capital of $20,000, to manufacture and sell baskets, fruit and vegetable packages. Provisional directors: E. Smith, W. T. Easton, and E. M. Easton, all of Leamington.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

BUY THIS BOOK

SUCCESSFUL ADVERTISING—How To Accomplish It.—By J. Angus MacDonald.

Every Merchant and Salesman will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

Sent postpaid for $2.00.

MacLEAN PUBLISHING CO. LIMITED
TECHNICAL BOOK DEPT. TORONTO.

Peacock Brand Cream Cheese

Excellent flavor and quality guaranteed. In tin foil and porcelain jars.
Packed in dozens.
Order from your wholesaler.

BATES, PEACOCK CO.
HAMILTON.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

The Tarbox Self Wringing Mop

with that famously popular knitted

Cotton Mop Cloth

Prices Reduced in sympathy with Lower Cost of Cotton

Do not overlook this when ordering kindred stock—the best houses, wholesale and retail, carry them.

Manufactured by

TARBOX BROS., = Toronto, Canada

THERE ARE MANY

BAKING POWDERS

—BUT—

"Eagle" Baking Powder

is the most reliable and business-bringing line in Baking Powders.

Write for particulars.

J. H. MAIDEN
Montreal

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y..	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles and Chemung, Ill.**

1842 — 1904

Our Motto: "FORWARD"

ALL our stock damaged by fire of 21st September last has been sold last week for account of the Insurance Companies. We want to assure our customers and the trade that all orders entrusted to our care are filled with fresh and new goods. We never handle damaged goods, our stock in all lines being complete.

L. CHAPUT, FILS & CIE.

Wholesale Grocers,

ESTABLISHED IN 1842. MONTREAL.

A SURE CURE FOR A POOR COFFEE TRADE LIES IN SELLING OUR

Only the work of a moment—
"the ordering of a sample lot."

The uniformly high quality of our

EMPRESS BLEND COFFEE

The "Money Back" kind

makes it easily the best 40 cent COFFEE sold in Canada to-day.

The success of your business—
"the continued selling of 'Empress' Coffee."

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS TORONTO.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The A. F. MacLaren Imperial Cheese Co., Toronto, are making a most liberal offer to send to Old Country friends of the trade, all carriage charges prepaid, at regular wholesale prices, any quantity from a half dozen up, of MacLaren's Imperial Cheese. As Canadian enterprise is to be commended at all times, and as there are doubtless many of the trade who will take advantage of the offer, we feel that besides assisting our readers to that end we are also doing our duty to Canada and Canadian trade. The well known merit of MacLaren's Imperial Cheese is such that the manufacturers are not afraid to put their product up in competition with any cheese in Europe or the world.

Wm. H. Dunn, Montreal, has three hundred cases of smoked Norwegian sardines, "Aurora" brand, ¼s, arriving next week.

Honey is no longer looked upon as a luxury, but owing to the heavy loss of bees during the unprecedented severity of the last Winter some sections of the country are almost entirely without honey. Foster & Holtermann, Brantford, who have a specially constructed bee house and cellar capable of accommodating 1000 hives of bees safely in any temperature, are leaders in this line. R. F. Holtermann is well known as a beekeeper and lecturer. By his hints on selling and storing honey he has enabled many dealers to very materially increase their trade in honey.

The Eby-Blain Co., Toronto, have just passed into stock a car of green Rio coffee, which they are offering at attractive prices.

Retailers looking for a really meritorious shoe blacking are recommended to place an order with the Eby-Blain Co., Toronto, for their "Gold Medal" shoe blacking.

C. E. Colson & Son, Canadian agents for Crosse & Blackwell, London, Eng., report delivery of large shipments of C. & B. goods to Demers, Fletcher & Co., Hudon & Orsali, Montreal; John Sloan & Co., and the Eby-Blain Co., Toronto; Lucas, Steele & Bristol, Hamilton, and A. M. Smith, London, Ont. This information should be of service to buyers.

The Eby-Blain Co., Toronto, are offering a new and what is proving to be a very rapid selling line—Bode's Chewing Gum. Handsome vending machines are given with first order.

Mr. W. H. Dunn, Montreal, has interesting prices to offer to the trade this week on Norwegian sardines, 'Aurora" brand.

White & Co., Toronto, have received a car of California walnuts, and are expecting their first car of holly this week.

Dawson Bros., Toronto, have received two cars of Messina lemons. They are also expecting the arrival of a car of Mexican oranges, a car of Florida oranges and grape fruit, a car of navel oranges, and a consignment of Almeria grapes.

PERSONAL MENTION.

A caller at the Montreal offices of The Canadian Grocer during the past week was Mr. A. B. Hardwicke, Canadian representative for Pyle's Pearline.

Mr. N. N. Munro, eastern Ontario representative for Hamilton Coffee & Spice Co., Hamilton, is calling upon the Montreal trade this week and meeting with a good reception. This market is looked after by the Montreal agent, Mr. Silcocks, St. Nicholas street.

Mr. D. A. Morrison, who has for some years traveled for Baird & Peters, wholesale grocers, St. John, has decided to go into business for himself. He has purchased the wholesale and retail grocery business now conducted at Amherst, N. S., by Fillimore & Morris, and will take possession Feb. 1, 1905.

A grain warehouse belonging to Mr. Cooper, of Goderich, was destroyed by fire on Nov. 26.

COFFEE.

Our blends of coffee come from the richest coffee growing gardens in the world, including

Java, Mocha,

Ceylon, Bogota,

Mexican and Maracaibo

Is carefully milled, blended and roasted by the most modern machinery and has that true full rich coffee aroma not found in common brands.

Our No. 1 Blend to retail at 40c. is positively the best coffee value on the market.

Write for samples and test them at your own table.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

5,000,000 lbs.

—OF—

THE ONTARIO SUGAR CO. LIMITED

EXTRA STANDARD GRANULATED

BERLIN, ONT.

Has not supplied the demand this season for our popular product.

HAVE YOU HAD ANY?

If not, better order quickly.

BARRELS, 300 lbs.
BAGS, 100 lbs.

THE ONTARIO SUGAR CO.

LIMITED

BERLIN, ONT.

THE LATE JAMES STUART.

THE death of James Stuart on Saturday last at his home, 300 Carlton street, Toronto, after an illness of only a few weeks, came as a shock to his hosts of friends in Toronto and Western Ontario.

It is the lot of few men to be more universally loved than was the late James Stuart. His nature was of the kindliest, and his friendships were strong and steadfast. His native ability was supplemented by a wide experience, and his counsels were sought and heeded by many a man vexed with difficulties, and never was there one who put his confidence in Jim Stuart who went away without feeling braver and stronger for counsel given. In his home he was loved with a rare affection. He was a comrade to his sons, and their mutual devotion was a subject of common remark. The blank his death makes in the family circle must remain ever unfilled.

He was born in 1846 at Richmond Hill and was therefore at the time of his death in his 59th year. He attended in his boyhood Upper Canada College, graduating from that institution. There he formed acquaintances and friendships with those who in later life, came, many of them, to be regarded as among the brightest and best known of the citizens of the province. He began his business career early in life, entering the employ of W. H. Miller, wholesale grocer, Toronto. Later on he removed to Hamilton, in which city he lived upwards of 30 years. He became associated with the late Alex. Harvey, of Hamilton, in the wholesale trade, and later was a member of the firm of J. Stuart, Son & Co., wholesale grocers. He was a peerless salesman and to this day in the territory he visited in connection with his business, the memory of him is a cherished one. His wit, his fund of stories, the sunshine that always accompanied him, his sincerity and withal his fine manhood, made him an ever-welcome caller.

Ten years ago he came to Toronto to make his home, and in the enjoyment of family life, unharassed by care, he lived out his life. But the old instincts were hard to get rid of, and he became the advertising manager of The Canadian Grocer. In this capacity he proved that he had lost nothing of his former ability, and a goodly number of advertisers were brought into The Grocer through his persuasions. About nine months ago he was offered the eastern management of the Winnipeg Commercial, and discharged the duties of this office with credit to himself and profit to his company.

Not the least interesting item in connection with his career is the fact that he was a Fenian Raid veteran, having served with "H" Company of the 13th Battalion.

There is left of his family his widow, a daughter, Mrs. A. C. Milne, of Lacombe, Alta.; and three sons, H. M., of New York; C. P., with McColl Bros., Toronto, and J. T. with the Firstbrook Box Co., Toronto.

The interment took place at St. James' Cemetery, Toronto, on Monday last, and many an old friend yielded to his emotions as the sad and solemn service for the dead was read. The memory of

The late James Stuart.

James Stuart will continue to be a green one with everyone who was privileged to be counted his friend.

CANADIAN GOODS IN UNITED STATES.

Mr. O. Lefebvre, proprietor of Chinese Starch and Ocean Mills, Montreal, has had such success with his products in the eastern states that he is now opening up an American factory at Rouse's Point, N. Y. Starting in a small way through a local traveler, Mr. Lefebvre has had orders from Ogdensburg, Massena Springs, Rouse's Point, N. Y., Nashua and Manchester, N. H., Bangor and Portland, Me., and Lowell, Boston and Salem, Mass. In order to develop the United States trade he is opening a branch factory there.

INQUIRIES FOR CANADIAN TRADE.

The names and addresses of the firms making the following inquiries may be had by application to the Department of Trade and Commerce, Ottawa, or to the Editor of this paper. Parties making inquiries will be careful to mention the office under which said inquiry appears and the number.

THE following inquiry has been received from the curator, Canadian section, Imperial Institute, London, Eng., concerning Canadian trade.

105. A Covent Garden firm of fruit salesmen possessing an old established connection asks to be placed in communication with Canadian exporters of apples and fruits on commission.

The following inquiries regarding Canadian trade have been received by the Department of Trade and Commerce, Ottawa :

43. A London firm is desirous of being put in communication with responsible firms in Canada whose business connection lies with mineral water manufacturers for the sale of sugar, tartaric acid, etc. The London firm desires to establish an agency in Canada.

46. A wine and cognac house asks for good representation in Canada.

47 and 49. A French firm manufacturing olive oils wishes to open up with Canadian buyers.

51. Wanted, by a French grain merchant, names of Canadian dealers in sarrasine.

The following inquiries regarding Canadian trade have been received from Manchester, Eng.:

69. A Manchester firm wishes to correspond with Canadian buyers of salted hides and Irish kip.

The following inquiries have been received from the commercial agent, Yokohama, Japan, regarding Canadian trade :

17. A bakery and grocery firm wish to be put in correspondence with Canadian butter exporters.

18. A Yokohama importing firm wishes to have samples of hard-boiled candies, jelly, beans, etc.; if goods and prices are satisfactory good business may be relied upon.

19. An old established firm in the bakery and general goods trade wishes correspondence with Canadian manufacturers of German yeast. This yeast is similar to what is known as Royal Yeast, and large size packages would be preferred.

20. A first-rate commercial house wishes to have correspondence with manufacturers and exporters of fish manure, also salted salmon. Samples and lowest c. i. f. prices are requested. If prices are satisfactory can handle large quantity in these lines.

Note.—In quoting for the Japan market in any or every line of trade, make prices to cover all charges up to the custom house at Japan ports, or otherwise f. o. b. Vancouver, Victoria or Atlantic ports.

PURITY

All our Spices are Pure.

We say so.

The **Government Report** says so.

Stock **"Pure Gold" Spices,** and when the Gov't. Inspector calls give him a hearty welcome.

Pure Gold Brand is your safe-guard.

THE PURE GOLD MFG. CO.

LIMITED

TORONTO

Solicits Your Business if You Desire Quality.

"THE MEMORY OF QUALITY LINGERS WHEN PRICES ARE FORGOTTEN."

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Mops, Etc.
Tarbox Bros., Toronto.
United Factories, Toronto.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Gillard, W. H., & Co., Hamilton.
Laporte, Martin & Cie, Montreal.
Old Homestead Canning Co.,Picton, Ont.

Cans and Canisters
Acme Can Works, Montreal.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co.,Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott,Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.

Dairy Produce and Provisions.
Canadian Canners', Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougal & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.
British America Ass. Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
"Ozo" Co., Montreal.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co.Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Honey.
Foster & Holtermann, Brantford.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. N., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal,
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Greig, Jas. R., Montreal.
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal,
Sutton, G. F., Sons & Co., London, Eng.
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Staunton's Limited, Toronto.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Reckitt's—Gilmour Bros., Montreal.
Winn & Holland, Montreal.

Wines, Liquors, etc.
Beland, B. O., Montreal.

Woodenware.
Acme Can Works, Montreal.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISEMENTS.

Acme Can Works 7
Adamson, J. T., & Co 57
Allison Coupon Co 8
American Tobacco Co. 64
Auer Light Co 3

Balfour & Co 13
Barnard & Holland 51
Bates, Peacock Co 23
Beland, B. O 41
Bennett Mfg. Co 8
Black Bros. & Co 16
Blue Ribbon Tea 45
Bradstreet's 8
Braid, Wm., & Co 69
Brantford Starch Works 34
British America Assurance Co 66

Canada Maple Exchange 8
Canada Paper Co. 57
Canadian Bank of Commerce 66
Canadian Canners Limited 7
CANADIAN GROCER 2
Canadian Press Clipping Bureau ..... inside back cover
Canadian Salt Co 30
Canadian Swiss Trading Co 53
Capstan Manufacturing Co 3
Cassidy, J. L., Co 51
Ceylon Tea 6
Chaput, L., Fils & Cie 24
Chase & Sanborn 45
Christie, Brown & Co. ..outside front cover
Clark, W 47
Coles Manufacturing Co 34
Colson, C. E., & Son. ..outide back cover
"Commissioner" Tea 8
Common Sense Mfg. Co 24
Confederation Life Association 66
Cowan Co 54
Cox's Gelatine 8
Creed, J. N., & Co 30
Cullen, Orlan Clyde 48

Davidson & Hay 15
Dawson Commission Co. 56
Dingle & Stewart 2
Dominion Molasses Co 51
Dominion Packing Co 20
Downey, W. P 47
Duncan Company 8
Dunn, Wm. H 61
Dutch Chemical Works..inside back cover

Eby, Blain Co 25
Edwardsburg Starch Co 71
Empire Tobacco Co. 62
Epps's Cocoa 47
Eureka Refrigerator Co 8
Ewing, S. H. & A. S. 72
Ewing, S. H., & Sons 3

Fearman, F. W., Co 20
Finkle & Ackerman 8
Fortier, J. M 62
Foster & Holtermann 53
Foster Pottery Co 2
Frontenac Cereal Co 60

Gibb, W. A., Co 56
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd 22
Gorman, Eckert & Co 26
Gowans, Kent & Co. ..outside back cover
Greig, Robt., Co 55

Heinz, H. J. Co 30
Hill, Evans & Co 3
Husband Bros. & Co. 56

James, F. T., Co 8
Japan Teas 4

Keen, Robinson & Co.outside front cover
Kingston "Gleaner" ....inside back cover
Kinnear, Thos., & Co 14
Klotz, E. W 51

Lake Huron & Manitoba Milling Co ... 61
Lambe, W. G. A 2
Lamont, Corliss & Co 53
Laporte, Martin & Cie 33
Lawson, Reginald 2
Leonard Bros 19
London Guarantee and Accident Co .. 66
Lucas, Steele & Bristol 13
Lumsden Bros 9
Lytle, T. A., Co 3

Maiden, J. H 24
Mathieu, J. L., Co ....inside front cover
Matthews, Geo. Co 22
Metallic Roofing Co. 48
Metropolitan Bank 66
Millman, W. H., & Sons 2
Milne, Chas 2
Montreal Maple Co 7
Mooney Biscuit and Candy Co 54
Morse Bros 12
Mott, John P., & Co 55

MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co . 64
McCann Wm., Milling Co 61
McDougal & Lemon 57
McDougall, D., & Co 62
McGregor-Harris Co 36
McLaren's Cooks' Friend Baking Powder ....inside back cover
McLean, J. A., Produce Co 22
McWilliam & Everist 66

National Licorice Co ...inside front cover
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 48

Oakey, John, & Sons 9
Oakville Basket Co, ...inside back cover
Ocean Mills 9
Ogilvie Milling Co 58
Old Homestead Canning Co 5
Ontario Sugar Co 26
"Ozo" Co 49

Page, C. S 48
Park, Blackwell Co 20
Payne, J. Bruce 63
Pure Gold Mfg. Co 28

Rattray, D., & Sons 41
Bickett's Blue 70
Reid, Homer 57
Robinson, O. E 57
Robinson's Patent Barley ..... outide front cover
Rose & Laflamme 10, 70
Row & Co 2
Rutherford, James, & Co 36
Ryan, Wm., Co 36

"Salada" Tea Co 34
Smith, E. D 54
"Sovereign" and "Lynx" Salmon .. 18
Stauntons Limited 65
Stavanger Preserving Co 47
St. Charles Condensing Co 24
Stewart, A. J 55
Stringer, W. B., & Co 57
"Sugars" Limited 57
Snowdon, Forbes & Co 43
Sutton, G. F., Sons & Co 49

Tarbox Bros 24
Tippet, Artbur P., & Co 1
Todd, J. H., & Sons 18
Todhunter, Mitchell & Co 53
Toronto Salt Works....inside back cover
Tuckett, Geo. E., & Son Co 63
Turner & Co 36
Turner, James, & Co 13

United Factories 19
Upton, Thos., & Co 15

Walker, Hugh, & Son 57
Walkerville Match Co.. inside front cover
Watt, J. L., & Scott 53
Western Assurance Co 66
Wethey, J. H. .....outside back cover
White & Co. 57
Wilson Commission Co 2
Wilson, W. H., Co. ..... inside back cover
Winn & Holland .....inside front cover
Wood, Thomas, & Co 10
Woods, Walter & Co 23

Salt Sense

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals—no matter that they are fine and small crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

The Canadian Salt Co., Limited, Windsor, Ont.

Dollars and Cents

57
MONEYMAKERS

You would not object to having so many active workers on your staff would you? We can put them to pulling business for you at once.

HEINZ

57 VARIETIES

Are so well known you don't have to work to sell them. They work for you if you display them well.

H. J. HEINZ CO., PITTSBURGH, U.S.A.

There is only

ONE REASON

for the enormous increase in the sales of

LIPTON'S JAMS
In Canada

and that one reason is

Absolute Purity

all the time.

Lipton's "Fresh Fruit" Jams are sold by the wholesale grocery trade.

ORDER FROM YOUR JOBBER

For prices and other information address
THE CANADIAN SELLING AGENTS
J. N. CREED & CO.,
HALIFAX, N.S.
or J. S. CREED, - MONTREAL.
Room 525, Board of Trade Building.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. F. R. Munro.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Foster & Holtermann, Brantford, Ont.
E. D. Smith, Winona, Ont.
Tarbox Bros., Toronto.
Montreal Maple Co., Montreal.

SPICE MANUFACTURERS EXONERATED.

BULLETIN No. 95, on ground spices, issued by the Inland Revenue Department, Ottawa, just to hand, is, as usual, full of interest to the trade. On page 4 will be noted a special reference to an error made by the Department on samples 17945 and 17950 (spices said to have been put up by S. H. & A. S. Ewing, Montreal, reported in error in the previous bulletin).

It may be stated that a serious mistake was made by the collectors in attributing the above mentioned samples to stock purchased from S. H. & A. S. Ewing. Investigation proved that the Department was in error and that S. H. & A. S. Ewing had never sold one of the parties, and not to the other one for a period of nearly two years. Naturally enough this firm did not feel disposed to allow the former report to go unchallenged.

The Canadian Grocer has seen copies of correspondence between S. H. & A. S. Ewing and Hon. L. A. Brodeur, Minister of Inland Revenue, dealing with the subject, and certainly a great injustice was done to Messrs. Ewing. The Department has rectified its mistake in its late reprint bulletin No. 95.

Previous comment has been made in these columns upon the manner in which samples are collected by Dominion inspectors for analysis, and it is to be hoped that some improvement will be made with a view to getting correct information before a decision is given and published broadcast. In the absence of this an incalculable amount of damage may be done to the manufacturer by the Department, though unintentionally. It is believed that some action has been taken by the Manufacturing Grocers' Section of the Canadian Manufacturers' Association, with a view to assisting the Department in securing better means of obtaining samples for analysis.

WHERE THE FIRST TELEPHONE WAS MADE.

ON a pine clad eminence about a mile and a half from the City of Brantford, stands a house whose historic interest will grow with the growth of Canada's trade. It is the house in which was invented by Prof. Bell the first telephone.

In these days of universal telephones it is not easy for us to realize that it is little more than a generation since that great and marvellous invention was introduced to the public. It would perhaps be an exaggeration to say that it has revolutionized commerce, but it is not going too far to say that by facilitating commercial intercourse to an extent undreamt of by an earlier generation it has given an impetus to trade hardly less than that caused by the introduction of the telegraph.

The house in question was built by a Mr. Morton, whose grandson, Mr. Foster, conducts at the present day a flourishing wholesale grocery business in Brantford. The house was later acquired by Mr. Bell. It is from the foregoing historic circumstance that the City of Brantford derives its familiar appellation of "The Telephone City." One is glad to learn that the civic fathers of Brantford have ideas of acquiring the house and preserving it as a national monument.

DUMPING CLAUSE REVISED.

THAT the work of those who have been fighting the anti-dumping regulations tooth and nail ever since their adoption has not been without avail is seen in the official announcement of a revision in the regulations according to which the amount of any advance in the market value of goods between time of their purchase abroad by the importer in Canada and the date of their exportation to Canada shall not be subject to the special duty after November 9, 1904, provided such goods have been exported in the usual course of trade and the actual date of purchase has been established to the satisfaction of the collector of customs by contracts or other sufficient proofs produced for his inspection. It is provided, however, in respect to goods subject to an ad valorem duty that the ordinary duty shall be collected as heretofore on the fair market value of the goods at the time of their exportation to Canada.

COAL TO MEXICO.

IN illustration of the celerity with which trade is opening up between Canada and Mexico, we note Sir Wm. Mulock's approaching visit to Mexico, the completion of the arrangements for direct steampship lines on the Atlantic and Pacific Oceans, and lastly the contract of the Dominion Coal Company to supply Vera Cruz with 25,000 tons of coal.

The manager of that company states that early in October they sent 5,000 tons of coal to Vera Cruz where it was tested by one of the railway systems. This coal proved so satisfactory that the above-mentioned contract was placed. Shipments will be principally from Louisburg during the coming Winter season. This, together with the 75,000 tons contracted for by the Boston and Maine Railway and Halifax and St. John trades should keep the collieries fairly busy until navigation to Montreal opens again.

CANADIANS AND BRITISH INDUSTRIES.

A MOVEMENT is on foot to have Canadian manufacturers to the number of 300 or more visit Great Britain next Summer. The suggestion emanated in the first place from the London Chamber of Commerce, which body in conjunction with certain influential friends in Canada is reported to have already completed arrangements for the entertainment of their colonial visitors in July, 1905.

It would be a difficult matter to estimate the far-reaching influence of such a visit on the commerce, sentiment and patriotism of Canada, especially when it is remembered that her destiny as a nation is largely in the hands of just such men as will go to England as representatives of the Canadian Manufacturers' Association. They have already established the worthiness of the commercial fabric of Canada. At the same time they have learned the value of education, and by this time appreciate the importance of demonstrating to the Englishman what has actually been accomplished as well as what may be accomplished in Canadian manufacturing circles.

The manufacturers will have an opportunity to inspect the finest manufactories of Great Britain and to discuss and decide upon a basis for exchange trade between the two countries. Lord Strathcona has shown a keen interest in the movement, and it is hinted that Lord Brassey who paid such an interesting visit to Canada at the time of the Chambers of Commerce Congress, is giving it his personal attention.

It ought to go far towards removing misconceptions, and strengthening the ties between Canada and the Motherland. It will come, moreover, at an opportune time, as a challenge to the American press which is overflowing with reciprocity talk at the present time in spite of the assurance of the Hon. Geo. E. Foster at a banquet in Boston the other day that reciprocity had become a dead issue in Canada. The English press has recently shown an inclination to indulge in groundless fears concerning Sir Wilfrid Laurier's alleged friendly attitude towards reciprocity with the United States. The real calamity here, however, is the diverting of public attention to an issue in which Canada has absolutely no interest.

Business Men in Parliament

H. B. Ames, M.P. for St. Antoine, Montreal.

IN the Parliament which will meet in January no more self-sacrificing and zealous worker for the country's weal will be found than Herbert B. Ames, who has been elected to represent the St. Antoine Division of Montreal. Mr. Ames has for several years been closely identified with the reform movement in municipal politics in Montreal, and his services as alderman since

H. B. Ames, M.P.

1898 will stand him in good stead at Ottawa.

Mr. Ames was born in Montreal in June, 1863, the son of the late E. F. Ames, who came to Montreal half a century ago and established what is now the important boot and shoe business of the Ames-Holden Co., employing 325 hands. Mr. Ames graduated from Amherst College in 1885, entering the employ of his father's firm in August of that year, where he rapidly gained a complete insight into the business.

Though still a director of the company and largely interested in its welfare, Mr. Ames has since 1893 devoted himself more particularly to the work of improving the tone of municipal politics in Montreal. He was actively interested in the Volunteer Electoral League, launched in 1892, and in 1898 he became an alderman for the St. Antoine ward.

In January, 1903, Mr. Ames was elected to the Council of the Board of Trade, a proof of the confidence the business men of Montreal place in his ability. As a member of the board he had much to do with making the Chambers of Commerce Congress last Summer a success. This year he was enthusiastically received in Britain, when, in company with other Canadians, he returned the visit of the British delegates.

His interests extent in many directions. He is a director of the Great Western Life Insurance Co., and of the Dominion Guarantee Co. He is actively interested in the Y. M. C. A. and the Montreal Christian Endeavor Union. He is also a member of the Protestant section of the Quebec Council of Public Instruction, and a governor of the Montreal Dispensary.

OUR WINTER PORTS.

REPORTS from the most reliable sources would indicate that the business to be handled at the ports of St. John and Halifax this Winter will exceed that of any previous year. The sailings have all been fixed and some seven lines of steamers will ply between Canada and Liverpool, London, Glasgow, Bristol, Manchester, Belfast, Dublin and South African ports.

The weakest point, as in previous years, will be the import business. Were all the merchandise brought into Canada to come in via the Maritime Provinces' ports, there would be an enormous impetus given to the shipping interests of these cities. Unfortunately a very large portion of the Canadian import trade passes through United States ports. This is largely due to indifference on the part of importers in Western Canada. So long as they secure their goods they do not seem to care whether they come via Halifax, St. John or New York. Apparently they do not understand that it will be to their ultimate interest to build up our maritime cities.

Many importers hold the idea that for despatch and cheapness the Canadian ports are not to be compared with the big United States ports. In this contention they are wrong. The import business via Halifax and St. John is neither slow nor expensive. On the contrary, it is deserving of the best consideration on the part of importers. If it is found that goods can be brought in cheaper by a United States port, it becomes the duty of the importer making such a discovery to enter a protest to the Government. The Government are not paying subsidies to steamers sailing to our ports for nothing, and they can demand as low a rate on import stuff consigned to western points as may be quoted by steamship companies trading with United States ports.

Is your stock of Canned Fruits and Vegetables complete for Xmas trade?

If not, it is time for you to complete it. We have in store for immediate delivery:

APPLES, 3s.
" gallon.
APRICOTS, 3s, IN HEAVY SYRUP.
BLUEBERRIES, gallons.
CHERRIES, White, pitted.
" Red, "
" White, not pitted.
" Red, "
IN HEAVY SYRUP.
GOOSEBERRIES, 2s, IN HEAVY SYRUP.
LAWTONBERRIES, 2s, IN HEAVY SYRUP.
PIE PEARS, gallons and 3s.
PIE PEACHES, gallons and 3s.
PIE PLUMS, 3s and gallon.
PINEAPPLES, whole, 3s.
" grated, 1¾s.
" sliced, 1⅓s, IN HEAVY SYRUP.

PLUMS, Lombard, 2s.
" Egg, 2s.
" Greengage, 2s, IN HEAVY SYRUP.
RED RASPBERRY, 2s, IN HEAVY SYRUP.
" " gallons.
STRAWBERRIES, 2 lbs., IN HEAVY SYRUP.
" gallons.
TABLE PEACHES, Yellow Crawford, 2s.
" " " " 3s.
" " Lemon Cling, 3s,
IN HEAVY SYRUP.
TABLE PEARS, Bartlett, 2s.
" " " 3s.
" " Flemish Beauty, 2s.
" " " " 3s.

—— FRUITS ——

Our last importation of Malaga Table Raisins is in store.

Revise your stock for Christmas trade, for we have full assortment.
The following brands defy all competition:

Lady Layer, Boxes and ¼-Boxes.
Countess Clusters, Boxes and ¼-Boxes.
Duchess Clusters, Boxes and ¼-Boxes and 1-lb. Fancy Carton.
Princess Clusters, Boxes and ¼-Boxes.
Empress Clusters, Boxes, ¼-Boxes and 1-lb. Fancy Carton.

NOTE!

Tomatoes and Corn—Price very high.
Canned Peas at very attractive prices.

See if your stock is complete, as demand is very good. Order now, don't wait; see our travellers or write us.

AGENTS for

Mitchell Bros., Glasgow, Scotch Whiskies.
Ph. Richard, Cognac, Brandies.
Mitchell & Co., Belfast, Old Irish Whiskies.
Blandy Bros., Madeira and Malaga Wines.

LAPORTE, MARTIN & CIE., Limited

Wholesale Groceries, Teas, Wines, and Spirit Merchants,

MONTREAL.

"SALADA" GREEN TEA VERSUS JAPANS

AWARDED GOLD MEDAL St. Louis 1904

Perhaps you who have for years been wedded to the sale of Japans may think this a little premature,

But if you will take the trouble to consider this "SALADA" Green Tea question—mark the vast superiority over Japans in leaf and draw—note the entire absence of Dust, Dirt, Chips, or any Adulterant whatsoever—then, if only casually, to look around you, and see what a pronounced success your confreres are making of its sale, we venture to say that even you will be forced to confess that our oft-repeated claims of its ultimate dominating influence in the direction of leadership are more than mere romance—yes, considerably so.

Sealed Packets only—same form, style and prices as the Famous "SALADA" Black Teas.

CORRESPONDENCE SOLICITED. SAMPLES FURNISHED.
Address, "SALADA," TORONTO and MONTREAL.

COLES Electrically Driven Coffee Mills.

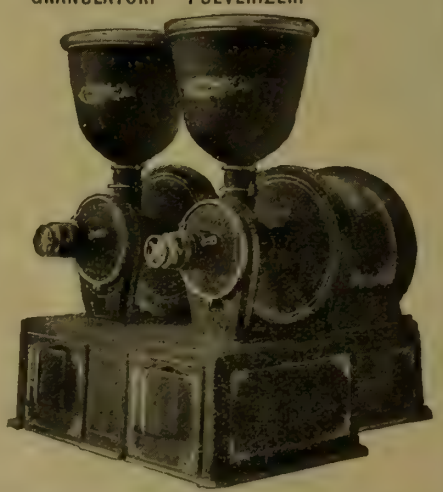
GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills. Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Catch the Eye

Our principal object in putting up

LILY WHITE GLOSS STARCH

in handsome drum packages is to catch your customer's eye. The attractiveness of the package gets the attention of the purchaser and the goodness of Lily White Gloss Starch secures their continued trade.

Drums—6 lbs. starch, 8 drums in a case, a pair of drumsticks with each drum.

Trunks—6 lbs starch, 8 trunks in a case.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Dec. 1, 1904.

Groceries.

SNOW has brought with it a general impetus to business. "The ringing of the bells," said a prominent wholesaler, "means the ringing of coin on the counters." So with good sleighing and Christmas trade already with us, trade may be considered in first-class shape. The Quebec elections were so tame that they scarcely had any effect upon business. Collections are reported poorer than they ought to be. It is thought that elections may have had something to do with this fact. Sugar is still ruling strong with a tendency towards a still further advance. Molasses is quiet and without any special feature though the market is firm and there is a fair demand. Spices are still high and are said to be likely to remain high. The low price of cloves may be continued as the supplies are greater than was at first expected. The coffee market has stiffened a little and the news from the countries of production shows that a rise is in sight. A considerable falling off has been recorded in the daily receipts. In currants the arrivals are in abundance and most of the stocks of dried fruits have arrived weeks ahead of the time they came last year. There has been a slight advance in sultanas, and Valencias have declined. A good business is being done now as Christmas is in the air and briskness rules. In canned goods the market for salmon is very firm and there is a good demand for all kinds of canned meats. Canned fruits are also in excellent demand. Green fruits are active and the first car of California navels arrived this week consigned to Hart & Tuckwell. Grapes are selling freely and a nice assortment of grape fruit is on the market. Vegetables of all kinds are now on the market in abundance despite the frosty weather and good prices are available. Eggs are a rare commodity now to get fresh, in fact the ridiculous period for eggs is now setting in and new laid, boiling eggs, which are other terms for strictly fresh, will shortly bring as high as 40c a dozen. The flour market remains very firm and the demand is first class.

SUGAR.

The sugar advances of the past ten days have been well maintained and notwithstanding these advances trade has increased and the demand is unusually good. The sympathy with raw sugar is so marked that advances have taken place in refined all over the world. In London, great excitement was reported a short time ago, owing to the unfavorable results arrived at from beet workings. In fact from London it is officially reported that the rise in beet was quite phenomenal. It is believed however, to be a speculative value and one that must break as soon as the speculators wish to realize. At any rate the sugar market locally is very firm and if the prophesies of knowing ones be true now is a good time to buy sugar before it advances more. We quote:

Granulated, bbls.	$5 20
" ½-bbls	5 35
" bags	5 10
Paris lump, boxes and bbls.	5 70
" ½-boxes and 1½-bbls.	5 80
Extra ground, bbls.	5 55
" " 50-lb. boxes	5 75
" " 25-lb. boxes	5 85
Powdered, bbls	5 35
" 50-lb. boxes	5 55
Phoenix	5 00
Bright coffee	4 95
" yellow	4 90
No. 3 yellow	4 90
No. 2 "	4 70
No. 1 " bbls.	4 60
No. 1 " bags	4 50
Raw Trinidad	3 95
Trinidad crystals	4 10

SYRUPS AND MOLASSES.

Now is the quiet time for syrups and molasses and certainly there is not much doing. However, the demand has not been bad and the prices have remained very firm with not the slightest tendency to sag. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ½-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

The coffee market is considerably stiffer than it was a week ago and there is now a prospect of a higher market. Mail advices state that the London record for deliveries for the year show a falling off of 54,000 tons. The most that could be made of this has been utilized by those interested in advanced prices. The figures this year are said to show more accurately the consumption than did those of last year. From Guatamala and Colombo the prices are reported to have advanced and as the receipts have declined in the Old Country further advances are expected.

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

The spice market is still strong. There is more inquiry for Singapore and white pepper. The spot market is firm. Higher prices are being asked for arrival. A steady business is being done in nutmegs and mace. A slightly firmer feeling has been noticed in Zanzibar cloves, but the arrival market is irregular, the present tendency being towards higher rates. Hemp seed continues to advance in value as difficulty with regard to transport in Russia still exists.

	Per lb.
Peppers, black	0 18 0 22
" white	0 25 0 30
Ginger	0 15 0 24
Cloves, whole	0 22 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

TEA.

The tea market is flat, but while prices are low, considerable business is being done. Mail advices state that Indian tea has been in active demand and lower descriptions have advanced slightly. Not much change has taken place in the values of medium teas. Some of the Dooars and Sylhetts have shown improved qualities. Finer descriptions have met with good inquiry. From Calcutta a report comes that there will be a probable early close of the season and a reduced estimated outturn owing to unfavorable weather. In Ceylons low grades of whole leaf have been sought eagerly. Broken Pekoes have shared a slight advance, while Dusts and ordinary Fannings remain firm. Fine liquoring Fannings are reported scarce. Low priced Congou tea has been in good demand. Some business has been conducted privately in Oolongs in finer grades. Young Hysons and Sow Mees have been irregular. While the tea market locally is remarkably dull, it is acknowledged that it is better than it was last year at the corresponding period.

CANDIES
MARMALADE
JAMS
PRESERVES

McGregor

For something specially choice for Xmas trade, send in for an assortment of McGregor goods.

McGREGOR-HARRIS CO.,
Limited.
33 Pearl St., TORONTO

Turner's Flavoring Extracts

Unequalled in quality and strength.
Well established on the market.
All who use them duplicate orders.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Japans are in fair demand and prices are firm.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	....	0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

A general firmness has characterized the canned goods market. Salmon continues firm and sellers are not numerous for finest quality. Spot stocks are light and limited. Holders of fine grades of Alaska fish are carrying their stocks until the new year, rather than attempt forcing business at present. Prices for lobsters are slightly firmer, although they are not selling freely. The one pound tall tins are practically out of the market and buyers are turning their attention to the three pound tall tins. Canned meats are slightly easier in price. The demand for canned fruits is not so good. Prices are unchanged.

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 35
Peas	$0 82 0 85
Fine French Peas	1 30
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" Gal.	....	2 50
3-lb. squash	....	1 00
2's Cherries, red, pitted	....	2 20
2's " not pitted	....	1 75
2's " black, pitted	....	2 20
2's " black, not pitted	....	1 75
2's " white, pitted	....	2 40
2's " white, not pitted	....	2 00
2's Currants, red, heavy syrup	....	1 57½
2's " red, preserved	....	1 77½
Gals. " red, standard	....	4 75
Gals. " red, solid pack	....	7 00
2's " black, heavy syrup	....	1 75
2's " black, preserved	....	2 05
Gals. " black, standard	....	5 00
Gals. " black, solid pack	....	8 00
2's Gooseberries, heavy syrup	....	1 62½
2's " preserved	....	1 85
Gals. " standard	....	7 25
2's Lawtonberries, heavy syrup	....	1 57½
2's " preserved	....	1 85
Gals. " standard	....	4 97½
2's Pineapple, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
2's Plums, Damson, light syrup	....	1 00
2's " heavy syrup	....	1 30
2½'s " " "	....	1 57½
3's " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " "	....	1 80
3's " "	....	2 10
2's Raspberries, red, heavy syrup	....	1 40
2's " preserved	....	1 60
Gals. " standard	....	5))
Gals. " solid pack	....	8 00
2's " black, heavy syrup	....	1 35
2's " preserved	....	1 50
Gals. " standard	....	4 75
2's Rhubarb, preserved	....	1 15
3's "	....	1 90
Gals. " standard	....	2 62½
2's Strawberries, heavy syrup, 1903 pack	....	1 47½
2's " " 1904 pack	....	1 60
2's " preserved	....	1 75
Gals. " standard	....	5 50
Gals. " solid pack	....	8 50

Foreign Dried Fruits.

This is the season when Christmas supplies create an exceptional demand for dried fruits. Supplies of currants are increasing, although there has been a slight scarcity up to date. All kinds of dried fruits have arrived in good condition, and fully two weeks earlier than in former years. Trade in sultanas has improved, and a slight advance has taken place all round. It is reported that the stock of sultanas is not heavy and it would not be surprising to see a further advance in prices. The Valencia market, on the other hand, has fallen flat, caused by the immense quantity offering, and the forcing of sales. Buyers seem to take little interest in the decline in prices, and there has been no rush for Valencias. The trade in muscatels has opened satisfactorily and some attractive parcels have arrived. It is reported from Malaga that the remaining stocks are short, and that buyers who are putting off purchasing with the hope of getting cheaper fruit will be disappointed. In figs it is found that grocers are selling more than the fruit dealers and the trade has hardly been up to the average. The demand for plums and prunes is very good, but no advance has taken place in the price as was expected. We quote:

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb	....	0 06
Layers "	0 07½	0 07

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 12½
Peaches "	....	0 08½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	....	2 00
"Connoisseur Clusters"	....	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 10
"Excelsior Windsor Clusters"	....	4 50
" " ¼s	....	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 7½	0 09
" " 2 crown	....	0 05½
" " 3 "	....	0 06½
" " 4 "	....	0 07½
" " choice	....	0 07½
" " fancy	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 08½
40-50s	....	0 08
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

NEW FIGS.

Six crown, extra fancy, 40-lb. boxes	....	0 13
Five crown, fancy, 10-lb. boxes	....	....
Four crown, fancy, 10-lb. boxes	....	0 09
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28

ELEME FIGS.

12-oz. boxes	0 08	0 08½
16-oz. "	0 10	0 10½
10-lb. "	0 08	0 09½ 0 10
30-lb. "	0 12	0 12½

Green Fruits.

The green fruit market has been stirred by the nearness of Christmas. The first car of California navel oranges is due this week. California celery arrived in one car lot December 1st, and a car of Mexican oranges was on hand November 29. Grapes are plentiful and are selling at good prices. Tinted, long-keeping Almeria grapes selling at $7. California Winter Nellis pears, very fine, selling at $3.50. We quote:

Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls	1 00	2 75
Pineapples, 24 to case	....	4 00
" 30 to case	....	3 50
Cranberries, finest dark	....	8 00
" dark	....	7 50
" 25 quart boxes	....	2 25
California Winter Nellis pears	....	3 50
Jamaica oranges, per bbl	4 50	5 00
" " per box	2 50	2 75
" grape fruit, per box	3 50	4 00
Florida oranges, per box	....	4 00
Florida grape fruit, per box	....	4 50
Mexican oranges, per box	....	2 50
California naval oranges, per box	....	3 50
New Messina lemons 300's	....	3 00
" " 360's	....	2 75
Bananas, large bunches, crated	1 25	1 50
Bananas, 8s, per bunch, crated	....	1 00
Apples Winter varieties	2 00	2 50
Sweet potatoes, per bbl	3 00	3 25
Grapes, small baskets	0 15	0 20
" large "	0 25	0 30
Canadian (atawba grapes, per basket	0 25	0 30
Almeria grapes, per bbl	6 25	7 00
Spanish onions, case	....	3 25

NUTS.

Grenoble walnuts	....	0 13
Tarragona almonds	....	0 13
Sicily filberts	....	0 10
Shelled walnuts	....	0 19
New Brazils	....	0 14
Jumbo pecans	....	0 14
Large "	....	0 12
Shelled almonds	....	0 28
Peanuts, Spanish shelled	....	0 12
" Virginian brand, shelled	....	0 11
New chestnuts, per lb	....	0 12
Peanuts, Bon Tons	....	0 12
" Sun brand	....	0 11
" Diamond G brand	....	0 09½
" Coon brand	....	0 08
Italianchestnuts, per lb	....	0 09

Vegetables.

There is a good demand for all kinds of vegetables and notwithstanding the frosty weather, large quantities have changed hands at good prices. The demand for onions was never better, although considerable trouble is experienced in shipping, owing to the cold weather, in fact large wholesalers have been unable to fill orders owing to the danger of goods perishing in transit. We quote:

Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 25
Mushrooms, per lb	....	1 70
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 35
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	3 25
" " crates, per case	....	1 00
Red onions, in 75-lb. bags, per bag	....	1 50
Yellow onions, in 80-lb. bags; per bag	....	1 60
Green house water cress, per doz	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush	....	1 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 45
Michigan celery, per doz	....	0 40
Canadian celery, per doz	....	0 35

Fish.

There are seven fast days in the month of December, occasioned by their being five Fridays, which are added to the two ordinary fast days, namely Immaculate Conception, December 14, and the day before Christmas. The fish trade will naturally be brisker and the demand has already increased. Frozen fish of all kinds are now on the market. The season for lake trout opens on December 1st, and an abundance of frozen stock will be on hand at reasonable prices. Frozen smelts, frozen herring, and frozen salt salmon are ruling strongly in the market and a marked activity has been noticed in all these lines. We quote:

Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	8 00	9 00
Caraquet	4 00	5 00
Dressed bullheads	....	0 09
Haddies	....	0 06½
Bloaters in boxes, 100 fish	....	1 00
Kippered Herring in half boxes	....	1 00
Smoked herring, per box, new	....	0 13
Fresh haddock, per lb	....	0 04½
Pike, " round and dressed	....	0 05½
Halibut, per lb	....	0 10
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, fresh	....	0 14
B. C. Salmon, frozen	....	0 10
Fresh steak cod	....	0 05½
Market cod	....	0 04
Whitefish	....	0 07½
Dore	....	0 09½
Fresh frozen Smelts	....	0 10
Fresh frozen Herring, 100 lbs	2 00	2 10
No. 1 Labrador herring in 20-lb pails	....	0 80
No. 1 Herring, Labrador, per bbl	....	5 25
" " half bbl	3 00	3 25
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " " "	....	0 05½
" " loose, in 25 lb. boxes	....	0 04½
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb. (new)	....	5 00
Green Codfish, (200-lbs.) No. 2	....	5 75
" No. 1	6 75	7 00
Large "	....	7 00
Labrador Salmon, half bbl	....	9 00
" " (200 lbs.) bbls	....	17 00
" " Large (300 lbs.)	....	25 00
B.C. salt salmon, bbl	....	14 00
Lake trout, salt, 100 lbs	....	5 25
Sea Trout in bbls. 200 lbs	....	9 00
" half bbls	....	5 50
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25

Country Produce.

EGGS.

As one day follows another it grows more difficult to get fresh eggs, in fact, retailers who guarantee new laid stock have charged as high at 40c a dozen and visions of excessive prices face the consumer. While prices in a wholesale way show no distinct change, the market is decidedly firm and straight gathered stock is scarce. The price quoted is 22c to 22 1-2c per dozen, and good straight cold storage stock in round lots is quoted at 19c to 19 1-2c, with No. 2 pickled at 17 1-2c to 18c. Jobbers have made special sales of selected stock at 24c, and limed eggs at Montreal are worth 20c a dozen.

BEANS.

The bean market is quiet. No change in prices. We quote:

Choice primes	1 30	1 35
Less than car lots	1 40	1 50
Primes	....	1 40

POTATOES.

Prices for potatoes rule steady at 70c to 75c per bag. Car lots are quoted at 43c to 50c a bag, and choice at 60c to 65c a bag.

HONEY.

The honey market is dull, with unchanged prices. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 10	0 10½
Buckwheat	0 05½	0 06½

MAPLE PRODUCTS.

Maple products are dull and prices are nominal. We quote.

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08	0 09

HOPS.

The demand for hops is quiet. No change in prices has taken place. We quote:

Choice	0 33	0 35
Fair to good	0 25	0 28

Flour and Feed.

FLOUR.

Little new has occurred in the flour market, except that the firmness continues and export trade continues heavier. Trade generally is of a most satisfactory nature. The earnings of the large Manitoba milling companies are simply enormous, as witness the half million dollar profit made by the Lake of the Woods Milling Co. for the year ending August 31, 1904. We quote:

Manitoba spring wheat patents	5 80
" strong bakers'	5 50
Winter wheat patents	5 70
Straight rollers	5 35
Extra	4 50
Straight rollers, bags, 90 per cent	2 50 2 60

FEED.

The demand for mill feed continues to be heavy and the market is firm at our quotations. We quote:

Mouillie	22 00 28 00
Ontario bran, in bulk	17 50 18 20
" shorts	19 00
Manitoba bran, in bags	19 00
" shorts	21 00

ROLLED OATS.

Steady prices are ruling and the demand is good. We quote:

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated " "	2 60
Rolled oats, "	2 55
brls	5 00

HAY.

Considerable quantities of hay are on the market, and as good sleighing has set in larger quantities are expected. We quote:

No. 1 timothy	9 00	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

Dairy Produce and Provisions.

A firmer market has been noticed in provisions, owing perhaps to the colder weather; smaller offerings have occasioned an improved demand from packers. Trade was quite active and sales of straight lots at 5c to 5 1-4c per pound. For dressed hogs there was no change in the market, for which the demand is fair at $6.75 to $7 for fresh killed abattoir stock, and at $6 to $6.50 for country dressed per hundred lbs. For cured meats prices have been steady and a good volume of business has been transacted. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07½
" " ½-tierces, per lb		0 07¾
" " 60-lb. fancy tubs		0 07¾
Cases, 20 3-lb. tins, per lb		0 08¼
" 12 5-lb. tins "		0 08
" 6 10-lb. tins "		0 07¾
20-lb. wood pails, each		1 52½
20-lb. tin pails, each		1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

CHEESE.

Marked strength rules in the cheese market. Export trade has been heavy during the past week, owing to the close of navigation, and domestic trade has been of a most satisfactory character. The local stocks are held by some of the strongest men in the trade, and there is little doubt that importers will be forced to their way of thinking. The Old Country importers who are anticipating a falling to pieces of the prices in Canada will find that no such condition exists, or is likely to occur. The cheese market is in a very healthy state. The probabilities are that some of the large Canadian holders will exact substantial prices from the Old Country buyers before the new season sets in. The ruling price is from 10 1-4c to 10 1-2c per pound for finest cheese.

BUTTER.

Steady prices rule in the butter market. The export has been considerable for the past week. Prices ruling around 20 1-4c to 21c for finest creamery with western dairy at 15 1-2 to 16c.

ONTARIO MARKETS.

Toronto, Dec. 1, 1904.

Groceries.

FOREIGN dried fruits continue to be the leading item in the grocery trade, which as a whole is reported satisfactory for the week. Currants and Valencia raisins are in active demand, with reported scarcity of the latter on spot. A good volume of trade is reported in Malaga fruits, particularly fruit of finest quality. Figs in mats are scarce and firm in price.

Canned goods have arrived at their quiet season, and nothing startling need now be expected before Spring, as the requirements of the trade are pretty well met. Kippered herring are scarce and in quality hardly up to the level of previous years.

Sugar continues very firm and buying has been at a low ebb during the week. Just after going to press last week one of the Canadian refiners advanced the price of sugar 5c. The lead, however, was not followed by the grocers, and as a result prices are unchanged from last week. The policy of the trade at present seems to be to buy only for immediate requirements. One or two houses, however, were fortunate enough to be pretty well stocked up before the big advance came.

Coffee is a shade weaker, but little of interest has transpired locally. Ceylon green teas are moving more freely, while Japan greens continue dull. The foreign nut trade so far has been very satisfactory, with supplies of new stock arriving almost daily. The latest arrivals are California walnuts.

CANNED GOODS.

Canned goods are not so active as they were a few weeks ago, the market having settled down and the requirements of the retail trade being pretty well met. There is still a scarcity of tomatoes, and importations from the United States continue on a small scale. American brands, however, are not up to the standard of domestic canned vegetables.

There is not such a scarcity of corn as was at first anticipated, and it is now thought there will be ample to last until the canning season of 1905. A considerable range of prices rules in corn, namely, from $1.10 to $1.20. Canned fruits are quiet as well as canned salmon. Supplies of the latter are coming from the coast only in sufficient quantities to supply the immediate requirements of the trade on account of the high prices. There is still sockeye salmon to be had notwithstanding the fact that several of the more pouular brands are exhausted, for instance "Oweekayno" sockeye salmon has not as yet arrived on the eastern markets. Other varieties of canned fish are scarce, particularly kippered herring, and it is reported that the quality is not up to last year's average. Our quotations are as follows:

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportaman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SYRUPS AND MOLASSES.

The syrup and molasses market is without special feature this week locally and prices continue unchanged.

According to reliable reports there has been an interesting development in molasses in Eastern Canada on account of the extraordinary firmness of the sugar market. At the present price of sugar refiners can afford to buy molasses and reduce it to sugar, and have bought largely for this purpose with the result that there has been a general stiffening up of prices on all grades. The producers of molasses in the West India Islands, where most of it comes from, feel the pulse of the market and regulate their output of molasses or sugar to correspond with the demand, thus keeping up the price. We quote the following prices :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

COFFEES.

Locally the coffee market has shown signs of increased activity during the week, the season of increased consumption having commenced. Rios are still high and scarce, although advices from primary markets have had a tendency to ease the situation. In certain districts where Rios usually have the preference, milder coffees have become popular temporarily on account of the high price of Rios.

The large supply of mild grades of coffee which upset the bull campaign in coffee last Spring is a factor which is not likely to be experienced this Spring. Several estimates have been received during the week from mild coffee-producing countries, and they in a number of instances indicate small crops; particularly is this true of the crops of Venezuela, United States of Colombia and Porto Rico. The crop of Hayti is expected to fall back to an average yield. Another important factor in the supply of mild coffees is the understanding that the large surplus stocks of coffee that existed in producing countries, particularly Venezuela and United States of Colombia, have been marketed, and that it will be only this year's growth of mild coffee that will come on the market. Relative to the crop of Rio and Santos coffee well-informed interests continue to express their belief in the statement that the yield will fall short of 10,000,000 bags; in fact, it was pointed out that if the receipts of coffee at Rio and Santos for the balance of the crop year are the same as last year the total yield of the crop will be a few thousand bags short of 10,000,000 bags.

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6	....	0 10½
" " No. 5	....	0 11
" " No. 4	....	0 11½
" " No. 3	....	0 12
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

There is little change to note in foreign markets. Both Calcutta and Ceylon report "sales passing off with spirited buying at slightly hardened prices."

Locally there has been more general buying for importation. Strictly fine teas remain very scarce, and standing orders in London, Eng., are being filled only sparingly from week to week owing to short supplies of strictly fine tea coming on sale.

There has been more doing in greens, particularly Ceylon greens, of which considerable quantities have been sold both in Montreal and the west from spot stocks, which are now getting into much smaller compass. Difficulty is experienced in finding sellers to-day at the abnormally low period of 2 weeks ago. It has ceased to be a matter of opinion, being now recognized as a fact, that Ceylon green will show considerable advance within a few weeks. Owing to the low prices ruling in consuming markets the gardens have absolutely stopped making for the present and supplies on spot are being sold at 1 to 2c per lb. lower than similar tea could be contracted for with any garden in Ceylon. It is therefore merely a question of how soon local supplies will become exhausted before an advance to the level of importation cost will take place.

Business in Japans continues dull, doubtless in a measure owing to the extraordinary values in Ceylon greens referred to above. Our quotations are as follows :

Congou—half-chests, Kaisow, Moning	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 25
Orange Pekoes	0 23	0 30
Pekoes	0 19	0 25
Pekoe Souchongs	0 15	0 17
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 25½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 35	0 39
Choice	0 32	0 37
Finest	0 28	0 30
Fine	0 25	0 28
Good medium	0 20	0 22
Medium	0 18	0 20
Good common	0 19	0 20
Common	0 14	0 15

SPICES.

The quietness which has characterized the spice market for some weeks past continues with quotations unchanged. We quote the following prices :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

The market in rice and tapioca continues quiet. It is believed that the trade is still pretty well stocked up with rice bought prior to the beginning of the Russo-Jananese war on the expectation of high prices and scarcity.

Samples of new crop rice from Texas and Louisiana have arrived on this market and are showing good value. A careful survey of the situation there shows considerable shortage in the total production of this season as compared with that of last year, namely, 750,000 to 1,000,000 bags. On account of excessive rain throughout the rice belt the crop has been damaged, and as a result there is a decided scarcity of stock good enough to be classed as fancy. Our quotations are as follows :

	Per lb.			Per lb.	
Rice, stand. B	....	0 03¾	Tapioca, staple	0 03¾	0 03¾
Patna	0 05	0 05½	" double goat	....	0 04½
Japan	0 06	0 07	Carolina rice	....	0 08
Sago	0 03½	0 04			

SUGAR.

The course of the market for the week has been interfered with by Thanksgiving holidays in the United States, refineries being closed from Wednesday afternoon to Monday morning. The tone, however, has been well maintained and may be called steady to firm. Since the market reopened there have been large purchases by New York refiners, principally of Cubans and San Domingos totalling 185,000 bags, all to the trust; former for January-February shipment, the price understood to be 3 3-8c c.and f., equal to 4.72c duty paid. The San Domingos sold at 3 1-16c c. and f., which asis as these are non-privileged sugars makes the duty paid price 4.75c for that description. Holders of Cubans are now firm in their pretensions, asking 3 7-16 c. and f. for January-February, while March shipment could be purchased at 3 3-8c, but is not wanted at present. There have been further sales of Demeraras to Canadian refiners aggregating 2,500 tons now loading at 3 1-4c c. and f. New York, which would be equivalent to a New York duty paid parity of 4.93c. It will thus be observed that our refiners are allowing West Indian growers fully 3-4 perference on present purchases.

It is estimated that the Sugar Trust has already purchased about 600,000

bags new crop Cubans and as planters have sold freely of early arrivals they are in a very good position to hold aloof from the market until better market values are realized.

There have only been fractional fluctuations in Europe, 88 per cent. beet going from 13s 11 1-4d to 14s 1 1-2d, and declining later to 14s, on which basis the market is firm as we go to press. This is equivalent to a parity of 5.01c for cane sugar in New York markets, thus maintaining a differential of over 1-4c per pound. While it might appear that European reducers have every incentive to increase their sowings next Spring owing to the fact that to-day prices are 5s 7 1-4d per cent. above those ruling at this time last year, this incentive is more apparent than real, since while the market for August deliveries of present crop is 14s 7 1-2d, for October-December, 1905, delivery is quoted only at 11s by which latter basis new sowings will be governed.

Receipts at United States four ports for the week ending November 23 were 16,004 tons, while meltings were reduced, owing to the holidays, to 36,000 tons, thus leaving stocks at 111,509 tons or 20,000 tons less than the previous week Cuban stocks show a further reduction and along with stocks in United States Atlantic ports there is a decrease of 111,469 tons from last year. Combined stocks of United States and America are 1,537,359 tons, a decrease of 571,146 tons from last year.

There is no material change to note in refined sugar and prices are well maintained. In United States business with refiners has been light because dealers are able to undersell refiners with large holdings of cheap sugars. We quote:

Paris lumps, in 50-lb. boxes	5 93
" in 100-lb. "	5 83
St. Lawrence granulated	5 28
Redpath's granulated	5 28
Acadia granulated	5 28
Berlin granulated	5 18
Phoenix	5 18
Bright coffee	5 08
Bright yellow	5 03
No. 3 yellow	4 98
No. 2 "	4 78
No. 1 "	4 68

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

Just as we go to press word is received that the price of Berlin granulated in bags has advanced 5c per 100 lbs., making the basis $5.05 f.o.b. Montreal.

Foreign Dried Fruits

Conditions have developed in Valencia raisins exactly as forecast in our last week's market report, and several houses have been buyers on spot. The news is current in certain quarters that the situation is becoming acute. A little earlier in the season a decline in the price of California seeded raisins caused a dullness in Valencia fruit, and importations were in consequence considerably under their usual volume. Now the demand is greater than can be met with stocks much reduced. The market abroad is easier but fresh supplies will not be available for the Christmas trade.

Cheap figs in mats are in shorter supply than usual at this time of year and insufficient for the active demand. During the past few years there has usually been a carryover of this class of fruit, resulting in a loss to holders. This year importers have gone to the other extreme and now sales are profitable with comparatively few in a position to benefit owing to lack of stock.

Currants are selling well; the market, which was slightly weaker in Greece last week, has hardened to advance of 3 to 6d. A fortnight's delay in the arrival in New York of the steamer Jennie with supplies of currants for this market has upset trade to a certain extent.

Finest quality Malaga blue fruit is scarce and orders for top grades go unfilled for lack of stock. Importers apparently failed to recognize the increasing wealth of consumers within the last 5 years of good times, which has had the result of increasing the demand for the more expensive fruits. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 18
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 06½	0 07
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05½	0 07
" 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04¾	" new choice		0 09½

FOREIGN NUTS.

The filbert market is strong with old crop filberts diminishing rapidly. The Brazil market is high, owing to excessive demand and scarcity of supplies. What remains is held by a few speculators who are inclined to advance prices. Grenoble walnuts are arriving this week. First arrivals of California walnuts are selling at from 19 to 20c per lb. Owing to the Christmas trade prices are firm and advances are noted in almonds, filberts and Brazils. Advices from primary markets report a higher limit for Marbot and Bordeaux walnuts. We quote the following prices:

Peanuts, green, Virginia, per lb	0 08	0 10
" roasted "	0 10	0 11
" Spanish, green, per lb		0 09
" " roasted, "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10	0 11
" Marbots	0 10½	0 11
Filberts, per lb	0 10½	0 11
Pecans, per lb	0 13	0 15
Brazils "		0 16
Cocoanuts, Jamaica, per sack		4 00

DRIED FISH.

The dried fish market has been exceptionally brisk during the week with Labrador herrings reported scarce but coming more plentifully at the close of the market. We quote the following prices:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06½
Labrador herring, per bbl	6 00 6 50
" per ½ bbl	3 25 3 40
Scaled herring	0 14
Salmon trout, per keg	6 00

BIRD SEED.

Prices contine unchanged. Trade is brisk and the market is steady. We quote:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07

EVAPORATED APPLES.

Sales of evaporated apples have been fair during the week under review at quotations ranging from 4 1-2 to 5 1-2c. Some members of the trade say that 4 1-2c is a little below the quotation ruling generally and that the price should range from 5 to 5 1-2c.

Country Produce.

EGGS.

No change in prices is reported for this week, although a higher level is apt to be reached any day. Receipts are practically nothing as far as new laid eggs are concerned. Little definite information is obtainable about stocks of pickled eggs. Dealers object to revealing their position. It is known, however, that the production this year has been less than that of last year. Since June 1 it has been normal, but a full month's production was missed before that and this has never been made up. From this fact and from the very reti-

Garnier's French Liqueur

(FANCY JARS)

Champagnes Leon Chandon

REGAL
SKY DRY
FIRST QUALITY

Write for Quotations

We extend cordial invitation to the grocery and liquor trade, when visiting Montreal, to inspect our warehouses and wine cellars.

B. O. BELAND
1684 NOTRE DAME STREET

MONTREAL

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** OTTAWA

cence of dealers to reveal their position it can be assumed that stocks are lower than usual; that this shortage is not very large is certain. A well advertised shortage would mean higher prices; under the circumstances it is likely that there is a shortage but not sufficient to be taken great advantage of. Prices are as follows:

Eggs, new laid	0 22	0 23
" fresh	0 20	0 21
" pickled	0 19	0 20

HONEY.

The conditions on this market continue unchanged. The outlook is for a steady trade. Our quotations are:

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz	1 90	2 25
" " No. 2, "		1 65

BEANS.

No change is reported in the bean market. We quote the following prices:

Beans, handpicked, per bush	1 55	1 60
" prime, No. 1		1 45
" prime, No. 2		1 35
" Lima, per lb	0 07	0 07½

SEEDS.

Foreign buyers are not showing much interest in the market at present on account of high prices. The outlook is for a brightening up of the trade the beginning of next month, although indications point to an unchanged price list. Our quotations are:

Alsike clover, per bush	3 50	6 75
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

Green Fruits.

Christmas orders are arriving freely. Mild weather has caused a freer movement of fruit and dealers are hoping that the present weather will continue as it will permit a large movement of fruit liable to damage by frost.

California navel oranges are ariving in good quantities; quality of fruit is exceptionally good, being tender in skin and sweet. The demand for Mexican oranges is strong, owing to the fact that they are cheaper than California stock. Considerable quantities are arriving, and for first shipments the color is unusually good. The price of both Jamaica and Florida grape fruit has become firm. There is a good inquiry for bananas and prices continue unchanged. The strong demand for Almeria grapes continues with large quantities arriving.

Trade in apples on the local market is quiet. The season for sweet potatoes is over and their place has been taken by kiln-dried stock. Canadian grapes and cranberries have been struck off the list as their season has ended. During the week we have added to our list Budds' long keeper cranberries, $9.75 per bbl., Florida tangerines (half-straps) at $3.50, and Florida pineapples at $4.50 per case. Although the demand for fruit has increased, the price of Mexican oranges, navel oranges and lemons has declined, doubtless owing to the fact that it has yet to reach a normal level. Our quotations are as follows:

Jamaica oranges, per bbl	4 50	5 00
" " per box	2 50	2 75
Jamaica grape fruit, per box		4 00
Florida oranges, per box		3 50
Florida grape fruit, per box		4 50
Florida tangerines (half straps)		3 50
Florida pineapple, per case		4 50
Mexican oranges, per box		2 25
California navel oranges, per box	3 25	3 75
New messina lemons, 300's, per box	2 75	3 00
" " 360's, per box	2 50	2 75
Bananas, large bunches, crated	1 25	1 50
Bananas, 8's, per bunch, crated	0 75	1 00
Apples, Winter varieties	2 00	2 50
Sweet potatoes, kiln dried, per bbl		5 00
Almeria grapes, per bbl	5 00	6 25
Cape Cod cranberries, early blacks, per bbl	8 00	8 50
" " late Howes	9 25	9 50
" " Budd's long keepers		9 75
Smyrna figs, Eleme, four crowns		0 09
" " five "		0 10
" " six "		0 11
" " seven "		0 15
" " glove boxes, 1-lb	0 09	0 10
" " 12 oz. square boxes		0 08
" " Protoben, four crowns	0 10	0 11
" " " five "	0 13½	0 14
Comadre figs	0 03½	0 03¾

Eben James, Toronto, has received the following cable from Woodall & Co., Liverpool, dated November 28, 1904: 4,000 bbls. selling; market active; prices steady.

W. B. Stringer & Co., Toronto, representing J. O. Houghton & Co., Liverpool and London, Eng., are in receipt of the following cables from Liverpool, dated November 30, 1904: 21,000 bbls. selling, mostly Americans, demand active. Baldwins xxx 10s 6d to 13s 6d; xx 8s 9d to 10s 3d; Kings, xxx, 19s to 20s; Greenings, xxx, 13s 6d to 15s 6d; xx, 9s to 11s; Golden Russetts, xxx, 12s to 15s; xx, 10s 3d to 13s; Mann in general, 13s 6d.

M. Isaacs & Sons, London, November 28, 1904: Good colored 11s to 13s. Improving tendency.

APPLE SHIPMENTS.

Total shipments from all ports week ending Nov. 26, '04.

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	25,877	744	13,906	3,335	43 862
New York	5,173	5,064	2,404	15,6.7	28,298
Portland, Me.	15,225	1,219	....	....	16.444
Montreal	2,988	4.3:0	9,990	5,012	22,370
Halifax	792	10,040	516	....	11,348
Total for week	50,055	21,447	26,816	24,004	122,322
Same week 1903	78,721	51.882	24,177	50,013	204.793
Same week 1902	54,313	33 820	26,264	39,840	154,237
Total since season opened					1,339,759
Same time 1903					2,3o6,591
Same time 1902					1,416,400

Vegetables.

The vegetable market continues steady. Cauliflowers of first-class quality are scarce. There is a good demand for parsnips and red cabbage. Prospects point to an advance in onions, and all root vegetables, as soon as heavy frosts set in. Prices continue unchanged with the exception of cabbage, which has advanced 15c. We quote the following:

Head lettuce, per doz. bunches	0 25	0 40
Greenhouse lettuce		0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
Mushrooms, per lb.		0 75
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, per bag		0 50
Beets, per bu		0 50
Beets, per bag	0 60	0 75
Dry Onions, per bag		1 50
Dry Onions, per basket		0 40
Green house water cress, per doz		0 25
Cauliflowers, per doz	0 75	1 50
Michigan celery, per doz		0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Potatoes, per bush		0 60
Butter squash, per doz	0 75	1 25
Parsnips, per bu		0 50
Red cabbage, per doz		1 00
" per head	0 10	0 15
Cabbage, per head		0 05
" per doz	0 40	0 50
Turnips, per bag	0 30	0 35
Pumpkins, each	0 10	0 15
Citrons, per doz	0 50	1 25
" each	0 10	0 15
Spinach, per bu		0 50

Fish and Oysters.

A better inquiry for frozen stock has caused larger supplies to arrive. The inquiry for oysters has fallen off, owing to change in weather. Shrimps, sea herring, smelts, and Labrador herring have arrived on the market. Prices continue unchanged. We quote:

Halibut, "		0 10
Sea salmon, "		0 12
Whitefish, fresh caught, per lb		0 09
Haddock " per lb	0 06	0 07
Cod, steak " "		0 07
Perch " "		0 06
Trout, lake, per lb		0 09
Herring, lake, per lb	0 05	0 06
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 08
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 30
" " Standards," per small pail		3 90
" "Selected," " "		4 80
Ciscoes, per basket	1 00	1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl		3 25
" " large bbl		6 25
Shrimps, per gal		1 25
Sea herring	1 00	2 25
Smelts, No. 1		0 10
" extras		0 12½

Grain, Flour and Breakfast Foods.

GRAIN.

During the week Manitoba red and white wheat have declined. Other prices continue unchanged. Trade is brisk in all varieties. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 04½	1 05
" " " No. 2 "	0 99	0 99½
" " " No. 3 "	0 93½	0 94
Red, per bushel, new	1 05½	1 06
White " "	1 0 ½	1 06
Barley " "	0 48	0 52
Oats, " "	0 35½	0 36
Peas "	0 73	0 74
Buckwheat "	0 61	0 62
Rye, per bushel, "	0 82	0 83

FLOUR.

Prices remain unchanged from last week. The demand is strong, especially for home consumption, and the market steady. Our quotations are:

Manitoba wheat patents, per bbl		5 50
Strong bakers "		5 30
Ontario wheat patents "	5 25	5 45
Straight roller "		5 00

BREAKFAST FOODS.

Owing to quietness in the oat market and the keen competition of the American trade prices on oatmeal and rolled oats have declined 10c. Other prices remain unchanged. Trade is brisk owing to cooler weather. We are quoting oatmeal in boxes. Our quotations are:

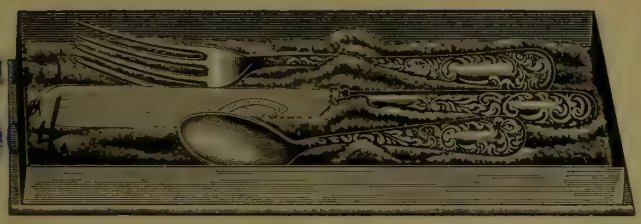
Oatmeal, standard and granulated, carlots, on track, per bbl	4 55
Oatmeal in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

The tallow market is stronger and

"Bee" brand Santa Claus

Christmas presents for everyone who handles "Bee" brand goods.

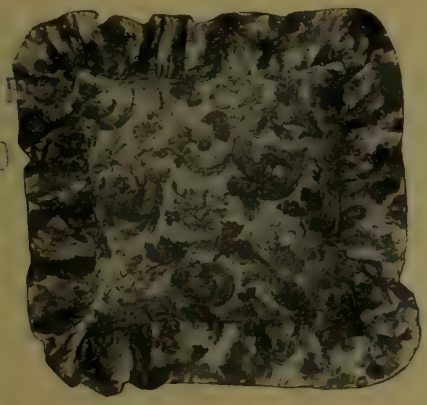


We will send free to anyone sending us an order for "Bee" brand goods to the value of **$5.00** one of our heavy plated specially engraved **Child's Set** (as per cut).

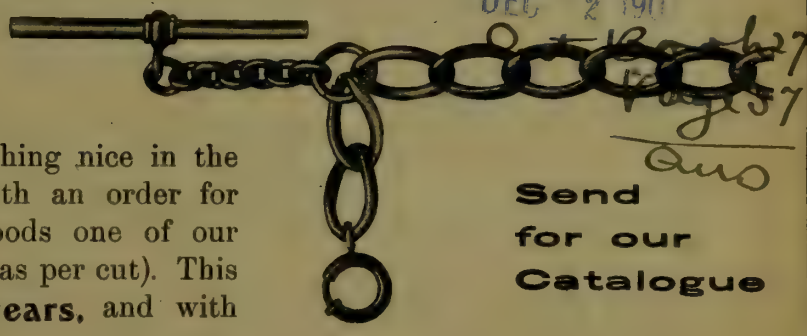
For the **wife, daughter, or sweetheart,** with an order for **$15.00** worth of "Bee" brand goods—one of our filled **Gold Rings,** rim of fine imitation **diamond, opal** or **emerald** centre—one of the nattiest and best rings shown on the market.

With an order for **$8.00** worth of "Bee" brand goods we will send FREE either a beautifully designed **Diamond Brilliant Ring,** two large and six small diamond brilliants, mounted as per cut—this is something exquisite and will be the pride of any lady—

Or



We will send one of our Extra Fine **French Sateen Sofa Cushions,** in assorted colors, 24 inches square, combination down filling—**Just the thing for the good wife.**



Every gentleman desires something nice in the way of a **chain,** and we offer with an order for **$10.00** worth of "Bee" brand goods one of our handsome **Dickens Vest Chains** (as per cut). This chain is guaranteed to wear **10 years,** and with ordinary care will last a life time.

Send for our Catalogue

The above are only a few of the many presents we have to offer to those who handle **"Bee" brand** goods. If you are interested write us and inquire as to how you can get presents free.

For particulars and prices of "Bee" brand goods refer to "QUOTATIONS FOR PROPRIETARY ARTICLES" in this issue of The Grocer, or write us.

Snowdon, Forbes & Co., - Montreal

prices have advanced. Our quotations are:

HIDES

No. 1 green steers, per lb	0 09½
" 2 " "	0 08½
No. 1 green, per lb	0 09
" 2 " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Lamb skins	1 00 1 05

TALLOW.

Rendered Tallow, per lb	0 04½ 0 04¾

WOOL.

Unwashed wool, per lb	0 13 0 14
Fleece wool, new clip, per lb	0 21 0 22
"Rejections"	0 16 0 17
Pulled wools, super, per lb	0 23 0 25
" " extra "	0 24 0 26

Dairy Produce and Provisions.

The provision market continues unchanged from last week. Not one change in price has occurred in smoked meats and lard. The demand remains strong. In the fresh meats business is a little dull on account of the fact that merchants are clearing out their stocks before the big holiday purchases. Spring lamb has advanced a quarter of a cent. We quote these prices:

Long clear bacon, per lb	$0 08½ $0 08¾
Smoked breakfast bacon, per lb	0 12½ 0 13
Roll bacon, per lb	0 09½
Small hams per lb	0 12½ 0 13
Medium hams, per lb	0 12½ 0 13
Large hams, per lb	0 11½ 0 12
Shoulder hams, per lb	0 09
Backs, per lb	0 14 0 15
Heavy mess pork, per bbl	15 00 15 50
Short cut, per bbl	17 50 18 00
Shoulder mess pork, per bbl	14 40 14 50
Lard, tierces, per lb	0 08
" tubs "	0 08½
" pails "	0 08¾
" compounds, per lb	0 07 0 07½
Plate beef, per 200-lb. bbl	11 00 11 50
Beef, hind quarters	6 00 8 00
" front quarters	4 50 5 75
" choice carcases	7 00 7 25
" medium	5 50 6 50
" common	5 00 6 00
Mutton	5 50 6 50
Lamb, spring	6 75 7 75
Veal	6 00 8 50
Hogs, light	6 75

POULTRY.

Receipts of poultry have fallen off appreciably, but to equalize this the demand is not very great. Farmers are too eager to flood the market at holiday time and to let it run short between seasons. No better prices are secured at any time by this means. Hens have developed a little greater strength and ducks are up as high as eleven cents for best qualities. Prices are as follows:

Chickens, spring	0 08 0 09
Hens	0 06 0 06½
Geese	0 08 0 09
Turkeys	0 12 0 14
Ducks	0 09 0 11

BUTTER.

The Winter creameries are now almost all under way and receipts of creamery butter are larger accordingly. Dealers have in the majority of cases made their contracts for the Winter season. Prices will not drop but a larger range is quoted this week for solids. Dairy butter also is coming in more freely. Tubs that are received are all of Summer packing, but there are sufficient offered to warrant quoting. Dairy prices are not just as steady as last week, but no drop is recorded. We quote for this week:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 19	0 21
Dairy prints	0 17	0 19
" in tubs	0 14	0 17
" large rolls	0 15	0 16

CHEESE.

Events are holding off in the cheese market. The export demand is momentarily smaller, since foreign buyers seem indisposed to buy at prevailing prices in the hope that lower quotations will rule. This will in all probability be short lived, however, as local dealers are firm in their demands and the price is not sufficiently high to lessen materially the consumer's demand in England. Stocks will accordingly soon have to be replenished, and when this is done it will be at the present prices unless some weak dealer is discovered. We quote:

	Per lb.	
Cheese, large	0 10½	0 10½
" twins	0 10½	0 11

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Dec. 1, 12.30 p.m.
(By telegraph.)

BUTTER—Good inquiry. Prices likely to advance. Finest creamery, 20½ to 21c.; fair to good, 19½ to 20c.; under grades to medium, 19 to 19½c.; western dairy, 15½ to 16c.

CHEESE—Finest Ontario, 10½c.; finest townships, 10⅛ to 10½c.; finest Quebec 10 to 10¼c.; ordinary French cheese, 9¾ to 10c.

PROVISIONS—No change in prices. Cured meats and lard in good demand. Activity in dressed hogs. Steady prices.

EGGS—Straight gathered stock, 22 to 22½c.; cold storage stock quoted at 19 to 19½c. per doz.; No. 2 stock and candled at 17½ to 18c. per doz.; selected eggs sold to-day at 24c. and limed at 20c. a doz.

CHEESE AND BUTTER EXPORTS.

The export season for the port of Mantreal is ended as far as 1904 shipping is concerned, and for the season a distinct falling off has taken place in cheese. The exact figures show that there were 273,304 boxes less shipped this year than there were in the year 1903. The totals for the season from May 1st were 2,112,398 boxes, and in 1903, 2,390,702.

For the week ending Nov. 26 and the end of the ocean navigation the exports of cheese were as follows:

Cheese, week ending Nov. 20, 1904.	Boxes.
To Liverpool	7,084
" Manchester	4,112
" Glasgow	1,015
" South Africa	65
	12,276
Corresponding week of 1903	2,526

Butter, the shipments for the week were as follows:

	Packages.
Liverpool	3,163
Manchester	534
South Africa	103
	3,800

The total butter shipments for the season show a decided increase over the corresponding period of 1903, and the exact figures are as follow:

1904	485,458
1903	338,277

EXCITEMENT IN POULTRY.

A slight advauce has taken place in poultry of one cent all round. Considerable scarcity is noticed in turkeys and buyers are complaining that they cannot buy at former prices. Sales were made yesterday at 15½ cents, and in one case a standing offer was made for a huge lot in warehouse of 15 cents. It was refused. Some sales were made at 16 cents, so that the market may safely be quoted at from 15 to 16 cents. This means for fine stock, of course. Old dealers say that this is customery at the holiday season, and they expect prices to go away up. From the country it is reported that turkeys are scarce, and what there are are firmly held. For chickens the ruling price is from 9 to 11 cents. Fowl generally are held firmly, and while 8 to 8½ cents is the ruling price, the trend is upwards. Ducks seem to be scarce and are selling at 12 cents. Geese are not in such good request, although 8 and 9 cents was paid. The market is certain to be firm from now on, and activity will rule.

TORONTO TRAVELER DEAD.

Mr. A. Weir, traveling salesman for Christie Brown & Co., Toronto, is dead. Mr. Weir formerly covered territory extending from Manitoba and the Northwest Territories to the Maritime Provinces, and was one of the oldest and best known commercial travelers in Canada.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Nov. 28, 1904.

BUSINESS continues to be very active. Our Winter port business is now in full swing. The outlook is for the largest season's business we have yet had. Large quantities of American grain, pork products and other lines are shipped via St. John. The import business is not all we would wish.

Markets are very firm. Sugar, while not continuing to advance so quickly, is very firm. Cream of tartar is steady at quite full figures. Hops continue high.

Fish.

The high price of dry cod fish is still one of the interesting features of the market. Pickled herring are still high. The season of large demand is about over. Smoked herring are quite plentiful and at the present rather low figures sell freely. Finnan haddies have more attention; there is a large western sale. In fresh fish variety is limited.

Canned Goods.

The American canned corn received gives good satisfaction. It means quite high figures. Tomatoes are firm and will be higher. In other lines fair stocks are held. Oysters are firm and the pack reported light. In salmon the trade are well supplied. Lobsters are high. There is a limited business. Gallon apples are low. Other fruits firm. In domestic fish supply seems to be equal to the demand. Prices unchanged.

Green Fruits.

In apples there is a wide range in price owing to the quantity of poor stock on the market. Even the low prices do not prevent western apples in quite large quantities coming into the market. Oranges are freely sold at even prices. Lemons are rather lower and also better quality. Cranberries are freely sold at this season and prices this year are very reasonable. The Malaga grapes offered are particularly good and prices are low.

The Best-Selling Tea

is the most **profitable tea**---not the tea that seems to be the most profitable by a **comparison of costs.** The best selling tea, and **therefore** the most profitable, is

Blue Ribbon *Ceylon* Tea

In packages only.

The Red Label at 40c. is a 50c. quality by comparison.

PERFECTION is not easily obtainable. In coffees it implies the best conditions of growth, selection and preparation, and the resultant qualities of strength, flavor and aroma. You may safely tell your customers that the name of **CHASE & SANBORN** on coffee means **perfection.**

CHASE & SANBORN

The Importers, Montreal

MANITOBA GROCERY AND PROVISION MARKETS

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, December 1st, 1904.

CHRISTMAS grocery trade is now in full swing in wholesale circles and a good increase in business is reported. Dried and canned fruits are moving well and the market is reported active for green fruits. Price changes this week are not numerous. Sugar is still the centre of interest and it is maintaining its strong position. Prunes are very firmly held, the small sizes being very difficult to obtain. Canned tomatoes are very scarce and consequently the small supplies on hand are firmly held. No additional supplies of Canadian tomatoes are offering and wholesalers are talking of importing from the United States. Collections are reported to be improving.

Sugar.

The strong position of sugar is still the most interesting feature of the wholesale grocery market. Shrewd judges of the market are not anxious to make any predictions as to its immediate future but one wholesaler remarked that the close of navigation might be expected to cause a further stiffening of prices, as it costs about 10c per cwt. additional to bring sugar to Winnipeg an an all rail route. We quote as follows:

Montreal granulated, in barrels	5 75
" " in sacks	5 65
" yellow	5 15
Wallaceburg, in barrels	5 65
" in sacks	5 55

Evaporated and Dried Fruits.

An increased demand for dried fruits is reported in wholesale circles. Prunes are in a very strong position as some of the smaller sizes are practically out of the market. The large sizes are more plentiful. Raisins are moving freely. We quote:

Trenor's Valencia raisins, per case	2 10
Valencia raisins, new, off-stalk	2 00
Valencia raisins, layers	2 00 2 10
London layers in 20-lb. boxes	1 90 2 05
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04¾
" 70-80 "	0 05¼
" 60-70 "	0 05¾
" 50-60 "	0 06¼
" 40-50 "	0 07½
Currants, uncleaned, loose pack per lb	0 05½
Filiatras, dry cleaned	0 05½
" wet cleaned	0 06½
" in 1-lb. packages, dry cleaned	0 06½
Dates in cases	0 06
Figs, cooking (box) per lb	0 05½
" " (bag) per lb	0 04½
Evaporated apples (new) 50-lb. cases	0 06½ 0 06¾
" " " 25-lb cases	0 06¾

Canned Fruits.

Increased activity in the canned fruit market is reported this week. Prices are reported firm. We quote:

Apples, 3's, 2 doz, cases, per case	2 45
Cherries, red pitted, 2's, 2 doz	4 40
Peaches, 2's, per case	3 75
" 4's, "	5 75
Pears, 2's, F.B. "	3 25
" 3's, F.B. "	4 25
Plums, 2's, 2 doz. case, per case	2 75 2 90

Canned Vegetables.

Tomatoes are very scarce and prices of small supplies on hand are being firmly maintained. No additional Canadian tomatoes are coming to hand at present and indications all point to a famine in this particular line. Prices throughout are firm. We quote:

Tomatoes, 3's 2 doz., per case	3 00
Corn, 2's, 2 doz., per case	2 50
Beans, 2's, per doz	1 80 1 90

Canned Fish.

Sockeye salmon now on the market is quoted at $7 per case and Digby chicks at 15 1-2c to 16c per box. The latter price is a reduction.

Lye.

Gillett's lye recently reduced in price, is now quoted at $4.10 per case.

Flour.

A slight decline in Nos. 3 and 4 is the only change in the market this week. We quote:

No. 1, patent	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Honey.

An active demand for honey is reported at present, the new stock on the market being of fine quality. Prices quoted are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 12 in case, per tin	4 50
" " 10-lb tins, 8 in case, per tin	1 00
Fancy comb honey, per doz	2 40

Cornmeal.

Cornmeal is easier in price this week and a slight reduction will be noted from last week's quotations. The price now is $1.70 per sack and 80c per half sack.

Rolled Oats.

Rolled oats are also easier this week and some reductions will be noted in the following prices:

80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50

Green Fruits.

An active market is reported. A car of fancy navel and Mexican oranges is due to arrive to-day. The apple market is very firm now. Northern Spies being very scarce and difficult to obtain. We quote:

ORANGES.

Washington navels, 126's	4 25
Extra fancy, 150's	4 50
" 176's to 250's	4 75
Fancy, 25c per box less.	
Mexicans, 126's	3 75
" 150's to 250's	4 00

LEMONS.

California lemons, 300's (10c. off 5 case lots).	6 00
Washington pears (Winter nellis)	3 00
Cape Cod cranberries, per bbl	9 50
Jersey " "	11 00

APPLES.

Quebec Fameuse, per bbl	4 00
Fancy XXX Winter apples (spies) per bbl	4 00
Red XXX varieties, per bbl	3 25
Greenings, per bbl	3 00

GRAPES.

Malaga keg grapes, per keg	7 00

Onions.

Alarge supply of Spanish onions arrived last week and there is no scarcity of the home-grown variety. We quote:

Native onions, per lb	0 03
Spanish onions, per case	1 75
" " large case	5 00

Oysters.

Standard oysters are selling at $2 and selects at $2.25 per gallon.

Eggs.

Supplies are not very large at present and prices are tending upwards. Fresh gathered are quoted at 30c per dozen.

Dairy Produce and Provisions.

BUTTER.

Very little butter is being received in Winnipeg this week although there has been a slight improvement in this respect. We quote:.

Creamery, fresh, per lb	0 27
" per lb	0 24
Dairy, per lb	0 20 0 23
" tub, per lb	0 16 0 18

CHEESE.

Quoted at 10 1-2 to 11c per pound.

CURED MEATS.

Some reductions will be noted in quotations below. We quote:

Hams, per lb	0 13½
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 10½
Shoulders	0 08½
Picnic hams, per lb	0 08½
Long spice rolls, per lb	0 10½
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 09½
Short spice rolls, per lb	0 10

LARD.

Reductions will be noted in prices that follow:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 45
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 60

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Nov. 24, 1904.

NORMAL conditions prevail in the markets here this week, with some lines rather quiet. In general provisions there is little change. Flour in the opinion of many of the dealers, has gone to the highest figure, and some are even expecting that a drop will take

place shortly, though it is difficult to know on what they are basing their calculations. Wheat looks as if it would hold up, and with Winter setting in it is too much to expect that a decline will take place. Bacon has gone down slightly, and butter has taken a slight rise.

There is a steady supply of fruit. Navel oranges are coming more freely, and the price has fallen to $4 per box. Lemons have gone up a dollar per box. The first importations of Malaga grapes are now on the market, and are selling for $9 per barrel. The first consignment of Japanese oranges has arrived, and are worth from 50c to 60c per dozen. The market should be well supplied with this fruit after the arrival of the next steamer from the Orient. It is in great demand in Winter, and an effort is being made to place them on the markets further east, which have hitherto not been supplied.

Thanksgiving Day of last week and the American date of to-day have created an activity in trade. The supply of fowls is very short. Live turkeys are quoted at 22 1-2c in the market, and at 25c a pound killed, with limited supply at that. Grouse retail for $1.25 per brace, a prohibitive figure except for those who wish them as a luxury. Chickens still come high, in fact the price for this class varies only slightly.

* * *

The three canneries operated by the company known as the United Canneries were sold by auction last Saturday, the price realized being $119,500. The establishments were the English Bay, Gulf of Georgia and Scottish-Canadian canneries, which at the time of purchase in 1900 were estimated at $45,000, $60,000 and $80,000 respectively. The purchaser was O. M. Malcolm, with whom are associated G. B. Dodwell and H. G. H. Cannon, who will conduct operations under the name of Malcolm, Cannon & Company.

Mr. John T. Williams, fishery inspector for the Dominion Government in Northern British Columbia waters, has reported that wholesale destruction of sockeyes going up the Skeena River to spawn has been carried on by the Indians. Six barricades and one dam thrown across the streams to prevent the fish from going further were destroyed. It is estimated that 2,000,000 sockeyes were taken by the Indians last year in this manner. This is the most sensational report yet made in connection with the salmon fishing industry. On the Naas River a large obstruction of rock effectually prevents the fish from reaching the spawning grounds above, and every year thousands batter themselves to pieces in a vain attempt to get over.

In the State of Washington a big lawsuit is in the courts, and the battle will be hard fought and far reaching. It is practically a fight against the big fishing combine, which has had a monopoly of the trap business.

* * *

Mr. Thomas Cunningham, provincial fruit inspector, estimates that half a

There may be Beans on the market which can be bought for less money, but there are none which ca given the satisfaction to a customer that

CLARK'S

Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

Just Arrived

Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots,** and **Rose Leaves, Violets** and **Buds.**
Choicest on the market.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

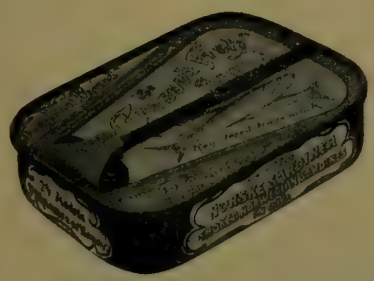
W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. **COCOA**



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand
Norwegian
Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

THIS SHOWS THE
"HALITUS"

THE FINEST VENTILATOR OR CHIMNEY COWL MADE.

It gives a **positive upward draft** under all conditions—can't get out of order—and exhausts more cubic feet of air per minute than any other ventilator.

Made of Galvanized Steel or Sheet Copper.

The perfect simplicity and clever mechanical arrangement of the "HALITUS" will delight you, if you want a ventilator that really and perpetually ventilates.

Read all about them in our catalog.

METALLIC ROOFING CO.,
Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

The grocer who doesn't sell

Brock's Bird Seed

usually doesn't sell much of any kind.

NICHOLSON & BROCK, TORONTO

million fruit trees will be set out in British Columbia this season. Ten years ago he foretold the development of this industry in the province, but little attention was paid to his remarks. Over 60,000 trees have been treated at the fumigation station in this city since the first of the month, and this is only the beginning of the season. Much of this stock comes from Ontario, but a large portion is imported from Oregon. One of the largest blocks to be put in, and that as soon as possible, is that of Stirling & Co., of Kelowna. This company has 300 acres prepared, and has contracted for 200,000 fruits trees of all varieties. The members of this company are experts and have tested the capabilities of the soil of the Okanagan district, and do not hesitate to invest the $40,000 necessary for the purchase of such a large amount of nursery stock.

In this connection it might be noted that the first payment of $25,000 has been paid by the Shatford Brothers on the option held by them on the Ellis ranch near Summerland. This comprises several thousand acres and is to be subdivided for small fruit holdings. About $400,000 or $500,000 will be required to put the deal through. Offers have been made for the option, and should the present deal fail, other people are waiting to take the project up.

* * *

Wholesale dealers in Nelson are enjoying a good trade among the mining and lumbering camps in that vicinity. They lament, however, the fact that eggs have to be imported from Ontario, when there is every facility for chicken raising in the Kootenay, mild weather and reasonably-priced feed.

Six hundred tons of dog salmon has been taken from the Fraser River this week to Victoria for shipment on one of the Blue Funnel liners for Japan.

Steamer Moana, which arrived to-day from Australia, had 500 tons of raw sugar from the Fiji Islands for the refinery.

Dawson market is so long on eggs that the price is not considerably higher than at Vancouver. Last year at this time they were $18 a crate and 75c a

SITUATION WANTED.

POSITION as traveller for Montreal and dis rict, by salesman with good connections in grocery and confectionery trade. Have made specialty of grocers' sundries for years. Good references. Address—Box 199, care CANADIAN GROCER, Montreal. (49)

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENCIES WANTED.

COMMISSION AGENT with A1 connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

AGENTS WANTED.

SUTCLIFFE & BINGHAM Limited, "Kkovah" Works, Manchester, Eng., manufacturers of the well known "Kkovah" specialties—jellies, custards, bland manges, candied peel, marmalades, etc.—are prepared to open depots in Toronto and Winnipeg; applicants may hold other agencies, but must be in a position to frequently cover ground allotted, and in regular touch with wholesale and all good retail buyers; only men willing to devote a good proportion of their time and best services, able to provide substantial security covering all the responsibilities of the position, need apply. Terms are:—Fixed allowance and liberal commission, with depot expenses paid. All applications treated in strict confidence. (48)

FOR SALE BY TENDER.

TENDERS will be received until the 8th day of December, 1904, by the undersigned for the purchase of the Doughty Estate Store, in the Village of Coboconk, together with a general stock of groceries, crockery, fancy goods, boots and shoes. A good business has been done, and it is a splendid opening for a good man with small capital. Sale necessary to wind up estate. No tender necessarily accepted. For further particulars apply to McLaughlin & Peel, of the town of Lindsay. (49)

TENDERS will be received by the undersigned, up to the 3rd day of December next, for the sale of a stock of groceries, provisions, stationery, etc., lately managed by the late Archibald Butter, of Priceville. The stock lists, which can be seen with the undersigned, amount to $827.43. The highest or any other tender not necessarily accepted. Terms of sale, $100 on acceptance of the tender and balance within 10 days when stock will be handed over. Send sealed tenders to Sarah R. Butter, Priceville. (49)

FOR SALE.

FOR SALE—Old established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (50)

TRAVELLER WANTED.

WANTED—A travelling salesman for one of the largest wholesale grocery houses in the Maritime Provinces. Must have good references, be a first-class salesman and have a good knowledge of the grocery trade. Write P. O. Box 561, Halifax, N.S. (50)

dozen retail, but this year they are $13 wholesale and 50c retail.

Trade among the merchants in the new town of Ladysmith on Vancouver Island shows a very substantial increase over that of this time last year. Collections are good. The branch of the Canadian Bank of Commerce at that place is to be made independent instead of subsidiary to the branch at Nanaimo.

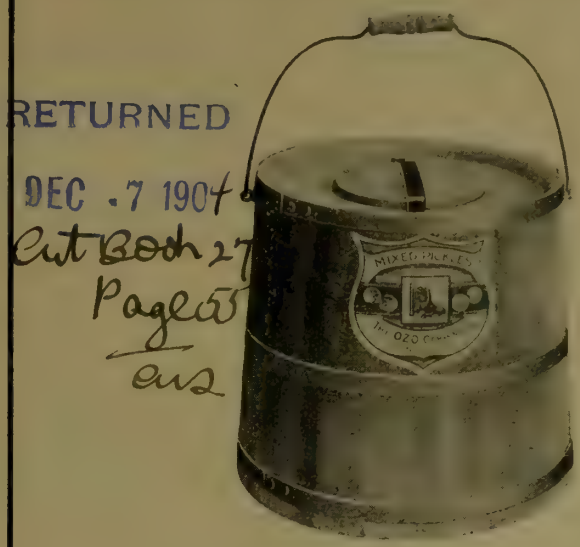
Employes of the New England Fish Company, who recently went out on strike because of a reduction in wages, have formed a halibut fishing company of their own with capital of $30,000. It will be a co-operative concern.

MR. JOHN MITCHELL, MONTREAL, DEAD.

MONTREAL has lost one of its well known business men in the person of Mr. John Mitchell, until recently a member of the firm of J. & J. Mitchell, whose death occurred last week. The deceased was born near Dufftown, Scotland, the birthplace of Lord Mount Stephen, in 1830. Coming to Quebec when sixteen years of age, he entered the office of G. B. Symes & Co., at that time the foremost timber merchants in the Dominion. After spending some years there, he came to Montreal, and in 1854, in connection with his cousin, the late Mr. James Mitchell, he established the firm of J. & J. Mitchell, which did a very extensive business with the Maritime Provinces, Newfoundland, the West Indies and the Mediterranean. Since that time Mr. Mitchell has been more or less connected with every movement for the improvement of business conditions in Montreal. He had practically retired from business for the last few years and lived quietly.

He was one of the original members of the St. James' Club, and in company with Mr. David Shaw built the present Thistle Curling Club's rink. On account of serious illness he was forced to retire from active curling some years ago, though he never lost interest in the game, and his name still remains on the rolls as an honorary member.

Mr. Mitchell was twice married. By his first wife he leaves a son, now in business in the Saskatchewan Valley, and a daughter, who is connected with the Montreal Star. By a second marriage he leaves two sons, one of whom is manager of the Bovril Co. in Montreal, the other being connected with the Star.



RETURNED
DEC - 7 1904
Cut Book 27
Page 55
ans

Selling Ability

is more dependent on the goods you offer than on the salesman. It takes a good salesman to sell poor goods, while the same man selling a quality article will quadruple his sales and do it without returns or dissatisfaction. We offer in our bulk pickles goods that have no superior. We use nothing but the best in vegetables, spices and vinegar. They are known to be the best keepers on the market. Put up in pails, 1 gal., 75c.; 2 gals., $1.40; 3 gals., $1.95; 5 gals., $3.00; 10 gals., $5.50; or in barrels of 20 or 40 gals., 45c. per gall., Chow Chow, 5c. gall. extra.

THE OZO CO., Limited
MONTREAL.

G·F·
SUTTON
SONS & Co's
WORCESTERSHIRE
SAUCE
·A1 QUALITY

SHAKE THE BOTTLE.

WORCESTERSHIRE SAUCE
SIXTEEN
PRIZE MEDALS
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.
Possessing a peculiar piquancy of flavor the superiority of which is more generally useful than any other sauce.
MANUFACTURED BY
G·F·SUTTON, SONS & Co.
Osborne Works, King's Cross, LONDON, N.
SIXTEEN PRIZE MEDALS AWARDED

FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING

TABLEWARE FOR HOTELS AND FRATERNAL ORGANIZATIONS

BY way of further comment on a line of crockery featured in a recent issue of The Canadian Grocer, namely, plain English tableware with reinforced or welded edges and decoration of monograms, crests, etc., for use in hotels, fraternal organizations, church societies, etc., it may be said for the benefit of intending purchasers that many of the leading clubs, hotels, railway systems and steamship lines in Canada and the United States are using it exclusively because of its durability and distinctive character.

This style of crockery comes from the potter in two ways. In one the monogram or coat-of-arms is applied to the clay and burnt in before the glazing process. By this means the pattern is made to last as long as the tableware itself, and is practically ineffaceable. In the process of manufacture there will be more or less seconds or imperfect pieces, and as the coat-of-arms or crest is put on in an early stage articles of crockery coming out of the kiln as seconds cannot be utilized by the potter for any other purpose than for filling an individual order. This means that in ordering crockery of this description the buyer must agree to take all the seconds that come out in getting the requisite number of firsts to fill his order. This, however, need not be an insurmountable difficulty, except where the order is a small one. Hotels, clubs, etc., can easily utilize a number of seconds without anyone being the wiser.

By the second process the individual pattern is stamped over instead of under the glazing before the final burning and burnishing. There are no seconds, as in the other process, and it is probably on this account that more of it is used. The only advantage of having the pattern stamped under the glazing is that it lasts longer. According to the latter method the coat-of-arms, etc., will in time become dim and eventually wear off. There is this to be said, however, in its favor, that orders can be handled in smaller bulk, an impossibility in the former; that it is considerably less expensive, and that the pattern is good for years.

English Table-ware with Coat-of-Arms.

The retail grocer and general merchant in cities and larger towns throughout the country can make no mistake in judiciously following up the possibilities in crockery and china along the line of high-class English tableware with individual monograms, crests, etc. The percentage of the trade handling crockery and china as a side line is steadily increasing. To those who have carefully gauged the possibilities of a high-class crockery and china trade in their particular locality, this line is recommended as an attractive and profitable addition. In days when competition is as keen as at the present time, a merchant requires a special line or two over which he has exclusive control, not only to rejuvenate trade but to attract new customers, and on condition that they promise good returns, to afford scope for the exercise of a distinctly aggressive policy in building up trade. For a class of our readers best able to group themselves, such a line is English tableware with monograms, coats-of-arms, etc., after the style of the accompanying illustration, which represents one of Maddock's popular patterns as imported by E. W. Klotz, Toronto.

An Unusual Opportunity.

It is not often that a merchant has a chance in the midst of the holiday season, when such goods are in demand, to purchase a line of holiday goods at a special cut price. China dealers are given such an opportunity, however, by the Barnard & Holland Co., Montreal, who have decided to close out the balance of their bisque figures at a big reduction from regular prices. These are not the common, cheap figures frequently sold, but a very superior line of large pieces, making very suitable articles for Christmas presents. It will be noticed that only nine merchants will have the opportunity of securing one of these packages, that being the total number left. Incidentally it may be remarked that this firm have a few, but only a few, assortments of Christmas china left. Anyone requiring such goods will further his own interest in writing for lists.

FUTURE OF CEYLON GREEN TEA.

THE CANADIAN GROCER has received the following communication from C. M. Bernard, agent for Bernard & Co., Yokahama, on the Ceylon green tea situation:

Editor Canadian Grocer:

The Ceylon green tea business has proved an utter failure and resulted in loss to everyone concerned in it. The Ceylon leaf is not adapted to green tea making; it is picked too often and is too hard in consequence, a young tender leaf being required to make green tea. Stocks of green tea in Colombo are being sold at auction for 3 or 4c a pound, and the best use they can make of it is to ship it to Germany, where it is used for making caffeine.

A tea merchant just home from Colombo tells me that he does not think the growing of Ceylon tea will increase, as it has not paid and that a comparatively new industry, rubber planting, is taking its place to a considerable extent, and proving far more profitable. It is expected that shipments of Ceylon green tea to Germany will be increased, as the duty in that country on tea is to be reduced next year from 6d to 1½d per pound.

(Signed) C. M. BERNARD.

Berry Sets	Pudding Sets
Cheesers	Celery Trays
Porridge Sets	Salads
B. and B. Plates	Cups and Saucers

THE JOHN L. Cassidy CO. LIMITED
MONTREAL

CROCKERY

C. and B. Trays	Tea Sets
Jardinieres	Fern Pots
Dinner Sets	Toilet Sets
Hanging Lamps	Vase Lamps

THERE ARE ONLY NINE OF THEM LEFT

B. H. M.

SO ORDER AT ONCE.

ASSORTMENT FINE QUALITY

BISQUE ORNAMENTS (LARGE pieces)

CONTENTS OF PACKAGES:

	TO RETAIL	
3 Groups, each	$1.25	$3.75
2 Fixtures per pair	3.75	3.75
2 " "	6.00	6.00
2 Groups, each	3.00	6.00
1 " "	4.25	4.25
1 " "	4.25	4.25
1 " "	4.25	4.25
2 " "	4.50	9.00
1 " "	6.00	6.00
Retail price		$47.25

We have A FEW very attractive packages of CHRISTMAS CHINA left — NOT MANY.

Regular net wholesale price - - - $28.58

SPECIAL -- $22.50 per case

BARNARD & HOLLAND CO.
MONTREAL

Last Chance

A further consignment of those handsome

Jardinieres

has arrived and must be cleared ou by Dec. 15th; hence the

Special price, $12 per dozen net

Grand Value

Just the thing for Xmas trade. Can ship any desired quantity on receipt of order.

Don't miss this opportunity.

Orders for Fancy China Import Samples of any given amount will be faithfully executed and good value guaranteed.

E. W. KLOTZ,
24 WELLINGTON ST. W.,
TORONTO.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

CANADIAN HONEY

By R. F. Holtermann

CANADIANS are pleased to hear of the good impression created at foreign exhibitions and in the markets of the world by Canadian manufactured and agricultural products.

During recent years the Dominion Government has undertaken to send exhibits to various parts of the world for the purpose of drawing attention to the resources of Canada. During the past year an exhibit of Canadian honey was made at the St. Louis Exhibition, which won a gold medal for display of comb and extracted honey and beeswax. Last July, at a time when the writer was exceedingly busy caring for some 400 colonies of bees, he was requested by the Exhibition Branch of the Department of Agriculture, Ottawa, to collect in ten days an exhibit of honey to be shown in England. Comb and extracted honey was collected from Ontario and Quebec and forwarded in due time. The following letter was received in reply to an inquiry as to the impression made in England by this honey:

Ottawa, Nov. 11, 1904.

R. F. Holtermann, Esq., care Messrs. Foster & Holtermann,
Brantford, Ont.:

Dear Sir,—Replying to your letter of the 10th inst., I beg to inform you that we took part in the following exhibitions, which were held in the Royal Agricultural Hall, Islington, London: Confectioners', Bakers', and Allied Traders' Exhibition and Market, Sept, 5 to 10; the Grocers', Provisions and Allied Trades Exhibition and Market, Sept. 17 to 24; Dairy Show, Oct. 4, 5, 6 and 7.

At all these exhibitions we occupied 1200 square feet of floor space and put up an exhibit of food products that was an eye-opener to the British public. The honey attracted a great deal of attention and was favorable commented upon by members of the British Beekeepers' Association.

Some of the judges sampled the Canadian honey and pronounced it epual to any on the exhibition.

Yours very truly,

Canadian Exhibition Commission
(Sgd.) per W. H. Hay.

While Canadian beekeepers are looking to foreign markets with much hopefulness as an additional outlet for their products, they have done very little to develop the home market to the fullest possible extent. This market, which is the most profitable, is capable of enormous expansion by proper methods, such as bringing more clearly before the people the value of honey as a food, and producing a more uniformly excellent article. Honey varies as much in quality as does butter. One of the most fruitful sources of trouble is the removal of the honey from the hive before it has been ripened by the bee. Maple sap comes from the tree with but a small percentage of sugar, and before becoming fit for food it is evaporated to the consistency of syrup; so nectar is gathered by the bees from blossoms, and before being finally sealed in its cells it is evaporated by the bees by the process of fanning with the wings, so well known to beekeepers. In addition to the process of concentration the bees, while storing and re-storing the honey until it is finally sealed, reduce the article to a partially digested state, making it more readily assimilable than any other saccharine food within the reach of man, and rendering it equal in this respect to the expensive foods which have been treated with pepsin.

The source from which the nectar is gathered has an influence upon the color and flavor of honey, and for this reason great care must be observed in management of the honey. Much injury can be done the goods by storing them under improper conditions; honey should be kept in a dry atmosphere, never in a cellar. As it will draw moisture from the air, exposure should be avoided; storage in air-tight vessels directly after taking from the hive will prevent the absorption of moisture and preserve its delicate aroma. A warm atmosphere is a better place to store honey than a cold, though honey does not deteriorate in a cold dry place. The beekeeper who produces good honey should endeavor to educate the dealer and consumer to judge the goods; much honey has been pronounced adulterated that was pure but unripe when stored, or in some other way off quality. If liquid, honey should be thick in body; a dark honey may possess the true honey flavor and be a good food if of a heavy consistency, while a clear, light colored honey, if thin and unripe, can never have a good honey flavor and is inferior in food value. Color indicates the source of the honey and is a matter of taste; a pleased palate aids digestion, otherwise there is no difference in the food value between a dark and light honey.

A dealer lacking experience in judging honey cannot make a mistake in buying it in the solid granulated form; only well ripened and well cared for honey will granulate solidly and free from coarse watery grains. The consumption of granulated honey with bread and butter is becoming more popular, and handling in this condition by the retailer is easier than when it is in liquid condition, as the goods can be cut up and sold without the use of vessels for conveyance. The householder who prefers honey in the liquid form can readily convert it by gently heating it.

Until every family of five persons consume at least fifty pounds of honey per annum we should not consider that our Canadian market is developed to its full extent. Honey is heat and energy producing, a carbonaceous food well adapted for our Canadian Winters, and should be used in increasing quantities as we develop the north and west.

Swiss Chocolate Industry.

IN ten years the Swiss chocolate industry has increased tenfold in quality and twentyfold in value, as the following figures will show: Exports in 1884 were 580,000 lbs., value £52,000; exports in 1902 were 5,200,000 lbs., value £720,000; exports in 1903 were 6,500,000 lbs., value £910,000. Britain is the principal market for Swiss chocolate. British importers took in 1903, £400,000 worth of this article. In this connection it is interesting to note that the Societe Industrielle et Commerciale de Lausanne states in its last report that, should Mr. Chamberlain's proposals ever be accepted by the British public, the principal Continental chocolate factories would manufacture a certain part of their output in the United Kingdom. Last year a large Swiss chocolate firm built a branch factory in Paris. This step was taken on account of the tax on sugar having been reduced, according to the terms of the Bruxelles convention. The firm was thus able to compete successfully with the French industry.

Confectionery Notes.

Hamm Bros., biscuit, cake and pastry manufacturers, St. John, N. B., have dissolved partnership. The business will be continued by R. P. Hamm under the old firm name.

DON'T ASK FOR "DUTCH COCOA"

——ASK FOR——

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

HONEY

DIRECT FROM PRODUCER TO RETAILER

WE have 50,000 lbs. Light and Dark Honey in packages up to 600 lbs., for sale at close prices.

We can furnish a plan for greatly increasing your honey sales, at good profit.

Correspondence Solicited.

Foster & Holtermann
Brantford, = = Ont.

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

COWAN'S COCOA

Maple Leaf Label
Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS, and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

Christmas is Coming

and many of you will be stocking extra heavily in fancy biscuits and confectionery.

You know we make

PERFECTION CREAM SODAS

—"King of the Castle" Sodas.

Of equal merit are our

Fancy Biscuits

and

Confectionery.

Tell us what you want in good time.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

AMONG OURSELVES.

A LEADING Toronto china and crockery importer, who has won a name for painstaking thoroughness in following up business, tells a story of how The Canadian Grocer helped him to land a customer he had been watching for years. He always made it a point to keep his probable customer posted on current prices and market conditions generally, but apparently without avail. A couple of weeks ago his man put in an appearance, and after offering profuse apologies left a neat order, remarking casually that it was only after seeing the importer's ad. in The Canadian Grocer that he mustered up sufficient courage to call.

* * *

Editorial reference was made in a recent issue of The Canadian Grocer to a descriptive atlas issued to the trade by the E. W. Gillett Co., Toronto, Through the courtesy of the said firm we have been handed an inquiry for the atlas in question from Lutey Bros., wholesale and retail grocers, Butte, Montana, who say they are constant readers of The Grocer and were attracted by the notice.

* * *

Owing to our rapidly increasing circulation it was found necessary during the week of November 1 to add six new routes to our already large mailing list. This means that six extra mail bags will now be sent out weekly, one of which is for the foreign circulation, one for the Maritime Provinces, and the balance for Ontario and Quebec.

* * *

Mr. R. T. Goodfellow, grocer, of Prince Albert, Saskatchewan, N. W. T., writes concerning The Canadian Grocer that he has always found it a first-class trade paper, eminently suited to meet the requirements of the retailer, and that no grocer should be without it.

WINONA

A name known all over Canada. Inseparably associated with fruit—

THE CHOICEST FRUIT

at that. Our long years history should stand us in good stead now that we are making

JAMS, JELLIES,
and
SEALED FRUITS
(IN GLASS)

These goods are notable for

Absolute Purity
and
Highest Quality

* * *

E. D. SMITH
WINONA, - ONT.

We Thank You

for the past year's business with us.

We wish you

a good December.

We wish to assure our customers that all orders now in will be filled on time.

Rush Orders

We hold ourselves ready to fill all Rush Orders, so

Wire, 'Phone, or Mail

and we shall see that you get the goods at once.

A. J. STEWART, LIMITED
Makers of
STEWART'S FINE CHOCOLATES
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The best substitute for chocolate is

CHOCOLATE

and the best chocolate is

MOTT'S

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

GREIG'S
WHITE SWAN
BARLEY CRISPS
Thin, flaky and light — the very choicest form in which barley can be offered. An ideal food for infants and persons of weak digestion — but can be used for a great variety of tasty dishes.
This line won the GOLD MEDAL at the World's Fair, St. Louis.
Put up in attractive packages, 3 doz. in a case.
The Robert Greig Co., Limited
White Swan Mills
TORONTO.

Almeria Grapes
Eleme Figs
Protoban Figs
Fard Dates
Hallowee Dates
Sair Dates

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO
Long Distance Telephone Main 645

Florida, California, Jamaica, Mexican and Valencia Oranges.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire o phone your orders which receive prompt attention
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

The Olive Industry.

HOW olives grow, where, and the quantity grown, should be of interest to readers of The Canadian Grocer. The consumption of olives in Canada has increased over 600 per cent. during the past five years, principally because it was found possible to utilize this fruit in a hundred different ways directly importations in bulk began. The use of olive oil has become common in this country. In fact it is a poor table on which a bottle of olive oil is not placed. Bulk olives have also become so cheap that almost any pocket can afford them. Some interesting details have recently been published in the New York Sun regarding olives, and are reproduced herewith :

As is generally known, the olive tree holds a large place in Mediterranean industries. Italy produces more olives of fine quality, but Spain surpasses in quantity. The number of trees in Italy is about 100,000,000, while in Spain there are 300,000,000 trees. We may gain some idea of this intensive cultivation of a single kind of fruit when we remember that in 1902 the total number of fruit trees of every kind in Germany was only 164,000,000. The little island of Corsica is one great olive grove; 36,000,000 trees are flourishing there. The olive thrives along nearly all the coasts of the Mediterranean and reaches as far inland in Spain as Madrid. Most of Tunis is a frightful waste, but its olive groves number 20,000,000 trees. When in Tunis a man who owns a thousand olive trees is regarded as a very well to do grower, we may get some idea of the part which the olive plays in the material well-being of Mediterranean countries.

Of course the olive is so important only because it is one of the leading articles of food. Many millions of persons in the Mediterranean lands, as in ancient Greece, eat at every meal a handful of olives, dried or pickled in brine, with their bread. They use olive oil for butter and all animal fats. They dip their bread in it. The Berbers of Algeria sip olive oil as they eat their bread. The people generally use the oil in the preparation of all kinds of food; and while the fruit and oil are leading articles of export, most of the product is consumed in the lands where it originates. The economic importance of the culture is so great that, as in ancient Greece, the planting and care of the olive is a matter of State concern in a number of the Mediterranean countries.

It may be that the olive will never be so important in other parts of the world; but there is a zone girding the earth in practically the same latitude and at the same elevation where it may profitably be produced. Its cultivation in other countries is increasing. The history of its introduction into Mexico is curious and illustrates the fatuity of the Spaniards in the Columbian era.

Cortez took the tree over to the New World and planted it on the high and dry plateau of Mexico, where favorable climatic conditions were found. Olive trees began to multiply and the fears of Spanish growers were aroused. They said the Mexican crop would certainly put them out of business unless the cultivation of this fruit in the New World was forbidden. So the Government took strenuous action. It placed the olive on the list of agricultural products whose cultivation in Spanish America was forbidden. From that day until the revolution in the early part of the last century, when Mexico threw off the Spanish yoke, no olives were grown in that country. The only olive tree known to exist in Mexico proper in 1810 was in the garden of the Archbishop of Mexico.

After the revolution any one was free to plant the tree, but the Mexicans have never given serious attention to the crop and the republic grows few olives. The industry has had its greatest development in the New World in the United States.

In spite of the Spanish prohibition a considerable number of Franciscan fathers and other missionaries had planted the olive in the mission gardens of California, and when our gold seekers flocked into that region they often wrote home of the olive groves near the Pacific coast. The industry developed very slowly for years and it was only about two decades ago that it began to receive much attention. In 1880 the best Italian and French varieties were imported and some of them are now flourishing, but there have been years of discouragement, for it took time and experience to learn what varieties would thrive best and what soils were most suitable.

Southern and middle California are pre-eminently the home of the olive in America. Santa Barbara County is the region of largest cultivation. The tree grows nearly all over the state, but olives are not a sure crop in the north.

After Santa Barbara come the counties of San Diego, Los Angeles, Ventura, Fresno, San Joaquin, Alameda, Sacramento, Butte and Riverside, where the groves are increasing year by year. In 1893 as many as 278,380 trees were in bearing and 328,997 young trees were planted. In 1894 there were 425,000 bearing trees and 1,360,000 young trees; in 1895 800,000 trees were set out. The olive thrives in California to a height of about two thousand feet. The largest plantation is the Sylmar ranch near Los Angeles, which contains considerably more than 100,000 trees.

Tinned Apples Should Have Labels.

A commission merchant in Bristol, Eng., writes that he could place large quantities of Canadian apples in 3-lb. tins if the English consumer were instructed how to use them. Without such information this trade must continue to be limited in the main to restaurants and bakers, who use the apples for pies and stews. One large firm takes 600 cases a season, all to be made into pies. The method of the chefs is first to drain off the liquor in the tins and then to let the apples stand in water before using for pies. The fruit must, of course, be clear and firm, not pulpy or flaky. The merchant in question advises that the 3-lb. tins have labels bearing directions for use as above, otherwise those who use fruit, liquor and all, will find it unsatisfactory.

Fruit Notes.

White & Co., Toronto, have received a number of branches from Mexico bearing oranges, grape fruit and tangerines, for display purposes.

An exhibit of fruit from British Columbia at the Horticultural Society's show in London, Eng., held Oct. 18, consisting of apples, plums, and pears, was awarded the gold medal.

The Nova Scotia Fruit Growers' Association convention will be held at Windsor on Dec. 7 and 8; the Prince Edward Island annual convention will take place at Charlottetown, Dec. 21 and 22.

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price $2 00.

Sent postpaid upon receipt of price.

TECHNICAL BOOK DEPARTMENT, MACLEAN PUBLISHING CO., LIMITED, TORONTO.

HOMER REID

MEAFORD, ONT.

Wholesale dealer in and manufacturer of

EVAPORATED APPLES

Write for prices.

XMAS ORANGES

We have the finest and best assorted stock of Oranges for Xmas Trade to be had.

Navel Oranges,
Mexican Oranges,
Florida Oranges,
Jamaica Oranges.

Xmas Price List issued this week—send for one.

WHITE & CO., Wholesale Fruit and Produce, 64 Front St. East. **TORONTO.**

The "Signal"

STEWART FRUIT CO. CALIFORNIA

'Phone Main 5672.

NAVELS

The Oranges we offer are up to grade. Our Prices are close. Our Brands are pretty, and make very attractive packages. All-in-all they should have ready sale, and make money for you at the price we ask.—**ENQUIRE.**

61 Front East, TORONTO. **W. B. STRINGER & CO.,** FRUIT BROKERS.

SUGARS LIMITED

MONTREAL.

Manufacturers of high-grade **SYRUPS** and **MAPLE CONFECTIONERY.**

Illustrated price lists on application. They will interest you.

THEY ARE HERE NOW AND PLENTY COMING FOR XMAS

EXTRA FANCY

California Navels
Florida and Sweet
Sonora ORANGES

NEW LEMONS

MALAGA GRAPES

CAPE COD CRANBERRIES
BARRELS AND BOXES

ALSO

New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.

HUGH WALKER & SON, Guelph, Ont.

TRADE MARK

This design a guarantee of quality.

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

The BEST Grocers

SELL

The BEST FLOUR

Proven Best by Daily Test

FLOUR AND CEREAL FOODS

Ontario's Grain Crop, 1904.

A FEW years ago it would not have been putting it too strongly to say that Ontario's prosperity depended almost entirely on her grain crops. This is no longer true, since although a bountiful or lean crop undoubtedly affects to a greater or less extent the purchasing power of the farming community, which is the backbone of the country's prosperity, it is now only impaired to a limited degree by crop failure. The reason is because the dairying industry has become so widely spread throughout Ontario, so profitable and such a sure source of income, that combined with the several years of good crops and remunerative prices which Ontario has enjoyed it has enabled Ontario farmers not only to largely reduce the indebtedness on their farms, but in many cases to place a nice balance in the bank.

That 1904 has been a lean year is plainly shown by the final Government report just issued, which estimates the yield of both Fall and Spring wheat in Ontario as probably the smallest in several decades. Even this, in the opinion of a number of the best posted grain men, ought to be further reduced, notwithstanding the fact that the final report reduces its previous estimate on wheat nearly 50 per cent. In their opinion it is still double what the actual fact warrants, especially when you take into consideration the very low average quality of the wheat harvested. They also are of the opinion that the oat crop is nearer 75,000,000 than 102,000,000 bushels, as shown by the report.

The following figures will give our readers an idea of the amount of money which even a poor crop means to the farming community of Ontario, as based on the Government report.

They are the final estimates of the product of the 1904 crop, computed from returns of actual yield made by threshers and an extra staff of correspondents. In most cases the yields are below the forecast of August. 1904 :

Fall wheat—605,458 acres, yielding 9,160,623 bush., or 15.1 bush. per acre as against 17,242,763 and 25.9 in 1903.

Spring wheat—225,027 acres, yielding 3,471,103 bush., or 15.4 bush. per acre, as against 4,650,707 and 18.7 in 1903.

The total value of the wheat crop in 1903 was $16,420,000, as against at present prices $11,370,000 in 1904.

Barley—772,434 acres, yielding 24,567,825 bush., or 31.8 bush. per acre, as against 24,378,817 and 34.3 in 1903. Value, $10,318,000 in 1904.

Oats—2,654,936 acres, yielding 102,173,443 bush., or 38.5 bush. per acre, as against 109,874,053 and 41.6 in 1903. Value, $29,121,000 in 1904.

Rye—130,702 acres, yielding 2,001,826 bush., or 15.3 bush. per acre, as against 2,970,763 and 16.6 in 1903. Value, $14,012,000 in 1904.

Beans—50,892 acres, yielding 912,849 bush., or 17.9 bush. per acre, against 978,248 and 18.4 in 1903. Value, say $1,004,000 in 1904.

Peas—338,260 acres, yielding 6,629,856, or 19.5 bush per acre, as against 8,924,650 and 21.9 in 1903. Value, say $3,980,000 in 1904.

Buckweat—100,608 acres, yielding 2,066,234 bush., or 20.5 bush. per acre, as against 2,049,169 and 21.5 in 1903. Value, say $3,315,000.

Corn for husking (in the car)—329,882 acres, yielding 20,241,910 bush., or 61.4 bush per acre, as against 29,287,888 and 77.3 in 1903. Value, $5,850,000 in 1904.

The total value of the grain crop of Ontario as given above amounts to over $66,000,000, based on the Government figures, and even if the estimates of the grain men are correct, as mentioned above, it would still amount to over $54,000,000, which shows how important the grain crops of Ontario still are to the prosperity of the province.

Hints to Flour Exporters.

FLOUR is one of the lines in which Canada should everywhere excel, says W. A. MacKinnon, Canadian Commercial Agent to Bristol, Eng., and no obstacle exists there in the shape of a public skeptical or unconvinced of the merits of the Canadian product. That difficulty has been overcome by the pioneers in the trade.

Another difficulty equally serious, however, has arisen, namely, the claim that Canadian shipments do not always prove equal to samples on which the orders are given. It should be noted that even if it is in the shipper's power to prove the fault not his or unintentional, and that he has used reasonable care to prevent it, yet a certain amount of discredit inevitably follows such a dispute. Right or wrong, stories of British importers are apt to be received by their friends to the detriment of the good name of Canada, and of the reputation of her business men. The seller always has most to lose, for buyers are never too plentiful, hence Canadian exporters should use extraordinary care to see that no possible confusion occurs with regard to samples and the shipments which follow them.

Another complaint is that shipments are not always made in accordance with the terms of the contract. A case in point has recently arisen in which a Canadian firm contracted for a shipment in June, despatched the goods about July 10, and explained that it was "practically a June shipment." Leading merchants are aware how vital a thing is punctuality, time being often of the essence of the contract, but beginners in the export trade sometimes overlook its importance.

Price of Bread to Remain Unchanged.

At the last meeting of the Master Bakers' Association of Toronto it was decided not to increase the price of bread. The matter came up for consideration on account of the recent advances in flour, which have reduced the margin of profit on the manufactured article.

Troubles of Halifax Flour Trade.

The November issue of the Maritime Merchant refers at length to the inconvenience to which the flour trade of Halifax is being subjected at the present time, owing to a deplorable lack of terminal facilities and unfair discrimination in freight rates. In the case of Manitoba flour for export the rate is 21c per bbl. in favor of U. S. ports, with the result that Halifax dealers have to do a large share of their export trade with the West Indies via those ports direct instead of bringing goods to Halifax for transhipment. The seriousness of the situation, as well as the reason for the agitation in favor of a re-adjustment in rates, is readily seen when it is explained that the bulk of the flour trade of Bermuda and a small percentage of the flour trade of

If Ready-For-Serving Cereals

were a new thing, then it might be more readily understood why

Orange Meat

is having such a fine sale. It might be accounted for on the score of novelty. But ORANGE MEAT came on the scene after half a dozen others— when ready-for-serving breakfast foods were no longer a novelty, and it has made its remarkable success on the top of the failures of others. All hail, then, to

Orange Meat

Your wholesale grocer will sell you Orange Meat.

Two sizes—15c and 25c.

15c size, 36 pkges to case, $4.50 per case, 5 cases and over, freight paid, $4.40.

25c size, 20 packages to case, $4.00. Freight paid on 5 cases and over.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

the West Indies is controlled by Halifax houses.

The upshot has been the formation of a flourmen's association in connection with the Halifax Board of Trade, its object being three-fold, namely, (1) to have better facilities provided for handling the trade; (2) to secure fair rates for export trade; (3) to devise ways and means of extending business.

Grain Situation.

DURING the week under review an easier tone has been noticeable in the wheat market. This is not to be wondered at at this season of the year when such large quantities of grain are being marketed. The visible supply for the whole of North America on Nov. 28, 1904, was distributed as follows: Wheat, 35,595,000 bush., an increase of 2,196,000 bush. over the previous week; corn, 1,852,000 bush., a decrease of 360,000 bush. from last week; oats, 24,323,000 bush., a decrease of 92,000 bush. from the visible supply of oats a week ago. Much of the weakness in the speculative market is undoubtedly the effect of manipulation. Outside events, however, have favored speculators' operations. Reports from Russia show a much larger crop than has been counted upon. In Argentina weather conditions have proved to be exceptionally favorable for the maturing crop, although a change in market conditions during the week has had a tendency to stiffen the market.

Locally considerable delay is being experienced in shipping grain on account of a scarcity of cars, particularly in Ontario. The railroad companies require every available car for use in their competitive trade from Chicago to the seaboard, and as a result Ontario grain shippers have to suffer.

During the week a cargo of 80,000 bush. of Manitoba wheat was bought by a Chicago firm, an event unique in the Canadian grain trade in so far as it is the first Manitoba wheat of commercial quality ever bought by Chicago. The wheat in question is a particularly high-grade of No. 1 northern, and is to be used for special milling, in which a higher grade of northern Spring wheat is required than has been raised in the United States this year.

Importations of Manitoba wheat by Minnesota millers have ceased for the present. In the United States wheat liquidation has proceeded in the absence of export trade, and on account of the larger crop movement and increasing visible supplies. Flour has been dull for export and only fair for domestic purposes.

The Canadian flour market, in sympathy with wheat, is quiet, very little export business having been reported during the last ten days.

New Japanese Tariff.

The new tariff in Japan, which came into force on Oct. 1, 1904, affects some of the leading imports of Japan, as follows:

Flour	per 100 kins (133 lbs)	60 sen (30c.)
Wheat	" " "	16 sen (8c.)
Salmon, salted	" " "	94 sen (47c.)
Butter	per kin (1⅓ lbs)	14 sen (7c.)
Condensed milk	1 doz. lb. cans,	46 sen (23c.)
Timber		5 per cent.

Increase in Grain Acreage.

Government reports estimate the increased area in grain for the Northwest Territories next Spring at half a million acres, owing to the extraordinary open weather up to date. The Territories had somewhat less than 2,000,000 acres in grain this season, and will increase this acreage to 2,500,000 for 1905.

Cereal Notes.

The report is current that the C. P. R. is about to erect at Fort William another storage elevator of three million bushels capacity.

The attention of Canadian flour and cereal exporters is directed to the following proposed changes in the Norwegian tariff:

Rolled oats—Proposal of customs committee, 60c per 220½ lbs.; proposal of Parliament committee, 34.67c.; present tariff, 34.67c.

Pearl barley—Proposal of customs committee, 16c per 220½ lbs.; proposal of Parliament committee, 16c; present tariff, 13.3c.

Oats, whole—Proposal of customs committee, 16c per 220½ lbs.; proposal of Parliament committee, 16c; present tariff, free.

Clover seed — Proposal of customs committee, 8c per 2 2-10 lbs.; proposal of Parliament committee, 8c; present tariff, 5.34c.

Timothy seed — Proposal of customs committee, 4c per 2 2-10 lbs.; proposal of Parliament committee, 4c; present tariff, 2.67c.

No change is proposed for whole barley, beans, peas, corn, rye, or wheat flour.

PREMISES ENLARGED.

Wm. H. Dunn, Montreal, has during the past few months had the premises occupied by him for years thoroughly renovated. He has also secured additional space, so that now he occupies an entire building of five floors, the ground floor being used entirely for general offices, private office and sample room. The interior is all neatly finished in hard wood, and certainly ranks as one of the finest office and warehouse premises on St. Paul street, which is saying a good deal. Mr. Dunn has enlarged his premises on four occasions during the past ten years, but he expects the present arrangement will afford him sufficient space for some time to come.

Write or Phone Us

For Prices on

Rolled Oats, Standard and Granulated Oatmeal, Flaked Wheat,
Granulated Wheat, Pot and Pearl Barley, Split Peas,
Gold Dust Cornmeal, All Kinds of Feed, Pea Meal,
Ground Wheat, Ground Oats, Ground Corn,
Grain of all Kinds.

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

"Going with the tide"

is a good principle—

Follow the trend of your customers' tastes — study their wants — they know what they want—most of them now know that when they require Condensed Milk, they want

Borden's "Eagle" brand Condensed Milk and "Peerless" Evaporated Cream

—Get these into store—your customers will buy them—that means profit to you.

Selling representatives

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St, TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Smoking Shortens Life.

SMOKING shortens the long, lonesome hours into calm, quiet, philosophy. Probably the greatest disturbing factor is to see a sign "Please Don't Smoke," such as are in evidence in the Montreal and Toronto street cars. It seems a pretty hard proposition when no smoking accommodation at all is provided on the street cars. The open cars are no longer in use, so the lover of the weed must walk or stop smoking. It is quite amusing to see the young man trying to steal a puff while the conductor is gathering fares, and sometimes he is enabled to keep his smoke going from ane stop to another by a little judicious dodging.

What is very noticeable in the big cities now is the craze for 5c cigars. The swell young man knows where he can buy Havana cigars for 5c. He has a very handsome silver mounted case and he fills it with the "fivers." His friends may not know the difference; in fact it would take an expert to identify some of the very excellent 5c goods on the market to-day. It has tended to develop the cigar business enormously, in fact it has been a boon to the cigar trade. There is comfort for a man in the fact that 5c is not much, so he buys two. Then the artistic seller remarks: We have a cigar, same stock, but twice the value, adding, "A longer smoke." He may then continue: "We are not making these 5c cigars any longer after New Years."

"Why not?" exclaims the customer in dismay.

"Because they are long enough." Two clerks usually fall under the counter especially if the boss has said it.

This is the kind of humor that the average cigar store is guilty of, yet all the while cigars are selling and the output of all kinds of cigars has increased tremendously since the 5c cigar has become popular.

There is one retailer in Montreal who deserves especial mention for his windows. He uses unique cards and recently attracted attention by having a couple of old boots with well worn soles in the window labelled, "Worn out coming for Myers' Famous Special." His other noticeable method is to have 25c pieces stuck all over the boxes, which accentuates five for 25c. He, however, in addition to doing one of the finest 5c cigar trades in Montreal, does a high-class cigar trade, and he has testified how a really high-class 5c cigar will educate the smoker to use heavier goods as soon as his pocket may be able to afford it.

Tobacco War in Philadelphia.

Considerable guessing has been occasioned, says the New York Journal of Commerce, on account of the latest move of the American Tobacco Co. in closing its Philadelphia agency, which is ordinarily responsible for an annual turn-over of from $4,000,000 to $5,000,000. Although it is largely a matter of conjecture, the general opinion seems to be that this is only another concerted move on the part of the trust to obtain control of the tobacco business of Philadelphia. The American Tobacco Co. is also introducing a scheme to restrict the sale of its brands of tobacco to certain jobbers. In order to get his tobacco a jobber must sign a six months' contract for a certain amount at a quoted price. If he wants more trust tobacco before the end of that time he must pay about three per cent. more for it. The ultimate object of the trust is to get the retail trade after all such jobbers are frozen out and it secures control of the market. It will then deal with the retailer as it is now doing with the jobber, that is, force him out of business and establish its own retail stores.

Death of Toronto Tobacconist.

The Grocer regrets to chronicle in this week's issue the death of Mr. J. W. Scales, wholesale tobacconist, Toronto, which occurred on Nov. 23. Mr. Scales was one of the pioneers in the tobacco business of Toronto, having started in business with his father as early as 1865. Some of the leading tobacconists in the city received their training in the late Mr. Scales' establishment.

Cigarettemakers Abandon Coupons.

That the public is becoming weary of the "coupon craze" is to be seen from the fact that one of the largest manufacturers of Turkish cigarettes in New York City has discontinued the use of coupons, at the same time announcing that he has found it a wiser business policy to present goods to the consumer solely on their merits.

Tobacco Notes.

L. M. Fortier, vice-president of the J. M. Fortier Co., Montreal, has just returned from a successful business trip to the Maritime Provinces. He says

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Getting Near Christmas

Suggest to your lady customers that they buy a box of cigars—not for themselves—goodness, no! But for their husbands—for a Christmas present—or for their fathers—or for somebody else.

Cigars make acceptable presents, if you get the right kinds. Pharaoh or Pebble are the right kinds. We have them in boxes of 25 for the Xmas trade. Get your stock in now, and get your customers thinking about it.

In a 5-center, get **Pebble**; in a 10 center, **Pharaoh.**

You know our standing offer: 1000 cigars, assorted, express paid.
Unsold stock taken back at the end of three months at invoice price.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

The Man Who Smokes

T. & B. Tobacco has all the comfort that the "weed" can yield. He never grumbles.

This is why it is good for the grocer to always sell **T. & B.** Other Tobaccos are likely to produce "kicks" and loss of customers.

10-CENT SIZE IS POPULAR.

Geo. E. Tuckett & Son Co., Limited,
Hamilton, Canada.

the people in the east accorded him every possible attention in trade, and that orders from this quarter are increasing rapidly. The demand for the Chamberlain cigar has doubled within the past year, and is to be attributed partly to the excellence of the cigar and partly to the campaign re preferential tariff which is being waged in the Motherland. It is remarkable how one great current of advertising assists business, and further how strongly co-operative any kind of publicity becomes so long as the name has been made known.

Christmas goods of all descriptions are now on the market in abundance. E. Mayer, J. A. Mayer and J. A. McNeil, three of the Fortier Co.'s travelers for the Province of Quebec, report an unprecedented Christmas trade. Some novel ideas are to be seen in the form of gifts.

The British Canadian Cigar Co., Kingsville, Ont., have been reorganized into a joint stock company.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

McALPIN'S

SMOKING

TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

CHEWING

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

McALPIN CONSUMERS' TOBACCO CO., Limited
TORONTO

WALL PAPER

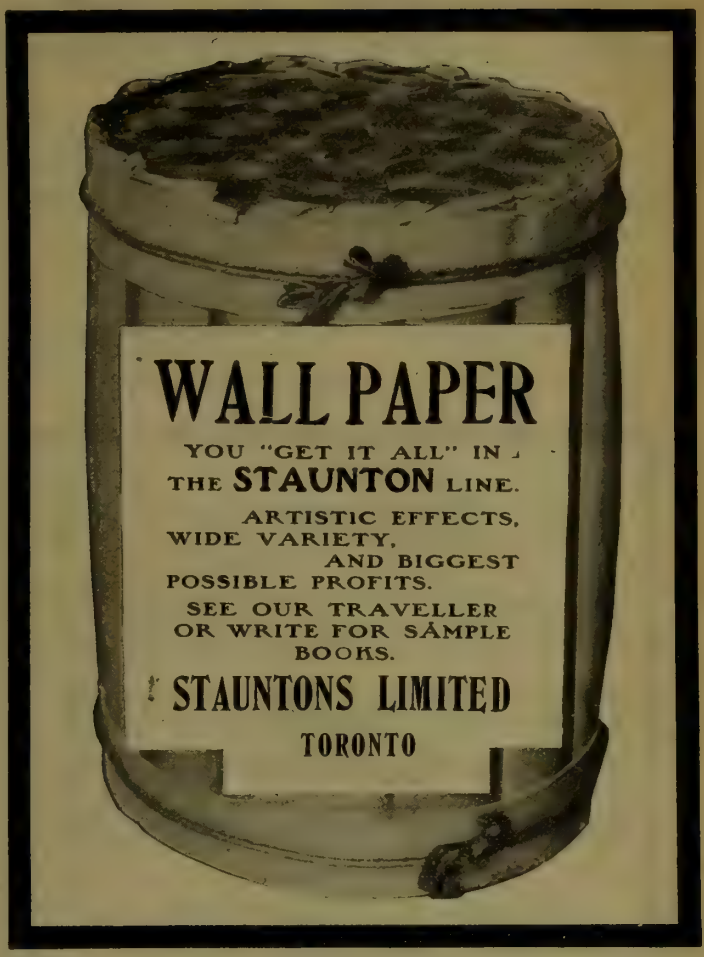
ART IN WALL PAPER.

THE present day belief that good design consists of pattern—pattern repeated ad nauseam—is an outrage on good taste. A wall paper should be a background, pure and simple; that and nothing more. If there is any pattern at all (and a discreet pattern is certainly an enrichment) it ought to be of the simplest kind, quite unobtrusive both in color and also in its motive and shape. The general tone of a wall paper is the important thing to be desired; pattern is a mere trifle in comparison with tone. The art teaching of to-day gives but little consideration to this fact. It follows in the steps of William Morris, a great man, who somehow delighted in glaring wall papers. The kind of

URNED
2 1904
Book 27
Page 33

A well-known Louis XIV style of pattern, always in favor for a higher class of wall decoration, especially in self shades.
No. 393, shown by The Watson-Foster Co., Montreal.

paper hanging that we need most of all is what may be described for want of a better name as the "tone wall paper." A dozen or so of good patterns—modest patterns, well drawn and unassuming—would be enough, if only they were printed in from fifteen to twenty pleasant tones of any normal color, such as red, green, blue, gray or yellow, the gamut of the color ranging from pale to dark tones. How easy it would then be to choose a wall paper to suit the lighting of a large room! At the present time, when an apartment has to be repapered, the decorator presents for inspection half a dozen thick books filled with samples of profusely patterned papers, so various and so useless that the patient examiner soon


WALL PAPER
YOU "GET IT ALL" IN THE STAUNTON LINE.
ARTISTIC EFFECTS, WIDE VARIETY, AND BIGGEST POSSIBLE PROFITS.
SEE OUR TRAVELLER OR WRITE FOR SAMPLE BOOKS.
STAUNTONS LIMITED
TORONTO

feels distracted. It is seldom that the pattern and the color are right in the same piece; that would be too much to expect. The only thing to be done (and this one thing is not really safe) is to choose a pattern that one has seen elsewhere and liked.

We all know from sad experience, when ill and in bed, what it is to have always in evidence a petterned wall paper, a thing that transforms a wall into a labyrinth of curving lines, by which the mind is fascinated and rendered anxious and feverish. Surely we might be spared this distraction. But if wall papers should be quiet in design and color, how is this principle of quietness to be reconciled with the splendor of tapestry, the most beautiful of all coverings for a wall? The answer to this question is quite simple. Tapestry is a thing apart; it has always, when good, the desired quality of modest reticence, though every square inch of it is full of entrancing interest. It keeps its place flat against the wall and never challenges attention. All painters love tapestry as the most exquisite of backgrounds; even men in black coats and white ties look well against it! But good tapestry is expensive and rare, and to-day one rarely sees a tapestried room. The material is still used in a good many homes, but the modern way is to employ it in strips and pieces, to frame it in woodwork and treat it as a picture. The real tapestried room has become, or is rapidly becoming, a glorious thing of the past. In such a room the furniture is reduced to a minimum. He would be a vandal who placed a sideboard against a fine piece of tapestry; and what person of taste would ever dream of hanging pictures on a wall enriched with this fabric and its silent histories?—The Upholstery Trade Review.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 111 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moose Jaw	Regina
Carman	Elkhorn	Moosomin	Swan River
Dauphin	Gilbert Plains	Nanton, Alta.	Treherne
Dawson	Grandview	Neepawa	White Horse
Edmonton	Innisfail	Ponoka	Winnipeg
Lloydminster	Medicine Hat	Portage la Prairie	" North
		Red Deer	

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Wiarton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York Portland, Ore San Francisco.
Seattle, Wash. Skagway, Alaska

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited.

D. W. ALEXANDER, General Manager for Canada,
Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000 000.
RESERVE FUND, - - 1,000 000

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, General Manager.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT
at all Branches.
ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

FINANCE AND INSURANCE

IN a compilation of the failures in Canada and the United States during the month of October, Canada, according to the report of R. G. Dun & Co., does not make as favorable a showing as her sister country. Commercial failures during October in the States numbered 888, involving liabilities of $10,525,278. This is a striking improvement as compared with the corresponding month last year, when there were 1,086 defaults, with liabilities of $18,387,567. In Canada there were 112 defaults for $819,840, comparing with 85 failures and $747,312 liabilities last year, while the increase is still more striking when the comparison is carried back still further, for liabilities were only $502,183 in 1902 and $594,070 in 1901. This year's record is good as to manufacturing failures, 24 for $114,436 comparing with 20 for $474,248 last year, when two large saw mills and one mine defaulted for a heavy amount. Trading failures numbered 85, with liabilities of $547,963, against only 62 defaults for $269,476 a year ago. Last month's total was swelled by a large hardware suspension, and the losses in general stores were exceptionally heavy. Other commercial failures numbered only three, but provided $157,441 liabilities, owing to the suspension of a stock broker in Nova Scotia. Last year there were also three suspensions in this class, but the amount involved was only $3,588.

* * *

ANOTHER satisfactory half-yearly report has been issued by the Sovereign Bank of Canada. The statement shows an increase as compared with a year ago of $2,800,000 in deposits, $2,300,000 in loans and discounts ; an increase of $600,000 in cash and bank balances, or 100 per cent., and an increase in total assets of $3,000,000. The report states that the circulation of the bank is practically up to the legal limit, and the figures generally represent an unprecedented growth, which not only reflects credit on the management of the Sovereign Bank, but is an evidence of the prosperity of the country. The bank shows $3,375,000 of immediately available assets, or over 50 per cent. of its liability to depositors. The whole showing is a credit to the directors and management and must be very satisfactiry to the shareholders of the Sovereign Bank.

* * *

ON January 1 the First National Bank of Chicago will put into operation a new scheme of bank management, the working out of which will be watched with keen interest by bankers. The scheme contemplates the specialization of the various large branches of trade represented by its deposit item. Under the new system the various lines of business will be divided in the bank's classification into groups and divisions. There are to be seven groups and twenty-six divisions. One group will include such divisions as collateral stocks and bonds, grain, flour and feed, meat products, leather, wool, live stock commission and coal. Another group will include dry goods and all branches of the clothing trade, and still another will take in agricultural implements, iron and steel products, lumber and furniture and manufacturing sundries. The customers of the bank will be classified according to this grouping of the lines of business they follow. Under the present system the customers of the bank are classified in an arbitrary alphabetical way. The main object in making the change is to minimize the bank's losses. The second is to increase its business. There will be a departmental system for handling the business of its customers with a view to making the official staff a group of specialists in the various lines of trade and industry that are followed by people who do business with the institution.

* * *

MOLSONS BANK annual statement is a satisfactory one. The net profits for the year were $457,290.72, affording dividends as usual, at 9 per cent. and $150,000 for the reserve fund, which is now equal to the whole paid-up capital of $3,000,000. Next year the Molsons Bank will reach its 50th anniversary. Its record in all the time of its existence has been one of conservative and careful management and sustained well doing for its shareholders.

NOTES.

The Sovereign Bank has opened a branch at Arkona, Ontario.

Mr. L. Bolster, formerly manager of the Toronto branch of the Sovereign Bank, is dead.

The Canadian Bank of Commerce is opening a branch in Brandon. This is the seventh chartered bank represented there.

Mr. C. A. Gray, manager of the Union Bank, Windsor, N.S., has been appointed manager of the branch at Port of Spain, Trinidad.

The Bank of British North America has started to keep its new St. John, N. B., branch open from eight to ten o'clock on Saturday nights.

Mr. D. R. Wilkie, vice-president and general manager of the Imperial Bank of Canada, has been elected as a director of the Confederation Life Assurance Company.

A rumor has gained currency that the Metropolitan Bank of Toronto, the People's Bank of Halifax, the People's Bank of New Brunswick and a Prince Edward Island bank will amalgamate under the name of the Alliance Bank of Canada, with a capital of $5,000,000.

The Standard Loan Company, of Toronto, has absorbed the Huron and Bruce Loan and Investment Company, the head offices of which are at Goderich, Ont. During the past year the Standard has effected amalgamation with two other companies, the Aids Savings and Loan Company, and the Ontario Loan and Investment Company, Limited, both of Toronto.

At its meeting in Toronto on November 11 the Canadian Bankers' Association re-elected the following executive :—President, E. S. Clouston, of Montreal ; vice-presidents, Duncan Coulson, Toronto ; Geo. Burns, Ottawa ; H. Stikeman, Montreal ; M. J. A. Prendergast, Montreal. Council : B. E. Walker, Toronto ; Thomas Fyshe, Montreal ; D. R. Wilkie, Toronto ; Thos. McDougall, Quebec ; James McKinnon, Sherbrooke ; W. E. Staven, St. John, N.B.; G. N. Balfour, Quebec ; P. A. Lafrance, Quebec ; S. P. Reid, Toronto ; T. G. Brough, Toronto ; E. L. Pease, Halifax ; D. R. Clarke, Halifax ; H. S. Strathy, Toronto.

FREIGHTS AND CHARTERS

NAVIGATION for ocean traffic from Montreal has ended for the season, and now the attention of shippers will be devoted almost exclusively to St. John, N. B., Halifax, N. S., and Portland, Me. While there is great rivalry as to the steamers there is a uniformity of rate from these three terminal points. The rates quoted herewith include all three ports. The rates for South Africa are appended also, which shows an awakened interest in the new colony. It may be noticed that the prices of shipping canned meats to Capetown and Port Elizabeth are precisely the same as to Dublin, while for flour they are only 6d per sack more. Thus with two lines subsidized, namely the Furness Withy and the Elder Dempster, a monthly service will be managed to South Africa. This should tend to stimulate exports and business men should be aroused to the actual and possible outcome of trade with South Africa. Canadians, it is believed, have neglected this point for freight, and only recently The Canadian Grocer was informed by a well known merchant of Capetown, a Mr. Jaggers, that an immense trade could be done if only more commission agents were appointed to act for Canadian manufacturers. In quoting South African rates the abbreviation "MT" means measurement, and "C.S." cold storage. Butter and cheese are quoted at 80 shillings, which would appear remarkably cheap when the distance to be covered is remembered. It may further be added that there is no primage on shipments to South Africa, such as is noted on West St. John goods.

At the several large shipping offices there is jubilation as grain rates have advanced slightly, and the amount coming forward is becoming encouragingly large; rates are, however, very much the same as they were last season at the corresponding period. In fact, notwithstanding the dull Summer, the different companies have taken precautions to suit their service to the demands, and as soon as the demand increases steamers will be available.

New charters have been rare this week but some special boats are promised for St. John in a couple of weeks. In connection with the G. T. R. from Portland six steamers will keep up a weekly service to London; three to Glasgow; two to Bristol and Avonmouth dock; seven with Liverpool.

The St. John service promises to be exceedingly prompt and efficient, and an excellent Winter freight business is anticipated.

Freight via C. P. R.

Assistant Freight Traffic Manager Bulling, of the C. P. R., has issued a circular to the effect that on and after December 1, freight for Prince Edward Island via Point du Chene and Pictou, will be accepted only subject to delay, though it will be handled from these points as long as weather permits. As navigation from Pictou is usually open longer than from Point du Chene, freight may be re-shipped from this latter point subject to additional charge, and any freight on hand after the close of navigation will be forwarded by Government steamer.

A New Cartage Co.

The Lilley & Cameron Cartage Co., Montreal, has been organized, with the following board of directors: R. A. Brock, W. A. Lilley, D. E. Cameron, J. J. Riley, jr., and W. L. Bond. W. A. Lilley is president; R. A. Brock, vice-president; and D. E. Cameron, secretary-treasurer.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	Rotterdam.
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.....	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	.....	†Fine20/ 12/6	†Fine20/ 12/6	†Fine20/ 10/	†12/6	†15/	.....	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without noticc and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

December 1, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	5 00
12-oz. tins, " "	3 40
6-lb. " ½ " "	11 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 25
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

⅛ Size, 5 doz. in case		$0 40
¼ " 4 " "		0 75
½ " 3 " "		1 25
1 " 2 " "		2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17	
In 10-box lots or case	0 16	
Reckitt's Square Blue, 12-lb. box	0 17	
Reckitt's Square Blue, 5 box lots	0 16	
Gillett's Mammoth, ½ gross box	2 00	
Nixey's "Cervus," in squares, per lb.	0 16	
" " in bags, per gross	1 25	
" " in pepper boxes, according to size	0 02	0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	2 50

Borax.

"Bee" brand,	5 oz., cases, 40 pkgs.	1 40
" "	10 oz., cases, 48 "	3 25
" "	16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 65

Brooms.

UNITED FACTORIES, LIMITED.

		doz. net.
Boeckh's Bamboo Handles,	A, 4 strings	$4 70
" " "	B, 4 "	4 40
" " "	C, 3 strings	4 10
" " "	D, 3 "	3 85
" " "	F, 3 "	3 55
" " "	G, 3 "	3 20
" " "	I, 3 "	2 85

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 25
" " 7-lb. cotton bags, per bag	0 [illegible]
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	[illegible]

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

IN YE OLDEN DAYS OF KING GEORGE II.

BATGER AND CO.

MADE JAMS FOR THE PEOPLE OF ENGLAND

IN 1904

THEY ARE STILL MAKING THEM — BUT FOR THE "BRITISH EMPIRE."

SEND IN A TRIAL ORDER FOR NEW STYLE JAR— STRAWBERRY JAM.

ROSE & LAFLAMME, MONTREAL.

"The Line of Least Resistance."

In physics we are taught that water flows along the line of least resistance. The dealer should "sell along the line of least resistance"—i.e., the most satisfactory goods.

Paterson's Camp Coffee Essence

invariably pleases your customer.

ROSE & LAFLAMME, Agents, - - MONTREAL

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCHAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

The Best of all Starches.

45 years ago we made the best Starch in Canada, we make it even Purer to-day. That is why the Canadian consumer buys it, that is why the Canadian merchants prefer to sell

Edwardsburg "Silver Gloss" Starch and

Benson's "Prepared Corn"

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06¼
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06¼
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	9 72
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Sunlight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages.... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 6 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. M. DUNN AGENT.

A **"GOOD COFFEE"** reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

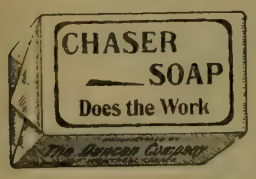
"Prince of Wales"

MOCHA & JAVA COFFEE

Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 48 lb.	0 05½
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

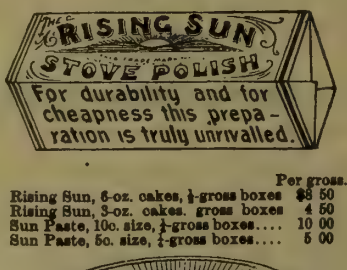
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—10c. pkgs, cases 5 doz., per doz. less 5 per cent.	1 00

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

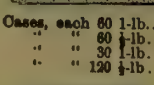
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 ½-lb.	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHEAU, Montreal.

Japan Teas—		
"Condor"	I 40-lb. boxes	$0 42½
"	II 40-lb. boxes	0 40
"	III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb	at	0 32½
" AA " 40	"	0 30
Blue Jay, basket fired Japan, 70 lbs.		0 27½
"Condor" IV 80-lb.	"	0 32½
" V 80-lb.	"	0 27½
" XXXX 80-lb. boxes		0 23½
" XXXX 30-lb.	"	0 24½
" XXX 80-lb.	"	0 21
" XXX 30-lb.	"	0 22
" XX 80-lb.	"	0 19
" XX 30-lb.	"	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 27½

Black Teas—"Nectar" in lead packets		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 58
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label.	½ lbs. & 1 lbs. per lb.	Sold ½ lbs. per lb.	for 1 lbs. per lb.
Ceylon-India, Ex. ch'st A Yellow	45	..	70
" " " B Red	40	..	60
" No. 1 O Pink	35	..	50
" 2 O Orange	30		40
" 3 O L. Blue	22		30
4 O L. Green	20		25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.		$0 30
" Amber, 8s. and 3s.		0 40
Chewing—Stag, bars, 10½oz.		0 43
" Bobs, 5½s. and 11s		0 44
" " 10½ oz. bars, 6s.		0 44
" Currency, 12 oz. bars, 12s.		0 47
" " 6½s. and 12's		0 47
" Old Fox, narrow, 12s.		0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½		0 51
" Pay Roll, 7s and 6½s.		0 [illegible]
" Fair Play, 8s. and 13s.		0 [illegible]

Vinegars.

E. D. MARCHEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 85
" casks, 60 "	10 25	21 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 [illegible]
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 3 doz. 10c.	1 00

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY			
per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA			
per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartons in a case, and in 56-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the cope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
DEC 2 1904

Lamps For Xmas Trade

We have a number of different assortments of lamps, made up of four, six and eight lamps, no two alike, ready for shipment. We illustrate each package showing exact contents and will be pleased to send sheets to you for a postcard. These assortments are just the thing for sorting up.

GOWANS, KENT & CO.
16 Front Street East
TORONTO
Branches at Winnipeg and Montreal

YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, DECEMBER 9, 1904. NO. 50.

Laundry Blue should be perfectly soluble.
Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry
and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

SHORT BREAD

A SEASONABLE LINE

A TRADE-WINNING LINE

A PROFITABLE LINE

TRY IT

Christie, Brown & Co., Limited, Toronto and Montreal.

Coughing Customers are **cured** and preserved for future trades by the use of **Mathieu's** Syrup of Tar and Cod Liver Oil. Don't offer substitutes which might fail to cure, and cause the loss of a customer.

—Mathieu's Nervine Powders are a splendid and safe remedy for Neuralgia, Sleeplessness, Headache and Fever with Colds.

J. L. MATHIEU CO., LIMITED
PROPRIETORS SHERBROOKE, P.Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

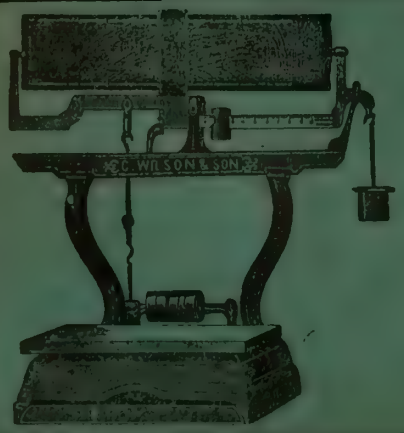
You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

Protect Your Capital!

"A small leak will sink a big ship."—— Look out for the quality of the goods you sell. Protect your invested capital by choosing standard goods. The "just as good" kind are dangerous rocks—obstacles to business success—menaces to your invested capital.

Griffin & Skelley's Dried Fruits

Picked and packed in the largest vineyards on the Pacific Coast—"The pick of the pack," always.

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins.

Look for the "Griffin" brand and you see the highest grade there is or can be. Buy it and you're absolutely safe.

"Shell" Brand Castile Soap

the leading brand because containing 7 per cent. more pure oil than others. Highest quality at a fair price.

In one pound bars and pressed cakes.

Buy it and your invested money will bring sure returns.

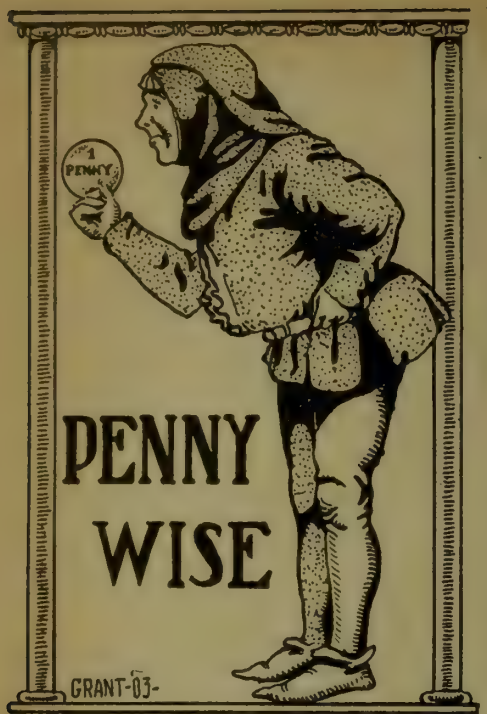
"Protect your Capital."

SOLD BY LEADING WHOLESALERS.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER and then use the space right you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?

MACLEAN PUBLISHING CO -DEPT OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada

Offer few cars good **CORN** handsome label.

Few cars **PEAS** finest.

BEANS EVAPORATED APPLES
WIRE US.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

If YOU wish to sell goods in the WEST
WRITE
CHAS. MILNE
THE MERCHANDISE BROKER
VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

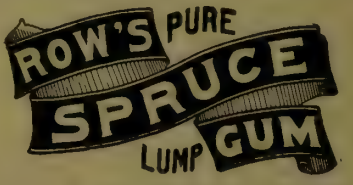
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars

ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

A CLEAN RECORD.

For sixty-four years

JAMES DOME BLACK LEAD

has given satisfaction. Is this not proof of good stuff?

W. G. A. LAMBE & CO., Canadian Agents. **KEEP UP YOUR STOCK.**

CAPSTAN BRAND MINCE MEAT

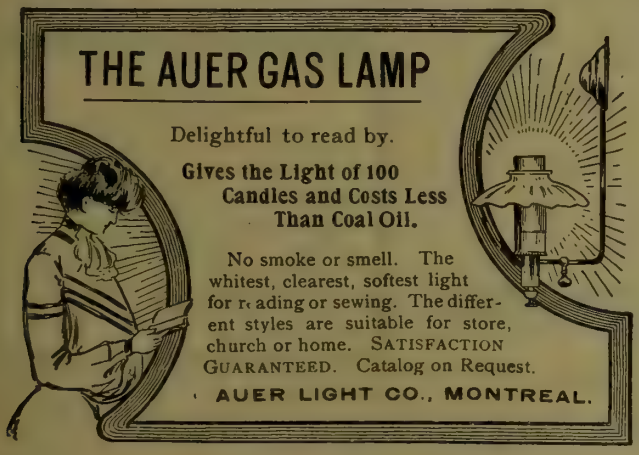
Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

A GOOD TASTE

That can always be gratified is a taste for

LYTLE'S Mince Meat

Every grocer should try and satisfy his customers' taste by having on his shelves Mince Meat of the highest quality. In handling this Mince Meat the grocer can rely on the quality always.

Done up in convenient-sized fibre and wooden pails

The **T. A. LYTLE COMPANY,** Limited

Manufacturers of HIGH-GRADE MINCE MEAT

124-128 Richmond St. West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

Pushing back the waters of mighty Niagara is an easier task than stopping the sale of

JAPAN TEAS

in Canada, or wherever they have once been used.

Gentlemen of Ceylon and India,—Ye are mighty men and great, but ye are pigmies struggling against **1000** years of the highest and most perfect art of tea culture, and **JAPAN TEAS** will be used by the people when your pitiable imitations are but a memory.

The people want **JAPAN TEAS**

Provisions that are most subject to getting rancid are generally those that are most impure. Fairbank's

BOAR'S HEAD

brand of REFINED LARD COMPOUND

Orders can be filled by any of the jobbers in Canada or direct.

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " - -	5 lbs.
Pails, wood	20 lbs.	" " - - -	3 lbs.
" tin -	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

THE OLD HOMESTEAD CANNING COMPANY THANKS THE GROCERY TRADE OF CANADA FOR THE PROMPT AND GENEROUS RECEPTION ACCORDED THE OLD HOMESTEAD BRAND OF CANNED FRUITS AND VEGETABLES. IT WAS NO SMALL THING TO HOPE THAT THIS INITIAL YEAR OF THE COMPANY'S HISTORY WOULD BE CROWNED WITH COMPLETE SUCCESS; BUT SUCH IS THE RECORD. THE COMPANY BELIEVES, WITH MUCH REASON, THAT ITS BRAND HAS ALREADY ESTABLISHED ITS PRE-EMINENCE FOR HIGH QUALITY AND UNEQUALLED ATTRACTIVENESS.

PICTON, ONT., DEC. 9TH, 1904.

CEYLON TEA

satisfies—else the people—the Anglo-Saxon people — would not drink it. They reject the teas of other countries when they get acquainted with Ceylon Teas.

The grocer, when he sells package teas, sells Ceylon Teas —and when he sells from bulk, he should do likewise.

What possible advantage is there in keeping so big a tea stock ?

Ceylon Teas come in blacks and greens.

HAVE YOU EVER THOUGHT

of the importance of **Condensed Milk** and the necessity of its being absolutely reliable? The original milk from which

"Reindeer" Brand

is prepared is of unusual richness, in point of flavor, color and consistency leaving nothing to be desired.

MANUFACTURED BY

TRURO CONDENSED MILK AND CANNING CO.
LIMITED

W. G. A. LAMBE & CO.
AGENTS.

Factories:
Truro, N. S.; Huntingdon, P. Q.; Mission, B. C.

Dressed Poultry Wanted.

The Canadian Canners, Limited, are now ready to receive Dressed Poultry at the following factories, viz.:

AYLMER CANNING CO.,	-	AYLMER.
KENT CANNING CO.,	-	CHATHAM.
SIMCOE CANNING CO.,	-	SIMCOE.
SIMCOE CANNING CO.,	-	HAMILTON.

Ship to your nearest factory. Write for full directions as to packing and shipping.

Canadian Canners, Limited

39 James Street South, - Hamilton, Ont.

FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Birds Thrive on

Brock's Bird Seed

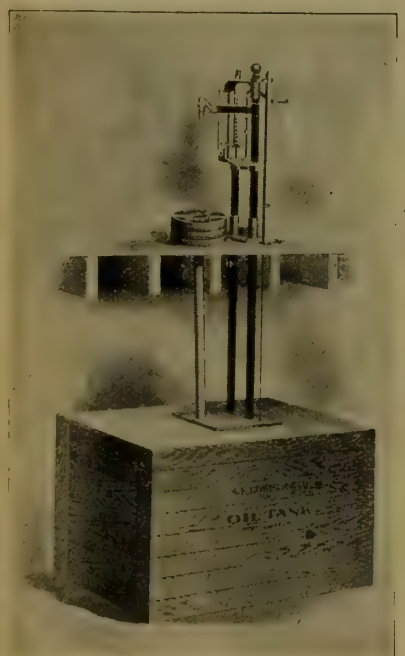
and die on others—a proven fact.
Therefore sell Brock's.

NICHOLSON & BROCK, TORONTO

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalogue "B" to-day,

IT'S FREE

S. F. BOWSER & CO., 530 Front St. W., TORONTO.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

How is Your Coffee Trade?

If you have CLUB COFFEE

——Put up in 1-lb and 2-lb Tins. — on sale your coffee trade must be good

Manufactured only by WRITE FOR SAMPLE AND PRICES.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World.

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent :

JOHN FORMAN, 644 Craig Street

MONTREAL.

The Season for Stock Food is Just Commencing

It is money lost if you delay in securing an agency for that fast-selling line

ANGLO-SAXON STOCK FOOD

and Veterinary Preparations

WRITE TO-DAY FOR OUR PROPOSITION

The 800 dealers who have sold our goods during the past nine months, and the thousands of farmers who have used them during that time, are delighted with the results secured. Every dollar's worth of our goods was **SOLD ON POSITIVE TRIAL** and every dollar's worth gave satisfaction and was paid for.

As an additional guarantee of the quality of Anglo-Saxon goods we might mention that **Mr. J. E. Brethour, of Burford, Ontario,** known to all Canadian Stock-breeders, **fed and fitted his St. Louis Exhibition Hogs on Anglo-Saxon Stock Food** and practically **swept up everything in his classes,** winning the following prizes :

PREMIER CHAMPIONSHIP FOR BREEDER

Two Reserve Grand Championships	Four Championships	Twelve First Prizes	Eleven Third Prizes
Two Grand Championships	Two Reserve Championships	Fourteen Second Prizes	Five Fourth Prizes

THE NAISBITT COMPANY, LIMITED

184 James St.
WINNIPEG, MAN.
P. C. POWYS, Manager.

Toronto, Ontario

8-10 Water St.
ST. JOHN, N.B.
W. W. HUBBARD, Manager

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT FOR CANADA.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE.
Approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

It is a fact that everybody now insists on having better things to eat and drink than their fathers did,—and that, too, without relative increase in price. And they get them,—in some instances.

Those who realize the public taste of to-day find it necessary to offer something that is better than others have to sell at the same price.

Wood's Coffees

meet the highest present day requirement.

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St., Montreal

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GOODWILLIE'S FRUITS

Are to be found on the shelves of all

GOOD GROCERS

Because they are used by all people who want

THE BEST

Fruits in Glass.

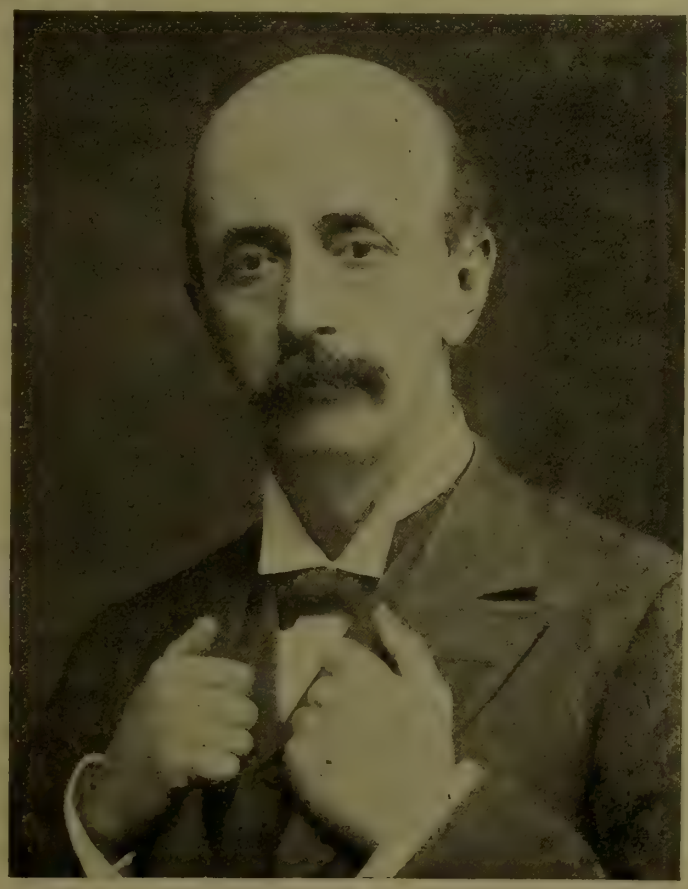
ROSE & LAFLAMME, MONTREAL.

OUR NEW GOVERNOR-GENERAL

A STRENUOUS BUSINESS MAN

By W. T. STEAD in Review of Reviews.

ALBERT HENRY GEORGE GREY, the fourth earl, was born on November 28, 1851. He came of notable lineage. His father, General Sir Charles Grey, had been for over 20 years more closely and confidentially connected with the British court than any other man, courtier or statesman. General Grey, second son of the great Lord Grey who carried the Reform Act of 1832, was private secretary to his father while he was Prime Minister of the Crown from 1830 to 1834. In 1849 he was appointed private secretary to the Prince Consort, a post which he held till Prince Albert's death. He was then appointed private secretary to the Queen, and this post he held to his death, in 1870. The private secretary to a king or queen is often a more important person than a Cabinet Minister. He is privy to all the business which a sovereign has to transact. He has access to all the papers. He knows all the secrets, and he is often much more than the private secretary. He is the trusted, confidential adviser of the sovereign. Unlike the official advisers of the Crown, he is appointed for life, and holds his position independent of popular caprice or changes of public opinion. General Sir Charles Grey stood high in the favor of his royal mistress. He was devoted to the memory of the Prince Consort, of whose early years he published a book in 1867.



Lord Grey.

The new Governor-General for Canada is, therefore, not only the grandson of one of the most famous Prime Ministers of the nineteenth century, he is the son of a man who from 1849 to 1870 occupied a position which made him the personal friend and trusted confidante of the Queen in all the business both of court and of state.

Lord Grey's chief interest in politics has been the maintenance, the extension, and the consolidation of the Empire. His ardent and enthusiastic temperament predisposed him to be a leading spirit among the young optimists who believed that in the union of the English-speaking race there might be discerned the dawn of a new heaven and a new earth. Mr. Rhodes found in Lord Grey a man after his own heart, full of passionate enthusiasm for the Empire, and keen to do his part in the revival of the old Elizabethan tradition of adventure and romance. He became one of the founders of the chartered company, and was thereby committed to a close connection with the destinies of central South Africa. He became a Rhodesian, and he is a Rhodesian to this day.

His Record in Rhodesia.

The task which Lord Grey attempted as administrator of Rhodesia in 1896-1898—years of native war and of profound political unrest—did not afford him much experience likely to be helpful to him as Governor-General of the Dominion. The Rhodesians, a handful of white men, were fighting for their lives against overwhelming numbers of savage Matabele. Lord Grey was a novice in South African affairs, and he was necessarily overshadowed by the colossal personality of Cecil Rhodes. He had a divided allegiance. He was the representative of the Crown, as well as a founder and leading spirit of the chartered company. He was an English noble, bearing a name that is famous in the annals of Liberalism. Yet he was Mr. Chamberlain's agent in South Africa. After he returned home, he became a director of the South African Company and a trustee and a joint heir of the Rhodes estate under Mr. Rhodes' will.

As a Peace Crusader.

When the Russian Czar launched the Peace Rescript, Lord Grey threw himself heartily into the popular agitation which secured the meeting of the Hague conference. As Lord-Lieutenant of Northumberland, he presided over the peace meeting in Newcastle Town Hall at the beginning of 1899. That this did not stand in the way of his presiding, a few months later, over a meeting in the same place clamoring for the dispatch of more troops to South Africa to compel Mr. Kruger to climb down, is a fact thoroughly in keeping with Lord Grey's impulsive enthusiasm for every cause that seems to represent a struggle toward a loftier ideal. Lord Grey, as is

now well known, took little part in the annexation of the republics. Nor beyond supporting the importation of the Chinese has he interfered much in the settlement of the conquered territories. He has been chiefly interested in the affairs of the vast territories acquired and still administered under the charter. He has taken and still takes a keen interest in the development of the latent wealth of this great estate. His hopeful disposition enables him to labor on cheerfully where others would be apt to abandon their task in sheer despair.

Co-operation and Temperance.

In home politics, Lord Grey has devoted himself with untiring enthusiasm to two great causes—the cause of co-operation and the cause of temperance reform. He has for many years been the most brilliant and highly placed of the advocates of co-operation. Co-operation in all its forms, as the practical method of realizing voluntarily the ideals which the Socialists can only attain through legislation, has been always near his heart. Distributive co-operation, productive co-operation, co-partnership in every kind of industry, have always found in him a zealous and a sagacious supporter.

In the advocacy of co-operation, he was but one among many. In the work of converting the drink traffic from being a source of local demoralization into a source of local amelioration, he is the leading spirit. Many people, Mr. Chamberlain not excepted, had, from time to time, been fascinated by the working of what was at first known as the Gothenburg system of dealing with the supply of intoxicating drink. The Bishop of Chester had formed a small company to manage a public house for the public good, and not for private profit. At this stage of the discussion Lord Grey came into the field. A personal experience, by which he found that a licensing authority gave away for nothing monopolies which were salable the day after the grant for £10,000 ($50,000) opened his eyes to the frightful extravagance and waste of the existing system of licensing. He becaume the apostle of "The Bishop of Chester's Trust." What might have been a mere local experiment was taken up all over the kingdom. Everywhere Lord Grey was to the fore. He argued, pleaded, persuaded, until at this moment public house trusts have been formed in nearly every English county, and every month sees an addition to their number.

Public Conduct of the Liquor Business.

The essential principle of Lord Grey's trust public house is that the profits arising from the monopoly created by the public authority should be devoted to purposes of public usefulness, and not to build up fortunes of private individuals. The modus operandi is as follows: A number of the most influential and public-spirited persons in a given district meet together and agree to form themselves into a trust for the purpose of acquiring a license for the sale of intoxicants and the supply of refreshments. They subscribe the capital needed, the maximum dividend on which is 5 per cent. Then they either buy an old license or get a new one, and set up in business on the following lines: The public house is placed under the management of an agent of the trust, whose salary is not affected by the increase of intoxicants sold. He receives, however, a commission on all non-intoxicants supplied to the public, whether in beverages or in food. He has, therefore, a personal interest in pushing the non-alcoholic side of the business, and he has no inducement to construe liberally the law against supplying intoxicants to the intoxicated. Further, the trust being more intent upon social improvement than upon earning a dividend, the trust public house is more of a local club house and less of a liquor bar than any other licensed house. When the year's balance sheet is presented, a dividend not exceeding 5 per cent. is paid to the shareholders, and the balance is then devoted to the various local improvements. A footpath may need to be repaired, a public playground secured, books may be wanted for the library, a water fountain may be needed, a hospital may require assistance. The surplus profits of the trust public house form a modern Fortunatus' purse from which grants can be made to all manner of deserving objects of public utility and public charity.

An Opportunist Idealist.

Lord Grey, as sufficiently appears from this brief and rapid survey of his public career, is a man of great public spirit, of keen intelligence and of passionate patriotism. No man is less of a fanatic either in church or state. He is a Liberal who supports the Conservatives, a temperance reformer who runs public houses, a free-trader who takes the chair for Mr. Chamberlain, a peace crusader who promoted the South African War. In his mind there is room for many antinomes or apparent contradictions. Yet he is consciously consistent even in his greatest apparent inconsistency. He is an opportunist-idealist of the first magnitude. There is no danger that he will fall foul of the somewhat pronounced prejudices of race and religion which he will find in Canada. He will be tolerant even to the intolerant, and in his broad philosophic survey the Ultramontanes of Quebec and the Orangemen of Toronto are all members of the universal Catholic Church which in its essence is a society for doing good. He is no stranger to Canada. He has twice visited the Dominion and the fact that his sister was the wife of his predecessor at Government House will make him feel at home in his new position.

AWARD IN GUESSING COMPETITION.

Readers of The Canadian Grocer who visited the London and Ottawa Fairs this Fall will remember the interesting guessing competitions provided by the Richards Pure Soap Co., of Woodstock. The handsome horse that was the object of the guessing competition at London became the property of Mr. Moore, of Pugsley, Dingman & Co., manufacturers of "Comfort" soap. No better evidence surely could be given of the fairness with which the competition was conducted by the Richards Co. than the fact that the prize was awarded to a gentleman connected with the firm that are their keenest competitors.

NO CHRISTMAS PRESENTS.

Editor Canadian Grocer—We have heard with satisfaction that the wholesale grocers of Canada have agreed not to give any Christmas presents to their customers.

We think this a very good move on the part of the wholesale grocers and hope that the retail grocers will follow their example.

The giving of Christmas presents to customers has always been a very unbusiness-like and much abused custom.

Thanking you in advance for your space, we are,

Yours faithfully.

A. J. McCORMICK.

London, Ont., Dec. 1, 1904.

A Good Repeater

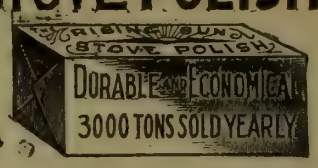
A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

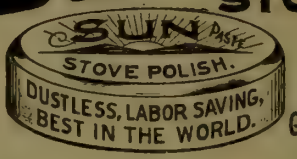
NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

AN APPRECIATION.

The Canadian Grocer of October 21st presents to its readers a special holiday edition of 170 pages filled from cover to cover with the elaborately displayed and beautifully printed announcements (many of them in colors) of the representative wholesale and manufacturing interests of Canada, as well as varied and well selected special articles of news and information to all merchants in our sister country. This edition is in every particular a credit to The Grocer and clearly demonstrates its popularity with Canadian advertisers.—St. Paul Trade.

PREFERENCE AND RAW SUGAR.

ACCORDING to official returns the general trade of the port of Montreal has shown a satisfactory increase during the season just closed. A decrease in the revenue as compared with last year, however, is noted, caused by a falling off in importations of locomotives and by the preferential duty on raw sugar.

In regard to the first item, the value of locomotives formerly imported by the Canadian railways totalled $1,198,240, while this year they have been getting practically all their locomotives in this country with the result that importations for 1904 have amounted to only $105,799.

The preferential duty on raw sugar has made a difference of $250,000. Last year the amount brought in under the preferential tariff in three months was 51,265,904 lbs.; this year's importations show an increase of nearly 13,000,000 lbs. Under the general tariff last year the amount of raw sugar brought in during three months was 38,998,880 lbs. while this year it has amounted to only 24,034,450 lbs.

WEST INDIAN STEAMSHIP LINES.

It is learned that the Royal Mail Steam Packet Co. propose to tender for the steamship service from Halifax and St. John to the West Indies. The existing contract is with Pickford & Black, of Halifax, but this expires at an early date, when the service will be thrown open to public competition. The Royal Mail Steam Packet Co. has been doing business among the West Indies for 65 years, its boats at present running from Southampton to nearly all the principal ports in the West Indies and the Isthmus of Panama. Mr. Baker, representative of the Packet Company, was in Ottawa last week in communication with the Department of Trade and Commerce.

TO PROHIBIT TRADING STAMPS.

Another effort is to be made to have a by-law passed in Ottawa prohibiting the use of trading stamps. The agitation was taken up a year ago by the grocers but fell through. Since then a branch of the Retail Merchants' Association of Canada has been established in Ottawa and its officers are energetic in the renewal of the agitation for the purpose of the abolishment of trading stamps. While the membership of the association is confined mostly to the grocers, it is believed that the support of retailers in other lines of business can also be secured. It is the intention to bring the matter before the council backed up by the support of the majority of the retail dealers in Ottawa representing every line of business.

Mr. R. McDonald, of MacLaren's Imperial Cheese Co., Toronto, has been touring the Western States in search of new ideas.

ENLARGEMENT OF GROCERY FIRM

F. X. ST. CHARLES & Co., grocers, Montreal, have gone out of the retail business and will in future devote their attention entirely to the wholesale trade.

This firm is one of the oldest and most widely known in Montreal, having been founded in 1860 by Dufresne & McGarrity. Up to 1876 both partners carried on business with success. The company was then dissolved and Mr. Dufresne became the partner of Mr. Mongenais. This firm continued until 1892, at which time Mr. F. X. St. Charles became a partner. The partnership of Dufresne, Mongenais & St. Charles lasted till 1895, when Mr. St. Charles became sole proprietor of the concern, doing business under the style of F. X. St. Charles & Co.

Until that time the business had been confined to the retail trade. Under the new management, however, the firm began to pay some attention to the wholesale trade, and little by little this increased until it became necessary to provide larger accommodation and was finally thought advisable to retire from the retail grocery business altogether.

The new premises of F. X. St. Charles & Co., at 39-43 St. Gabriel street, are among the largest and most completely equipped in Canada. They were constructed as early as 1793 and are of considerable historic interest in so far as the site was at one time the property of Maisonneuve and Chevalier de la Salle. In remodelling the old premises the architects have preserved very little of the old warehouse except the four walls and have not only enlarged but thoroughly modernized one of the oldest buildings in Montreal.

Take Note of This

We can make prompt shipment of C. and B. Ginger Chips, Canton Ginger in Jars, Holly, Mistletoe, English Candies (including Rock) Roquefort Cheese, Washed Figs in Baskets, Burnett's Coffee Clearer, Fard Dates, Scollops, Aylmer Chicken, Turkey, Duck, Etc., Spinach, Asparagus Tips, Succotash, Whole Beets.

THE ORIGINAL QUICK SHIPPERS

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

WE ARE RECOGNIZED AS THE

Quick Shippers
OF ONTARIO

So when needing **CHRISTMAS GOODS** in a hurry, send along your orders **by 'Phone, Wire or Letter.**

Our stock is splendidly assorted, our prices are right, and we will give you every satisfaction.

JAMES TURNER & CO.

Wholesale Grocers - = = HAMILTON, ONT.

ORDER NOW

Use Long Distance 'Phone **596** our expense—Quickest Despatch.

BALFOUR & CO., Wholesale Grocers ***HAMILTON***

Christmas Fruits

of all kinds in store at lowest prices.

Thos. Kinnear & Co.

Wholesale Grocers, = = 49 Front St. E., Toronto

BENSDORP'S

ROYAL DUTCH **COCOA**

IT'S DUTCH!

Tell your customers that it is the most economical because it

REQUIRES ONLY HALF THE USUAL QUANTITY

For the preparation of this most delightful beverage.

WRITE US FOR PRICES AND PARTICULARS. THEY WILL INTEREST YOU.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Agents for Ontario, Manitoba and the North-West.
51 Colborne Street, - - - Toronto, Ont.

Business Changes

ONTARIO.

JOS. E. DIGNARD, general merchant, St. Charles, is offering to compromise at 50c on the dollar.

E. L. Wedge, confectioner, Blenheim, has sold out to Mr. Hunter.

D. Bibby, basket manufacturer, Dundas, has suffered loss by fire.

C. H. Durrant, grocer, Dundas, is advertising his business for sale.

The business of the Ottawa Milling Co., Ottawa, is to be liquidated.

John MacKay, Limited, millers, Bowmanville, have been burned out.

J. S. Yeomans, tobacco merchant, Kingston, has suffered damage by fire.

I. Belanger, grocer, St. Albert, held a meeting of his creditors on December 6.

The stock of the estate of J. M. Tait, general merchant, Glencoe, is to be sold.

A. J. Cooper, flour, feed and seed dealer, Goderich, has suffered loss by fire.

T. H. Petters & Co., confectioners, Kingston, have been succeeded by G. Gregoraks.

The business of Hazel & Son, grocers and liquor merchants, Hamilton, is advertised for sale.

QUEBEC.

A. Crete, general merchant, Grandes Piles, is dead.

Sansregret Freres, grocers, Montreal, have compromised.

The assets of A. C. Galarneau, grocer, Montreal, have been sold.

F. J. Morin, general merchant, Montmagny, has compromised.

O. Legault, grocer, Montreal, has assigned to Kent & Turcotte.

P. Drouin has been appointed curator to Laureat Gingras, grocer, Queqec.

The assets of H. Locas & Co., general merchants, Cheneville, have been sold.

The assets of Edmond Jean, general merchant, Amqui, were sold on Dec. 7.

MALAGA FRUIT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

A. Desmarteau has been appointed curator to J. T. Pigeon, grocer, Montreal.

J. A. Morin, grocer and liquor merchant, has been succeeded by Alex. Deschamps.

The stock of Thomas Davis, cigar merchant, Montreal, has been damaged by fire.

Thos. Kinsella, grocer, etc., Montreal, has sold his grocery department to O. Jasmin.

Jean Baptiste Martel has registered with Martel & Martel, crockery dealers, Quebec.

G. A. Blais, of Blais & Co., tobacco merchants, Quebec, has retired from business.

The assets of J. D. Plourde, general merchant, St. Raymond, are advertised to be sold.

The assets of J. P. St. Laurent, general merchant, Isle Verte, were sold on December 7.

I. Herzberg has registered with B. Schechter & Co., grocers and provision merchants, Montreal.

A. Desmarteau has been appointed curator to Hubert Rainville, tobacco dealer, Montreal.

Langlais & Frere, and Langlais & Langlais, grocers, Victoriaville, have been burned out.

A. Desmarteau has been appointed curator to Theoret & Frere, grocer and liquor merchants, Montreal.

Lefaivre & Taschereau have been appointed curators to A. Tremblay, geoeral merchants, St. Felicite.

Raymond Freres, grocer and liquor merchants, Montreal, have succeeded to the retail business of F. X. St. Charles & Co.

Jos. E. Labrecque & Jos. A. Labrecque have registered under the style of Labrecque & Frere, wholesale grocers, Montreal.

BRITISH COLUMBIA.

Good & Bamford, confectioners, Chilliwack, have dissolved partnership.

Watson & Howell, grocers, Vancouver, have dissolved partnership.

E. F. Davis, general merchant, Chilcotin, has assigned to J. A. Fraser.

J. A. Schubert, general merchant, Penticton, is offering his Penticton business for sale.

The stock of H. K. Livingstone, general merchant, Arrowhead, has been sold to Reid & Young.

MANITOBA AND N.W.T.

Chas. Kert, general merchant, Miami, has been burned out.

J. S. Greig, grocer, Winnipeg, has sold out to Sutherland Bros.

W. J. Halliday, baker and confectioner, Calgary, has sold to J. Mills.

S. T. Atkinson, general merchant, Kenton, is retiring from business.

B. W. Kert, general merchant, Dominion City, has suffered loss by fire.

The business of A. Gough, confectioner, Cartwright, is advertised for sale.

James McCool, general merchant, Crossfield, has assigned to J. S. Pineo.

C. P. Bennett, flour and feed merchant, Gladstone, has sold out to Arthur White.

Stratton & May, general merchants, Stonewall, have been succeeded by H. O. May.

Laird & Christman, general merchchants, Spruce Grove, have dissolved partnership.

G. F. & J. Galt, wholesale grocers, are closing up their branch business at Edmonton.

H. S. Jones & Co., general merchants, Carlyle, have sold out to Hamelin Bros. & Co.

H. O. May has been admitted to the firm of Geo. Musgrave & Co., general merchants, Stonewall.

E. J. Rose & Co., confectioners, etc., Yellow Grass, has sold his confectionery business to W. Johnson.

PRINCE EDWARD ISLAND.

The stock of A. A. Shelfoon, general merchant, Conway Station, has been sold to D. Nicholson by sheriff, under execution of judgment.

Upton's

HOME-MADE

Jams
Jellies
AND
Orange
Marmalade

are guaranteed finest quality, and are put up in attractive glass jars, each holding a full-weight pound.

The Way To Success

It consists largely in selling goods of which the consumer can never grow tired. Take

ACADIA BONELESS CODFISH

for instance. It makes such tasty meals that people who try it once want it often. It's the kind of an article you can depend on to make **good, sure and quick sales** and to yield **good, sure** and **quick profits.** You can derive lots of success in your business by selling it.

BLACK BROS. & CO., LIMITED,
HALIFAX AND LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Bldg., MONTREAL.

FRESH AND CURED FISH

Salmon Industry in Northern B. C.

THOUGH the Fraser River is the great spawning ground for salmon, there are certain inlets and rivers in the north enjoying a run which is smaller but neither so various nor uncertain as that on the Fraser. Here nature itself seems to have provided a means which enables the salmon to escape the nets of the fishermen, and pass on to their natural hatchery.

The mighty Fraser, after plunging through abyss and canyon, passes over many miles of soft, sandy bottom, which it stirs up in its rapid career, and causes the waters to become muddy and impenetrable. The nets of the fishermen are so hidden in its murky currents that when the salmon arrive they plunge helplessly into the meshes.

In the north, however, the waters are clearer, and the success of fishing depends upon late snow from the mountains causing a freshet at fishing time. It is also necessary to have warm weather and a stiff west wind, which stirs up the waters on their approach to the sea.

In cold, rainy weather the fish swim deep and thereby escape the shallow nets which the fishermen are compelled to use. The tide also aids the fish in their evasion. Especially is this so on the Skeena and Naas Rivers, where there is a big rise and fall. So violent are the currents and so narrow, and full of snags are the channels, that it is impossible to fish much except at the slack time of high and low water. In the intervening time the fish have an opportunity to pass, and hence the interference with their spawning is not so continuous as on the Fraser.

These many causes, coupled with the absence of traps in adjoining waters, have the effect that, although reducing the size of the northern catch, a steadier propagation and a steadier run are permitted.

On Rivers Inlet and the Skeena and Naas Rivers there are quite a number of canneries, enough and more probably than the capacity of the supply would warrant, although it is not so much overdone as in other places. Among the troubles of the canners the chief one is in securing enough good fishermen, and keeping down the cost of the pack to allow for the excessive freight rates that make canning more expensive than on the Fraser. So far the canners have stood together well, notwithstanding some foolish bonusing of fishermen by the more venturesome. At any rate, there has not been that insane and disastrous competition that took place on the Fraser in its palmy days.

In the struggle to secure fish the fidelity to agreement is sorely tried, and the individuality of those in charge is put to the test, and the fear is that they will think more of their own reputation for cleverness than of the interest of the stockholders.

There are ominous threatenings of a strike in the north again next year, but there is every reason to hope that if a policy of conciliation and compromise toward the fishermen is carried out the danger may be averted. The situation demands that the cannerymen take early action and that a settlement be made so as to insure a peaceful season in advance. One reason why northern canneries have more hopes of a permanent future is that the vicinity of the mouths of the rivers is not hedged about with traps as is the case with the Fraser. There is said to be some likelihood, however, that traps will be granted in the north. Even so it is improbable that they will operate so disastrously as on the Fraser. The formation of the openings to the sea, the depth of the water, and the large rise and fall of tides, seem to be features which would make their operation a doubtful proposition.

The quality of all kinds of salmon caught in the north are, in the opinion of many, superior to those caught in southern waters. The coldness of the water and the atmosphere, and the fact that all fish are caught in salt water, seem to make them more firm, solid, and to take on a greater proportion of fat. True, the sockeye has not the bright red color that it has on the Fraser, but it contains more oil. At any rate there is no disputing the fact that the cohoe, Spring salmon, steelhead and humpback, are superior to those of their kind caught in southern waters.

The price of salmon at the present time is regulated by the English market. Only the sockeye is sold there in large quantities. Every one knows that this market is a very fastidious one and that English dealers insist on fish being a bright red color.

However, British Columbia fish are pushing themselves into Australia and other countries, and the market is extending every day.

As to the qualities of the cheaper grades of fish mentioned above, a great number of people consider them quite as palatable as the sockeye. In fact many prefer them. Even the much slandered humpback, in the north at least, is considered a delicious dish. Their color alone is what makes them less saleable. There is reasonable hope however that they will gradually force themselves into general favor. This will operate to enhance their price and make the packing of them more profitable, and in fact open up a new field of enterprise in the canning line. Of course many of these kinds of fish are being packed at present, but it is not a very profitable operation, and only carried on as a side issue to the sockeye industry.

Attention might also be called to the practice of labeling salmon, which is often detrimental to the best brands. Puget Sound salmon are labeled Fraser River, Rivers Inlet are labeled Skeena River, Skeena River labeled Fraser River, and even cohoes and springs have been known to be labeled as sockeyes. All this goes against the reputation of the best kinds of fish.—Vancouver Province.

—

"Prepared Boneless Codfish."

WHY is it that the grocery trade has not in the past done a fair share of this business? The answer is given that the retail grocer has not given it the attention it should have, which is very largely true; but the grocer must have the very best stock to look forward to a steady trade.

Think of the way in which so-called boneless cod was packed and prepared up to within the last year or two. It was sent to the trade in the old fashioned dry cure, and hung outside a store which alone was enough to turn a customer against it. To make matters worse these goods were sold as "boneless," when as a matter of fact all the smaller pin bones were left in the fish, and it was positively dangerous for people to eat.

We are glad to be able to report a steady advancement in this industry in Canada, and we can now get our own Nova Scotia cod (which is considered to be the finest flavored codfish in the world) packed in attractive boxes and

cardboard cartons, shredded and in other forms and absolutely boneless.

The best parts of selected codfish are used for these packages, which are most certainly a luxury. Does the grocery trade fully realize that the codfishing industry in Canada almost equals the salmon industry amounting in dollars to over four millions, or an average of over one million hundredweight? From the year 1869 to 1902 inclusive the five principal commercial fishes have yielded the following enormous values: Cod, $125,200,083; salmon, $74,552,814; lobster, $68,645,095; herring, $66,106,645; mackerel, $43,444,702.

A Model Fish Warehouse.

LEONARD BROS., wholesale fish dealers, Youville square, Montreal, have recently re-altered and enlarged their offices and warehouses, and now occupy the whole of the large building on the south corner of Youville square and Fort street, opposite the offices of the Ogilvie Milling Co., having one of the most complete and up-to-date fish and oyster warehouse in Canada. Their receiving and shipping facilities have also been improved and they are now in a better position than ever to fill orders promptly.

A special department is set aside for handling oysters in bulk, of which this firm are one of the largest handlers in the Dominion. Representatives are sent out all over the Provinces of Ontario and Quebec, as well as Manitoba and the Northwest Territories. Their large packing houses are situated at St. John, N.B., where they also own wharves and vessels operating along the coast of Nova Scotia and New Brunswick. They have fishing stations on the Gaspe coast and the famous Baie des Chaleurs, where at various points fish are taken and cured for their large business which includes a healthy volume of export trade to the West Indies and Mediterranean ports. The firm is composed of Walter F. Leonard, manager of the business in the Maritime Provinces at St. John, and D. J. Byrne, Montreal, who has been with the firm for the past 19 years, and for the past 10 years has had sole control of the Montreal house.

The introduction of the system of fresh fish shipments by express during the Summer months is one to which Mr. Byrne has devoted considerable time and close attention, with the natural result that this business has now become a very important one. During the Winter months, frozen fish can be shipped by freight, the same as salt fish, owing to the rigorous climate of our Canadian Winters, and it is an acknowledged fact that fresh frozen fish of first class quality can now be procured by dealers in the smaller towns and villages throughout the country in the same first-class condition, and at as reasonable prices as from dealers in the larger cities. Leonard Bros. have large cold storage accommodation in their extensive warehouse where the fish are carried without risk of deterioration, and owing to the large volume of trade handled by this firm, supplies are always fresh and in good condition, Leonard Bros'. well-known brands being known, handled and appreciated by the jobbing and retail trade throughout Canada.

Fish Notes.

It is believed that another combination to secure control of the salmon output of the Pacific coast is in process of formation.

SOCKEYE SALMON

"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

IVORINE
Cold Water
STARCH

—matchless for the housewife,—profitable for the grocer.

Isn't 60% a good profit?
—Order it next time.
From your wholesaler.

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

ADVENT

FISH OYSTERS

FRESH FROZEN SEA HERRINGS
FRESH FROZEN SALMON
FRESH FROZEN HALIBUT
FRESH CURED HADDIES
FRESH CURED KIPPERS
FRESH CURED YARMOUTH BLOATERS
STANDARD and SELECT BULK OYSTERS

ALSO ALL OTHER KINDS OF FRESH, FROZEN, SMOKED, DRIED AND PICKLED FISH.

A TRIAL ORDER SOLICITED. WRITE US FOR PRICE LIST.

MONTREAL, P.Q.
ST. JOHN, N.B.
WESTPORT, N.S.
GRAND RIVER, P.Q.
GASPE, P.Q.

LEONARD BROS.
20, 22, 24 and 26 Youville Square,
Montreal.

P.O. Box 639.
LONG DISTANCE TELEPHONES.

KING OSCAR SARDINES

FOR SALE FROM THE
Atlantic
TO THE
Pacific

In stock or arriving with

Macpherson, Glassco & Co.,	Hamilton	Randall & Roos,	Berlin
W. H. Gillard & Co.,	"	Telfer Bros.,	Collingwood
Lucas, Steele & Bristol,	"	Demers, Fletcher & Co.,	Montreal
James Turner & Co.,	"	Robitaille & Cie.,	"
Balfour & Co.,	"	H. W. Wentzell & Co.,	Halifax, N.S.
Edward Adams & Co.,	London	Black & Co.,	Truro, N.S.
T. B. Escott & Co.,	"	Cape Breton Wholesale Grocery Co.,	Sydney, C.B.
M. Masuret & Co.,	"	Hicks Bros. & Co.,	Winnipeg
Lind, Kerrigan & Co.,	"	Foley, Lock & Larson,	"
A. M. Smith & Co.,	"	Campbell Bros. & Wilson,	"
Davidson & Hay, Limited,	Toronto	Codville & Co.,	"
James Lumbers,	"	Jobin, Marrin & Co.,	"
Perkins, Ince & Co.,	"	A. Macdonald & Co.,	"
Provost & Allard,	Ottawa	G. F. & J. Galt,	"
F. J. Castle Co., Limited,	"	James Turner & Co.,	Calgary, N.W.T.
R. J. Carson,	Kingston	Cameron & Heap,	Rat Portage, Ont.
T. Kenny & Co,	Sarnia	Kelly, Douglas & Co.,	Vancouver, B.C.
R. & J. H. Simpson Co.,	Guelph		

JOHN W. BICKLE & GREENING,
Hamilton, Ont.

CANADIAN AGENTS

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Fearman's

ENGLISH : : MINCE MEAT

You cannot buy any finer fruits or spices than are used in making it. You cannot exercise any more care in putting it up than we do. We save you all trouble, care and expense and give you Mince Meat as pure and as delicious as any made at home.

We pack it in bbls., half-bbls., 70-lb. kegs, 28-lb., 12-lb. and 6-lb. pails, and shall be pleased to have your order.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Conditions in Montreal.

IT is understood that quite a line of cheese has left Montreal city for export via Winter ports and as holders are not pushing business very little is going on locally. The prevailing range still seems to be 10 to 10 1-4c for October cheese and 10 1-4 to 10 1-2c for September, although it is very unlikely that the higher figure in either case has been paid. Shipments of cheese from the port of Montreal for the season are about 280,000 boxes short of the preceding season. This decrease however, hardly accounts for the decrease in United Kingdom imports as affected by the figures from New York, Portland and Boston. These will be some 362,000 boxes short of 1903.

Thus the large stocks of cheese held in Great Britain at the beginning and for some time in the season of 1904 seem to be more than offset by shortage in shipments. Then it being generally conceded that there was a very large November make and quite a little in December of 1903, whereas there is practically nothing this year, inspires holders with confidence in their stocks.

A slump similar to last year's is considered quite impossible. Some of the large retail combination stores abroad have put their retail cutting price down to five pence or say 10c per pound, and while this cheapness at first appearance would look as if conducive to larger sales, on second thought it hardly seems likely that retailers will push the sale of an article that shows them no profit. The trade abroad, however, is not brisk and it may take some time yet for improvement in price to take place. On the whole the season for the farmer has been one of a normal fair figure, although when compared to the abnormally high prices prevalent for the two preceding years it looks unprofitable.

There seems to be a good local demand for butter at from 20 1-2 to 21c and evidently the home trade are beginning to feel a little anxious about their Winter requirements being supplied as freely as was thought probable a little while since. However, the quality of most of the butter now coming in will hardly meet the standard for export and after a season which in shipments exceeded that of 1903 by almost 150,000 packages and established a very good record for choicest quality, it were foolish to try for more export orders.

Special Feature.

The Canadian Grocer will publish in next week's issue a full report of the Guelph Winter Fair and Fat Stock Show which is in progress as we go to press.

Lard Statistics.

The accompanying statistics in regard to stocks of lard held in Europe and afloat on Dec. 1, 1904, as compared with estimates of former years, have been submitted by the N. K. Fairbanks Co., Chicago.

	1904. Dec. 1.	1904. Nov. 1.	1903 Dec. 1.	1902 Dec. 1.	1901. Dec. 1.	1900. Dec. 1.
Liverpool and Manchester	17,000	14,000	10,500	950	3,500	6,000
Other British ports	13,000	11,000	1,500	250	5 000	6,000
Hamburg	25,000	20,000	12,000	500	3,000	3,500
Bremen	1,500	2,000	500	1,500	1,000	1,000
Berlin	5,000	3,000	2,000	500	500	2 500
Baltic ports	16,500	15,000	8,000	5,000	6,000	5,000
Amsterdam, Rotterdam, Mannheim	2,500	3,000	500	500	1,000	500
Antwerp	2,500	2,500	1,000	1,000	1,000	1,500
French ports	1,200	1,200	900	500	3,000	4,000
Italian and Spanish ports	500	500	500	500	1,000	1,000
Total in Europe	84,700	72,200	37,400	11,200	25,000	31,000
Afloat for Europe	55,000	75,000	50,000	45,000	57,000	60 000
Total in Europe and Afloat	139,700	147,200	87,400	56,200	82,000	91,000

Value of Strict Dairy Laws.

THERE has been some opposition to such stringent legislation as the Dominion of Canada Dairy Products Act of 1893, and the Butter Act of 1903, which forbid the manufacture and sale in Canada of adulterated dairy goods, including filled cheese and process butter. The Hastings cheese case, recently reported in the press, has shown that if these dairy laws had been one whit less strict, the Canadian cheese trade might have received a blow from which it would have required years to recover.

The case has attracted almost universal attention in Great Britain and the triumphant vindication of the purity of Canadian dairy products will prove a great advertisement of Canadian goods.

Big Price Paid for Cheese and Butter.

At Huntingdon is located one of the strongest dairy boards in the Province of Quebec, as is emphasized by the fact that the large sum of $117,000 was paid to patrons of that institution during the past season. Mr. Charles Dewick, secretary-treasurer of the board, has furnished the following figures:

Cheese—White, 2,673 boxes; colored, 3,894 boxes. Total, 6,567 boxes, or 525,360 pounds, which realized $42,226, an average price of 8.03c per pound.

Butter—Fresh, 4,205 packages; salted, 8,399. Total, 12,604 packages, or 705,824 pounds, which realized $129,439.54, an average price of 18.33c per pound.

The total sales of butter and cheese amounted to $117,665.54. The produce was all sold f.o.b. at Huntingdon, the buyers paying freight charges.

Dairy and Provision Notes.

The shareholders of the Harriston Pork Packing Co. have ratified the sale of their packing house and plant to the William Davies Co., of Toronto.

The Cobb Dairy Co., Guelph, have sold their plant.

The egg emporium and produce building in Wingham, Ont., owned by Gunns, Limited, Toronto, was destroyed by fire on Dec. 3.

Lethbridge, Alberta, capitalists have incorporated under what is called the Alberta Sheep Co., with authorized capital of $40,000.

MATTHEWS ROSE BRAND HAMS

for your Christmas trade. Mild, sweet and tender—just what your customers require. Fresh out of smoke daily at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

Handle only the Best!

Gillett's Perfumed LYE

is the **Standard** article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **Best**, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—During the week prices of long clear bacon, medium hams and lard in tierces, tubs and pails have declined. Hogs are scarce and prices are firm with indications pointing to an advance. Trade conditions in other fresh meats continue unchanged. We quote the following prices:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	8 00
" front quarters	4 50	5 75
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 75	7 75
Veal	6 00	8 50
Hogs, light	....	6 75

Poultry—The demand for all poultry, with the exception of chickens and hens, is stronger than the supply, and the general belief is that the farmer is holding off till a later period, when a like action by all will flood the market and cause prices to decline, contrary to present expectations. On account of the scarcity prices have advanced. Owing to the poor condition of some consignments of dressed chickens and hens arriving, prices as quoted below could not be expected by the shipper. Well-dressed chickens and hens are scarce and prices have accordingly advanced. Our quotations are:

Chickens, spring	0 09	0 10
Hens	0 07	0 08
Geese	0 08	0 09
Turkeys	0 13	0 16
Ducks	0 10	0 11

Butter—Owing to the shortness of the season just started the Winter factories are not in a position to handle as large an output as they will at a later period, therefore the supply of creamery butter is limited and prices of creamery prints and solids have advanced 1c per pound. A good trade is being transacted in prints and rolls, and for the best quality of the last mentioned as high as 17 1-2 cents has been received. We quote the following prices:

	Per lb.	
Creamery prints	0 22	0 23
" solids, fresh	0 20	0 21
Dairy prints	0 17	0 19
" in tubs	0 14	0 17
" large rolls	0 16	0 17

Cheese—Trade in cheese is quiet. Some dealers report an advance in large cheese and quote it at 10 1-2 to 10 3-4c per pound, while others favor present quotation, namely, 10 1-4 to 10 1-2c per pound. The price of twins continues unchanged.

	Per lb.	
Cheese, large	0 10¼	0 10½
" twins	0 10¾	0 11

Montreal.

Provisions—The feature of the market this week is the advance of live hogs, as owing to the scarcity of supplies and the good demand prices rose to $5.40 per cwt. weighed off cars. There naturally followed a stronger feeling for dressed hogs and sales of fresh killed abattoir dressed were made at $7 to $7.25 and country dressed at $6 to $6.75 per cwt. A steady market ruled for cured meats and lard and considerable business in lard was done both on local and country account. We quote:

Canadian short cut mess pork	$17 00	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07¾
" " 60-lb. fancy tubs	....	0 07¾
Cases, 20 3-lb. tins, per lb	....	0 08¼
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 52½
20-lb. tin pails, each	....	1 42½

Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09½

Cheese—The local dealers in cheese are busy counting up their losses for the year and on paper they appear a good deal more than they are actually. The point is that the prices have been lower than they were during the season of 1903, but then immense quantities of good cheese are in storage in Montreal now. Before the new season opens there will be some compensation coming to the big exporters as prices will be higher before they are lower. It is confidently expected that importers in England will want a great deal more cheese this Winter than they ever did before and when they get Canadian cheese they will certainly pay what the Englishman calls a "long price." Little is doing just now, although some small quantities are changing hands. There is so much disagreement between buyers and sellers that it is almost impossible to give a reliable quotation on Fall cheese. Buyers do not want to pay within half a cent of what the holders deem the article worth and so the business is nullified. Goods obtainable around ten cents is the order. Local holders decline to believe that any low offers have been made for Ontario makes of cheese.

Butter—Cable advices report the butter market very firm and active and this

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

"Eagle" Baking Powder

THAT'S ALL!

A good powder—
it pays you a good profit.

AGENTS WANTED

Write for particulars.

J. H. MAIDEN
Montreal

THE TIME FOR MINCE MEAT

No time in the year when the sale is better than just now. We sell

Peacock Brand

in condensed form and in bulk. Our bulk article will keep sweet and fresh indefinitely The finest made.

Order from your wholesaler.

BATES, PEACOCK CO.
HAMILTON.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Write us

if you want special values in

JAPAN TEA at 11½C.

New Japan Fannings and Siftings, all grades.

Special values in Green Maracaibo and Java Coffees—

ALSO

Ceylon and Indian Green and Black Teas, all grades.

SAMPLES ON APPLICATION

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET MONTREAL

At Christmas

the people want something good to eat—in fact they want the best of everything.

Now, in JELLIES, Lipton's are a luxury within reach of everybody.

The best jobbers carry this line—now is the time to order.

Canadian Agents

J. N. CREED & CO., HALIFAX, N. S.,
or J. S. CREED, MONTREAL.

57 MONEYMAKERS

You would not object to having so many active workers on your staff would you? We can put them to pulling business for you at once.

HEINZ

57 VARIETIES

Are so well known you don't have to work to sell them. They work for you if you display them well.

H. J. HEINZ CO., PITTSBURGH, U.S.A.

Send
—US—
your orders for
MALAGA RAISINS
Our stock is complete.
Our prices
right.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS TORONTO.

is based upon the cold Wintry weather existing in Great Britain and Europe. It is thought that should the cold weather continue the price of butter for export will advance. Locally the market is firm under fair local inquiry. A lively trade has been going on at a range of 20 1-2 to 21c; the highest being, of course, for very choice lots of finest creamery. Dairy butter has changed hands by telegraph at 16c.

Winnipeg.

Butter—We quote, as last week:

Creamery, fresh, per lb		0 27
" per lb		0 24
Dairy, per lb	0 20	0 22
" tub, per lb	0 16	0 18

Cured Meats—Prices are unchanged since date of last issue. We quote:

Hams, per lb	0 13½
Breakfast bellies, per lb	0 13
Breakfast backs, per lb	0 11
Shoulders	0 08½
Picnic hams, per lb	0 09
Long spice rolls, per lb	0 10½
Long clear rolls, per lb	0 08½
Dry salt backs, per lb	0 08½
Short spice rolls, per lb	0 10

Lard—Prices are firm at reduction noted last week. We quote:

Lard, 50-lb. pails	4 40
" 20-lb. "	1 80
" 10-lb. "	5 70
" 5-lb. "	5 55
" 3-lb. "	6 00
" compound, in 20-lb. pails	1 60

CHINA FOR CHRISTMAS PRESENTS —ITS DURABILITY.

Attention has recently been called to the durability of china and crockery in general. Many people are apt to think that because it will break easily, if it meets with an accident, that it does not last a long time. As a matter of fact a dinner set or more particularly a toilet set or piece of fancy pottery remains in its owner's possession for many years after a piece of silverware or an article of clothing would be worn out. If a moment's thought is given to this matter, it will be admitted to be true.

It is worth the while of the retailer to call his customers' attention to this feature and to recommend a nice piece of fancy pottery or even a chamber set or dinner set for a Christmas present on account of its durability.

ENTERPRISING FIRM.

The firm of Armour Limited, which is a Canadian branch of Armour & Company, of Chicago, have recently undertaken an active advertising campaign in Canada. Not only are they advertising in all the principal papers but they are doing some attractive poster work in connection with their extract of beef, etc. The posters, which are artistically colored, represent a young boy dressed in typical cowboy uniform, partly hidden behind a cup of Armour's Beef Tea and he exclaims, after having tasted, "That's it." After an interview with D. Rattray & Sons, Armour & Co.'s agents for the Province of Quebec and Eastern Ontario, we learn that owing to a heavy demand for Armour's products Armour Limited have felt justified in doing even more advertising than they have been accustomed to.

OFF FOR THE OLD COUNTRY.

Mr. J. H. Magor, of Frank Magor & Co., Montreal, leaves for England the early part of next week to be gone about six weeks. Mr. Magor, who represents such well-known firms as Keen's and Cadburys', pays an annual visit to his principals abroad. While away Mr. Magor will visit relatives in Devonshire.

The Eby-Blain Co., Toronto, are clearing out their stock of stuffed dates and washed and stuffed figs. Now is the time to order.

XMAS TRADE POINTERS

When the Xmas Trade comes on with a rush you may find that you have overlooked to order some much-needed goods or underestimated your needs in others.

We are prepared to help you out in all lines and do it promptly.

We will fill all orders the day they are received.

Write, telegraph or telephone your rush needs and we'll hustle them on.

Look through your stock and see if you do not need some

Coffees, Extracts,
Xmas Spices,
Etc., Etc., Etc.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

5,000,000 lbs.

RETURNED
DEC 27 1904
Cust Book
Page 14.

—OF—

THE ONTARIO SUGAR CO. LIMITED
EXTRA STANDARD GRANULATED
BERLIN, ONT.

Has not supplied the demand this season for our popular product.

HAVE YOU HAD ANY?

If not, better order quickly.

BARRELS, 300 lbs.
BAGS, 100 lbs.

THE ONTARIO SUGAR CO.

LIMITED

BERLIN, ONT.

RIO COFFEES

Flinty Green Grocery Styles.
Ex. SS. Tennyson—Now in Store.

WARREN BROS. & CO., TORONTO

The **COCOA** with the **YELLOW WRAPPER**

That's

BENSDORP'S ROYAL DUTCH COCOA

Its Purity cannot be questioned.

It stands the closest examination of the Pennsylvania Food Commission.

Double strength. Use only one-half as much as of other cocoas.

ALL GROCERS.

WM. H. DUNN, - - MONTREAL
Agent for Province of Quebec.

CALL US UP FOR

Flaked Wheat
Flaked Rice
Flaked Barley
Flaked Peas
S. R. Buckwheat Flour
Graham Flour
Whole Wheat Flour
Gluten Flour

Awarded **GOLD MEDAL** at World's Fair, St. Louis.

BEST GOODS
BEST PRICES
QUICK SHIPMENT

The ROBERT GREIG CO., LIMITED
White Swan Mills
TORONTO

HIGH-GRADE GOODS

OUR SPECIALTY

Coffee, Cocoa, Chocolate and Spices

TODHUNTER, MITCHELL & CO.

Importers and Manufacturers——TORONTO

"The Autocrat of the Breakfast Table"

IS YOUR CUSTOMER WHO CRITICIZES
THE MORNING CUP OF COFFEE

"PURE GOLD" BRAND Hand-Picked Coffees

ARE BEYOND CRITICISM

Sold in bulk in 10, 25, and 50 lb. air-tight cans, as follows:

A	B	C	D	E	F	G
32	30	28	25	23	20	18

One cent per pound additional in **Manitoba, N. W. Territories, British Columbia.**

Cans are not charged. Not returnable. New, clean cans only are used for packing.

Each grade is maintained strictly uniform in quality.

Free from dust, stones, or broken beans.

Free from quakers or imperfect coffee.

Roasted by the latest improved machinery.

ASK OUR SALESMAN FOR SAMPLE, OR APPLY TO

PURE GOLD MFG. CO., LIMITED

TORONTO

"THE MEMORY OF QUALITY LINGERS WHEN PRICES ARE FORGOTTEN."

Accountants and Auditors.
Hoskins, David, Toronto.
Jenkins & Hardy, Montreal, Toronto. New York.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Pure Gold Mfg. Co., Toronto.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Gillard, W. H., & Co., Hamilton.
Laporte, Martin & Cie, Montreal.
Old Homestead Canning Co.,Picton, Ont.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co.,Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M. Co., Boston
Mott, John P., & Co., Halifax, N.S.
Todhunter, Mitchell & Co., Toronto.
VanHouten's—J. L. Watt & Scott,Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Canadian Canners', Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Educational.
Belleville Business College, Belleville.
Metropolitan Business College, Ottawa.
St. Margare 9,3College, Tor

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.

Foreign Importers.
Stokes Bros., Exeter, Eng.
Biermann, E., & Co., Cardiff, Wales.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Laporte, Martin & Cie, Montreal.
"Ozo" Co., Montreal.
Simpson, R. & J. H. Co., Guelph.
Turner, James, & Co.Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pr
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. N., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal,
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.
Naisbitt Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Safes.
Winnipeg Safe Works, Winnipeg, Man.

Salt.
Gray, Young & Sparling Co., Wingham.
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto
Hamilton, Yeast Co., Hamilton, Ont.

INDEX TO ADVERTISEMENTS.

Accountants' Cards..... 70
Adamson, J. T., & Co. 61
Allison Coupon Co... 8
American Tobacco Co. 68
Auer Light Co 3

Baker, Walter, & Co. 8
Balfour & Co..... 15
Barnard & Holland..... 56
Bates, Peacock Co 25
Bell Telephone Co.. 70
Belleville Business College..... 70
Bickle, John W., & Greening..... 21
Biermann, E., & Co. 41
Black Bros. & Co..... 18
Blue Ribbon Tea..... 47
Bowser, S. F., & Co..... 8
Bradstreet's 9
Braid, Wm., & Co 73
Brantford Starch Works..... 36
Briggs Ledger System Co..... 70

Canada Maple Exchange. 61
Canada Paper Co. 61
Canadian Canners Limited 7
CANADIAN GROCER..... 2
Canadian Press Clipping Bureau..... inside back cover
Canadian Swiss Trading Co..... 57
Capstan Manufacturing Co 3
Cassidy, J. L., Co 55
Ceylon Tea 6
Chaput, L., Fils & Cie..... 43
Chase & Sanborn..... 47
Christie, Brown & Co..outside front cover
Clark, W..... 49
Coles Manufacturing Co 32
Colson, C. E., & Son. .outide back cover
"Commissioner" Tea 8
Common Sense Mfg. Co 25
Cowan Co..... 58
Creed, J. N., & Co..... 26
Cullen, Orlan Clyde..... 8

Davidson & Hay..... 17
Dawson Commission Co. 60
Dingle & Stewart..... 2
Dominion Molasses Co..... 55
Dominion Packing Co 22
Douglas & Ratcliff..... 32
Downey, W. P 49

Dunn, Wm. H.....29, 55
Dutch Chemical Works..inside back cover
Dwight, John, & Co..... 72

Eby, Blain Co 27
Eckardt, H. P., & Co. 39
Edwardsburg Starch Co 75
Empire Tobacco Co.. 66
Enterprise Mfg., Co..... 72
Epps's Cocoa..... 49
Ewing, S. H. & A. S. 76
Ewing, S. H., & Sons..... 9

Fairbank, N. K., Co..... 4
Fearman, F. W., Co 22
Fortier, J. M 68
Foster & Holtermann. 53
Foster Pottery Co 2
Frontenac Cereal Co 64

Gibb, W. A., Co. 60
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd..... 24
Gorman, Eckert & Co..... 28
Gowans, Kent & Co...outside back cover
Greig, Robt., Co..... 29
Grey, Young & Sparling Co 6

Hamilton Cotton Co. 8
Hamilton Yeast Co..... 59
Heinz, H. J. Co..... 26
Hill, Evans & Co 3
Hotel Directory..... 71
Hudon, Hebert & Cie..... 45
Husband Bros. & Co. 60

Imperial Biscuit Co..... 56

James' Dome Black Lead..... 3
James, F. T., Co..... 8
Japan Teas..... 4

Keen, Robinson & Co.outside front cover
Kingston "Gleaner"....inside back cover
Kinnear, Thos., & Co 16

Lake Huron & Manitoba Milling Co... 65
Lambe, W. G. A..... 2
Lamont, Corliss & Co..... 57
Laporte, Martin & Cie 35
Lawson, Reginald..... 2
Legal Cards 70
Leonard Bros 21
Lowney, Walter M. Co..... 95

Lucas, Steele & Bristol 15
Lumsden Bros 59
Lytle, T. A., Co 3

Maiden, J. H..... 25
Martell-Stewart Co..... 50
Mathieu, J. L., Co.....inside front cover
Matthews, Geo. Co 24
Metallic Roofing Co. 50
Metropolitan Business College..... 70
Millman, W. H., & Sons 2
Milne, Chas..... 2
Montreal Maple Co 56
Mooney Biscuit and Candy Co..... 58
Morse Bros..... 14
Mott, John P., & Co 59

Mackintosh, John..... 57
Mackay, Dr..... 70
MacLaren's Imperial Cheese Co 16

McAlpin Consumers Tobacco Co 68
McCaun Wm., Milling Co 65
McDougall, D., & Co..... 68
McGregor-Harris Co..... 38
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co.. 24
McWilliam & Everist 60

Naisbitt Co 9
National Licorice Co ...inside front cover
Natural Food Co..... 65
Nicholson, Bain & Johnston..... 2
Nicholson & Bain 2
Nicholson & Brock 8

Oakey, John, & Sons..... 9
Oakville Basket Co,.....inside back cover
Ogilvie Milling Co..... 62
Old Homestead Canning Co 5
Ontario Sugar Co... 28
"Ozo" Co..... 53

Page, C. S..... 50
Park, Blackwell Co..... 22
Payne, J. Bruce 67
Pure Gold Mfg. Co..... 30

Queen City Oil Co..... 61

Rattray, D., & Sons 32
Rickett's Blue..... 74
Reid, Homer 61
Robinson O. E..... 61
Robinson's Patent Barley..... outide front cover
Rose & Laflamme..... ..... 10, 74
Row & Co..... 2
Royal Baking Powder Co..... 13
Rutherford, James, & Co..... 26
Rutherford, Marshall & Co 38
Ryan, Wm., Co..... 38

"Salada" Tea Co 36
Simpson, R. & J. H. Co..... 49
Smith, E. D..... 58
Southwell & Co..... 72
"Sovereign" and "Lynx" Salmon.. 20
St. Lawrence Starch Co..... 20
St. Margaret's College..... 70
Stokes Bros 41
Stringer, W. B., & Co..... 61
"Sugars" Limited 61
Sutton, G. F., Sons & Co..... 53

Tippet, Arthur P., & Co 1
Todhunter, Mitchell & Co..... 23
Toronto Salt Works.....inside back cover
Truro Condensed Milk & Canning Co. 7
Tuckett, Geo. E., & Son Co..... 67
Turner & Co 38
Turner, James, & Co..... 15

Upton, Thos., & Co..... 17

Walker, Hugh, & Son 61
Walkerville Match Co.. inside front cover
Warren Bros. & Co 29
Watt, J. L., & Scott 57
Weese, G. A., & Son..... 70
Wethey, J. H.....outside back cover
White & Co..... 61
Wilson, C., & Son .....inside front cover
Wilson Commission Co..... 2
Wilson, W. H., Co.....inside front cover
Winnipeg Safe Works..... 71
Wood, Thomas, & Co 10
Woods, Walter & Co..... 25

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Quick as Wink!

When we get an order for Wrapping Papers, etc., we get busy on it right off.

You don't have to do any grumbling—or swearing—if we have your order.

Our customers smile.

Douglas & Ratcliff,

LIMITED,

TORONTO.

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,

Zini's Fine Filiatra Currants,

Tarragona Almonds,

Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** **OTTAWA**

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. F. R. Munro.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Gray, Young & Sparling Co., Wingham, Ont.
Stokes Bros., Exeter, Eng.
E. Biermann & Co., Cardiff, Wales.

GRADING AND BRANDING VALENCIAS.

DURING the past few seasons more or less disatisfaction has been expressed by importers of Denia fruit, with the manner in which Valencia raisins have been graded and marked for the Canadian market, and it seems that the only safe and reliable way to secure confidence in shippers is to have the fruit bought and sold only by sample, as is the case in England, and not by designation of "Fine Off Stalk," "Selected," or "Layers," etc. Certain jobbing houses in purchasing their fruit rely exclusively on the established reputation of the Spanish packers. The experience of years confirms them in their loyalty to certain brands, and when their salesmen take orders from the retailers, the latter are sure of getting properly graded fruit. A great deal of dissatisfaction, however, has resulted from time to time, through competing travelers offering similarly graded fruit simultaneously with the other at from 1-2 to 1 1-2c per pound less. The traveler selling properly graded and branded fruit as "Fine Off Stalk," meets the competition of improperly graded stock continually, and the retailer does not hesitate to say that he is quoting "Fine Off Stalk" at considerably less money, whether he knows or not the difference in actual quality of the two brands offered.

The Grocer's attention was called to this matter last week by a wholesale grocery house of Montreal, and in such a manner that the opinion to be expressed could not be other than impartial. Three boxes of Valencia raisins were wrapped about with paper so as to hide every distinguishing feature, packers' name, branded grades, etc. On removing the lids and examining the fruit it was not difficult to pick out the best fruit—in fact the difference was so striking in one case as to lead one to suppose that the wrong box had been opened. The difference between the poorest and the highest grade was fully 1 1-2 to 2c per pound; when the wrappers were removed it was seen that all three were branded "Fine Off Stalk." The poorest box branded "Fine Off Stalk" was the veriest trash, full of stems, sticks and small pebbles, and small and shrivelled fruit, and any retailer receiving the same would be justified in promptly returning the goods.

In the opinion of The Grocer, who is not merely a newspaper man but an experienced grocer of nearly twenty years in the trade, it seems that this system of selling fruit should be terminated. Its continuance must result in dissatisfaction, not only between the packer and importer, but also, and to a greater extent, between the wholesale grocer and the retail trade.

It would be in the interest of the trade if the Dominion Wholesale Grocers' Guild would take up this question and formulate some scheme for the abolition of this improper system of grading and branding. The consuming public must be longsuffering to put up with such goods, and as the guild collectively are the largest importers, they should see that this poor stuff is kept off the market. Is it to be wondered at that the public are using California raisins, seeded, more and more, and that Denia is losing trade? There is a certain wholesale grocery house in Montreal that absolutely forbids its travelers to meet the competition of the "grade" and sells only one line and that the best, notwithstanding the higher price. This firm's action was based on the uncertainty of doing business satisfactorily against improper grading, but since its exclusion of second grade "Fine Off Stalk" there are no complaints from its customers. The all-important question is: Will the guild protect the retailer, and the retailer the public?

THE PRICE OF WHEAT.

THE crop of 1904 appears to have ushered in a new level of higher prices of wheat, and although it is yet premature to even suggest that the dollar mark is likely to be the level of prices for a any great length of time, it would appear certain that we have left behind permanently the low range of values which existed some ten years ago, and will never again see, at least in this generation, the price of wheat established at 50c or even 60c.

Wheat around a dollar a bushel is really not a high priced article of food when its feeding value and commercial usefulness are compared with other foodstuffs, such as oats and corn, and the prices these have been selling at for the past two or three years.

In fact it has been a great surprise to many in the grain trade that the price of wheat did not advance last year in sympathy with the high prices ruling for oats around 40c, and for corn between 50c and 60c, in spite of the enormous crop of the latter in 1903. No doubt it would have been on a higher level sooner were it not that Australia had thirty or thirty-five million bushels of wheat for export, although the previous year she had to import wheat and flour to feed her own people. What is more, both India and the Argentine had a large exportable surplus, approaching 200,000,000 bush. between them, and Russia was again in a position to contribute in the neighborhood of 5,000,000 bush. of wheat per week to the food supplies of other European countries.

English statisticians predicted several years ago that before 1910 the United States would not only cease to be a source of food supply for Great Britain, but would probably be an importer of wheat, and thus become an active competitor against England for the surplus wheat crop of the great Canadian Northwest. This time has arrived sooner than any one expected, and already a couple of million bushels in the shape of wheat and flour has been purchased in Canada by U. S. mills and flour dealers for shipment to that country, on part of which it is known the duty has been paid for local consumption, and the indications are that this will amount to several million bushels before the end of

the crop year. As late as Dec. 7 Toronto exporters had bids for a cargo of Manitoba wheat that could have been worked at a fair profit for shipment from Fort William to a Lake Erie port near Cleveland, had a vessel been available to load before the close of navigation.

That this was not caused by the wheat crop of the U. S. this year being an unusually small one, although it is the smallest in the last three or four years, is shown by the Government estimate, namely, 572,000,000 bush. for 1904, as against a ten years average of 587,000,000 bush. As the estimate of home consumption for all purposes is 480,000,000 bush., it is apparent that there is a small exportable surplus according to the measured bushels. Thus it is doubtful if any Canadian wheat would have gone into United States if the Spring wheat crops of Minnesota and Dakotas has not been badly damaged by rust, with the usual result that the crop reaped was of poor quality, compelling U. S. millers to secure some of the high-grade wheat of Manitoba to enable them to maintain the quality of their best grades of flour for local consumption.

Indications are that with the rapidly growing population of the United States without a corresponding increase in the yield, owing to there being no more vast reserves of prairie lands to be brought under cultivation, the forecast of the English statistician referred to will be fully realized before the end of this decade.

IS THE PREFERENCE A MISTAKE?

SIR HENRY CAMPBELL-BANNERMAN in a speech delivered at Manchester, Eng., the other day, made the surprising statement that "the rise in the price of sugar is nothing more nor less that the first fruits of retaliation and of colonial preference; that the people of the West Indies have gained a few thousands while Great Britain has lost millions, the consumer, the manufacturer and his employes being the chief losers; and that Mr. Chamberlain has made a big mistake in treating Imperial sentiment as a marketable article."

This statement serves admirably to illustrate the truth of the maxim that "a little truth is a dangerous thing." There is no denying that the sugar industry of the British colonies is in a prosperous condition, the increase in importations of sugar into the United Kingdom from the British West Indies alone being 166,000 cwts. during the fiscal year of 1903-04. The statistical position of sugar at the present time is very strong, not only in Great Britain but all over Europe and America. It would, however, be strange to single out the British preference as a cause.. The advance is largely, if not entirely, owing to natural conditions, namely, shortage in the European beet crop and increased consumption.

OPENED A BRANCH AT TORONTO.

The Southern California Fruit Exchange, Los Angeles, California, who have been doing the Ontario business through their representative at Detroit, have opened a branch office in Toronto under the direction of C. H. Moe, brother of the representative at Detroit.

DEATH OF MR. E. W. CARTER.

On Wednesday, Nov. 30, in Toronto, occurred the death of Mr. E. W. Carter, well known among the younger business men of Toronto. Some time ago Mr Carter went into business with his father, the late E. T. Carter, and his brother, H. J. Carter, who bought out the

The late E. W. Carter.

late J. Hallam, dealer in wool, hides, and skins, 83 and 85 Front street east, Toronto.

COMBINE OF NOVA SCOTIA GROCERS.

Twenty wholesale grocers in Nova Scotia have formed a combine on selling terms and given notice to their customers by circular. The terms on general groceries are one per cent. discount for cash in ten days or net thirty days. Flour and meal net thirty days, no discount. Interest at six per cent. per annum to be charged on all accounts not settled in thirty days. The agreement is signed by H. W. Wentzell & Co., J. P. Wambolt, John Tobin & Co., R. J. Sweet & Co., A. & W. Smith, R. B. Seeton & Co., Payzant & Co., Chas. H. Harvey, J. W. Gorham & Co., J. F. Crowe & Co., Billman & Chisholm and Bauld Bros. & Co., Halifax; Black & Co., Truro; E. D. Allen, Wm. Law & Co., Lovitt & Lovitt and Parkin, Eakins & Co., Yarmouth; Fillmore & Morris, Amherst, and R. McGregor & Sons, New Glasgow.

PERSIAN DATES ON HAND.

Great interest is being shown in the large Canadian cities in the arrival in New York of the second direct cargo of Persian dates. These dates, though several days overdue, have come direct and will reach the big markets long ahead of stocks from London. There were landed about 52,600 boxes of Hallowee, 21,800 boxes of Khadrawee, and 23,200 boxes of Sair dates, and some 1,500 cases and 800 boxes of Fard. It is reported from New York by special mail advice that most of the latter and about half of the Persian dates were sold while afloat, and the balance arrived on a bare market as the first cargo had been completely sold out. Importers reported ready sales of Hallowees at 3½c; Khadrawees at 3¼c, and Sairs at 3c.

PERSONAL MENTION.

Mr. H. Macklin, of the British Columbia Packers' Association, will shortly assume the management of the branch business interests of Simon Leiser & Co., Victoria, B.C., at Ladysmith and Wellington.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto, was a caller upon the trade in Montreal and Quebec during the past and present weeks.

Mr. J. Rose, of Rose & Laflamme, Montreal, has been confined to his house through illness during the past week, but expects to be able to return to his office in a few days.

Mr. A. H. J. Baass, London, Eng., of the Sydney Meat Preserving Co., was a caller on the Toronto trade last week en route from Australia to London. Mr. Baass is visiting the principal cities of Canada and also Niagara Falls, and is sizing up the opening for canned Australian mutton in Canada.

The death occurred on Wednesday of this week, at Guelph, of Mr. John Goldie, vice-president of the James Goldie Mfg. Co. The deceased was 54 years of age.

Mr. F. M. Moffat, of Gunns Limited, pork packers and provision merchants, Toronto, is in Wingham this week on business.

Mr. R. MacDonald, of the MacLaren Imperial Cheese Co., Toronto, has been traveling through the Western States in search of new ideas for the grocery trade. En route he visited St. Louis, St. Paul and Detroit.

The Ontario Cereal Co. Singhampton, have been incorporated with a share capital of $15,000, to manufacture and deal in cereal foods. Provisional directors: C. Russell, Toronto; J. R. Hamilton and A. J. Sprott, both of Singhampton; J. Hamilton, Glen Huron, and A. Taylor, of the Township of Osprey.

"Scotch ripens wit, exhilarates the mind;
Makes friends of foes, and sweetens all mankind!"

wrote one day, in an enthusiastic hour, a grandson of the Celtic bard. No doubt he had come across "the big-bellied bottle," dear to St. Mungo, filled with

Mitchell's Extra Special Liqueur!

Mitchell Scotch and Irish whiskeys are thus classified:

"Special Old"	**"Cruiskeen Lawn"**	**"Old Irish"**
"Special Reserve"	**"Extra Special Liqueur"**	**"Heather Dew"**

Every grade enjoys a world-wide reputation of quality and purity, and has reached the zenith of success.

AN ADEQUATE COMPARISON!

There exists between the ever-increasing sale of the above brands compared to that of any ordinary Scotch, exactly the same difference there is between a large river that carries its waters to the sea and a sinuous little brook which loses itself in the swamps.

The most catching advertisement is the constant demand of the consumer for Brandies like the Ph. Richard, of Cognac, France, graded:—

Fine Champagne	**V. S. O. P.**	**V. S. O.**	**V. O.**

on the purchase of which no one will ever tolerate a substitution of a brand said to be "just as good."

Richard Brandy Has a Dual Merit.

For ordinary use, there is none so good; for medical purposes, there is none so pure.

LAPORTE, MARTIN & CIE., LIMITED, AGENTS, Montreal

THERE IS AN OLD MAXIM, WHICH SAYS:

"There are None so Blind as Those who Won't See."

The foregoing very aptly applies to the remarks of our Japan Tea friends in their claims that "SALADA" Ceylon Green Teas can never displace Japans in public favor —Yes, **they will,** and are already doing so, and rapidly too, wherever they have come in competition, and our opponents will pardon our remarking the fact that they are only too well aware of it—denials and disclaimers do not alter the situation one iota—as while they are arguing to the contrary, **we are being kept busy filling repeat orders**—and have yet to learn of a single instance where once stocked they have been discarded.

This is evidence conclusive strong enough for us, but if not for others, they must be sleeping in a fool's paradise, and will get a rude awakening one of these days.

"SALADA" TEA CO., Toronto and Montreal.

Holiday Trade Attractors

These attractive packages in which we put up Lily White Gloss Starch will add to your Holiday decorations and sell lots of starch. They are the kind of packages your customers are looking for just now. See that your stock includes

Lily White Gloss Starch

in 6 lb. Toy Trunks, with iron lock and key, 8 trunks in a case.

and 6 lb. Toy Drums with drum sticks, 8 drums in a case.

The

Brantford Starch Works Limited

Brantford, Canada

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Dec. 8, 1904.

Groceries.

MORE snow has fallen and with it has arrived more business all around. Groceries generally are very active. The big wholesale houses report enormous turnovers for the past month, greater in some cases by hundreds of thousands of dollars. Once more sugar is a feature. This time there has been a decline of five cents per hundred for all barrelled sugar, making refined granulated sell to-day at $5.15 per cwt. There will be no change in the price of sugar in bags and boxes. All branches of the trade seem to be alive and the demand for sugar especially has never been curtailed even though the price was high. Molasses has met with considerable demand during the past week and jobbers have been busy making offers around 28 cents. Spices are reported to be firm and in good demand. Black pepper, both spot and forward is firm and in good demand. From Singapore it is learned that stiff prices are likely to last for the next two or three months. Nutmegs are cheaper and prices are very low for some sizes. The advance in caraways has attracted considerable attention in all countries where they are used for distilling purposes. Green corn in barrels is exceedingly scarce and prices are as high at $7.50 to $8 per barrel. There is a fine demand for dried fruit and nuts of all descriptions just as there always is about a couple of weeks before Christmas. New Persian dates are on hand and are of excellent quality. The coffee market is exceedingly quiet. There has been some trouble in Rio and offerings there have been disturbed as well as at Santos, where the holidays are in full swing. Prices are easier all around. Tea is brightening up a little and things are looking better all over the trade. A better market has been reported for all kinds of medium teas and the demand has been fair, all things considered. Green fruits are very much alive. California navels are attracting attention inasmuch as the lots received by Hart & Tuckwell were noticeable for their high color and excellent quality, in fact Mr. Hart thought they were as fine as any usual February arrivals. Their first car of California celery has arrived and all these comparative luxuries give the trade a Christmasy air. Business is very good in these lines. Fish of all kinds are selling well and fine frozen stock is now available. Tom cods are on sale in good variety. Eggs are strong with a tendency to advance and the market may jump up any minute. Butter is likely to advance. Poultry is away up and every day will see an advance.

SUGAR.

A drop of five cents in barrelled sugar per hundred again brands the market as speculative. The fluctuating course of sugar has been notable for the past two months. There is a good demand and the supplies are reported to be limited, so that while the facts appear easy to understand, speculative values exist which are propped up partly by the strong statistical position of sugar and also by the wild rumors which are current in the foreign markets.

It is learned that cane sugar has held the advance caused recently in sympathy with the advance in beet. Americans are evidently impressed with the truth of the situation because they are paying big prices for raw material from Cuba while new crop Cuban sugar will soon be on hand. The local market is strong and active. We quote:

Granulated, bbls.	$5 15
" ½-bbls	5 30
" bags	5 10
Paris lump, boxes and bbls.	5 65
" " ½-boxes and 1½-bbls.	5 75
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 75
" " 25-lb. boxes	5 85
Powdered, bbls	5 30
" 50-lb. boxes	5 55
Phoenix	5 00
Bright coffee	4 90
" yellow	4 85
No. 3 yellow	4 90
No. 2 "	4 70
No. 1 " bbls.	4 55
No. 1 " bags	4 50
Raw Trinidad	3 90
Trinidad crystals	4 05

SYRUPS AND MOLASSES.

Quite a steady demand has been noticed for molasses all the week and the prices are firm to the advance. Country orders have increased and the local trade has seen certain good sized lots change hands at the advance of two cents reported three weeks ago. There may be some ecitement in molasses before February. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

The past two weeks have been holiday time at Santos while in Rio there has been an imitation of a rebellion. These two forces have tended to make offers sag and little has been doing in any of the terminal markets. Prices are inclined to easiness and the demand is principally for lower grades. Certain of the finest sorts have found extensive sale, and steady prices have ruled. We quote:

Good Calcuttas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

The activity in all kinds of spices has not abated. Spot black pepper is in strong demand and the prices are firm with a tendency to advance. Nutmegs are very low and perhaps have not been as low during the past year. Medium sago is in rather better supply and is slightly cheaper. Arrowroot is inclined to easiness and the expected advance did not take place. The Russian and Dutch crops of caraways are said to be short and as the present prices are ridiculously low a heavy advance is certain to follow. Big distillers who have not laid in a stock will no doubt be compelled to pay large advances. Creat of tartar is advancing and manufacturers are unable to offer. We quote:

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 32	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

The tea market is firm although the trading has been quite limited during the week. Medium grades of Indian teas have ruled the market and what sales have been made have been at reasonably good prices. Good terms are now obtainable and it is the opinion of experts that no more favorable chances for buyers are likely to appear. The Autumn pickings from the countries of production will be embraced in the next imports, so that present stock should be watched. Teas generally of both Indian and Ceylon have improved in quality. The market was strong for better grades of Ceylons and good prices have been obtained. For Congou and China teas little demand has been recorded. Japan tea has been in better demand lately and the quality of the medium grades which are increasing in popularity was never better. A steadily increasing activity is expected from now on to the end of the year. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

The demand for canned goods of all descriptions is fair. The quality of goods offering is considered first class. Consumption, however, is of a hand-to-mouth character. Finest Fraser River

CANDIES
MARMALADE
JAMS
PRESERVES

McGregor

For something specially choice for Xmas trade, send in for an assortment of McGregor goods.

McGREGOR-HARRIS CO.,
Limited.
33 Pearl St., TORONTO

Turner's Flavoring Extracts

Unequalled in quality and strength.
Well established on the market.
All who use them duplicate orders.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

salmon is not available in abundance, and there is usually a good demand for it at this time of the year. High prices are expected to continue for the remainder of the year. Alaska salmon is selling cheaper than Fraser River and it is the general tendency of the trade to turn its attention to the article which is not only in good quality but in good supply. Lobsters are selling slightly cheaper and the demand is increasing. Canned meats, fruits and vegetables are selling slowly and prices are unchanged. We quote:

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" Gal	....	2 50
3-lb. squash	....	1 00
2's Cherries, red, pitted	....	2 20
2's " not pitted	....	1 75
2's " black, pitted	....	2 20
2's " black, not pitted	....	1 75
2's " white, pitted	....	2 40
2's " white, not pitted	....	2 00
2's Currants, red, heavy syrup	....	1 57½
2's " red, preserved	....	1 77½
Gals. " red, standard	....	4 75
Gals. " red, solid pack	....	7 00
2's " black, heavy syrup	....	1 75
2's " black, preserved	....	2 05
Gals. " black, standard	....	5 00
Gals. " black, solid pack	....	8 00
2's Gooseberries, heavy syrup	....	1 62½
2's " preserved	....	1 85
Gals. " standard	....	7 25
2's Lawtonberries, heavy syrup	....	1 57½
2's " preserved	....	1 85
Gals. " standard	....	4 97½
2's Pineapple, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
2's Plums, Damson, light syrup	....	1 60
2's " " heavy syrup	....	1 30
2½'s " " "	....	1 57½
3's " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " "	....	1 80
3's " "	....	2 10
2's Raspberries, red, heavy syrup	....	1 40
2's " " preserved	....	1 60
Gals. " " standard	....	5 00
Gals. " " solid pack	....	8 00
2's " black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75
2's Rhubarb, preserved	....	1 15
3's "	....	1 90
Gals. " standard	....	2 62½
2's Strawberries, heavy syrup, 1903 pack	....	1 47½
2's " " " 1904 pack	....	1 60
2's " preserved	....	1 75
Gals. " standard	....	5 50
Gals. " solid pack	....	8 50

Foreign Dried Fruits.

The shart advance in the currant market in Greece has been maintained. Experts report that the decline was caused by a sharp drop in exchange. From Greece it is stated that buying has been better from consuming countries and holders have taken some encouragement from a revival of demand. The position of currants is considered very strong when the principal markets of the world are noted. English holders are not carrying as large stock as usual and the demand over here has increased lately. Increased consumption has lessened the holdings to a very small quantity.

Valencias—The Denia Valencia market has touched a very low point on the stock remaining in Spain, which, according to mail advices, is considerable. Marks of fair reputation have been quoted as low as 14s c. and f. Montreal for selected grade. It was even at the time expected that this limit will be further shaded, but, on the contrary, owing to the stronger position in California, the market has reacted to the extent of 4s.

Stoned raisins are in good demand and they usually are sought later than the whole fruit. New machinery has been employed for the stoning work and it is declared that it would be difficult for experts to tell that the raisins had been touched. It is thought that a method has been discovered that will prevent the stoned fruit from sugaring so rapidly as formerly. The whole raisin trade would be helped very much if some such improvement could be devised. New sultanas seem to be a little short and while the old stock may be just as good, the trade demands the new for Christmas. Prices are a little stiffer. Muscatels are now on hand in abundance the stock is of good quality and prices are not high considering all things.

VALENCIA RAISINS.		
Fine off-stalk, per lb	0 06	0 07
Selected, per lb	....	0 06½
Layers "	0 07	0 07½

DATES.		
Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b	....	0 13½
Peaches "	....	0 10½
Pears "	....	0 15

MALAGA RAISINS.	
London Layers	2 90
"Connoisseur Clusters"	2 50
" Quarter boxes	0 80
"Royal Buckingham Clusters," ¼-boxes	1 10
" Boxes	3 50
"Excelsior Windsor Clusters	4 50
" " ½s	1 35

CALIFORNIAN RAISINS.		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 7½	0 09
" " 2 crown	....	0 05½
" " 3 "	....	0 06½
" " 4 "	....	0 07½
" " choice	....	0 07½
" " fancy	....	0 08

PRUNES.	Per lb.	Per lb.
30-40s	....	0 08½
40-50s	....	0 08
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04

CURRANTS.		
Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06

week with a good demand. We quote:

Mouillie	21 00 28 00
Ontario bran, in bulk	17 50 18 20
" shorts	19 00
Manitoba bran, in bags	19 00
" shorts	21 00

ROLLED OATS.

There has been a decided increase in the consumption of oatmeal and rolled oats since the cold weather set in. We quote:

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated " "	2 60
Rolled oats, "	2 55
brls	5 00

HAY.

No marked change in price has set in but the demand is good and large quantities are coming forward. Immense quantities are being shipped to the Maritime Provinces, especially Nova Scotia, where the hay crop was reported a failure this year. We quote:

No. 1 timothy	9 00 9 50
" 2 " choice	8 50 9 25
" 2 " ordinary	7 00 7 50
Clover and clover mixed	7 25 7 50

ONTARIO MARKETS.

Toronto, Dec. 8, 1904

Groceries.

ORDERS for the holiday trade are being rushed through and will in all probability be completed by December 19 or 20. The biggest item unquestionably is foreign nuts, a most satisfactory volume of business for the season being reported. Importations are now practically complete and prices from now on need not be expected to show much variation. Importations of foreign dried fruits, particularly of Spanish fruit, have not been on as large a scale as last year and trade is behind the standard of former years owing to the fact that wholesalers, in view of reports from primary markets advising dullness and easier prices, have been anxious to work off holiday stock at any price and have cut accordingly. At the close there are advices from abroad saying that the markets are showing a firmer tendency. Peels are scarce and firm in price and prunes are exhibiting a similar tendency.

The last boat for the close of navigation sailed for northern ports on Friday, Dec. 2, and there is reported to have been considerable scrambling on the part of the wholesale trade at the last to send the remainder of their orders via water route.

Sugar continues very firm; canned goods are quiet, although a brisk and improving demand in canned vegetables is reported by the retail trade. Increased importations of West Indian molasses are reported, pointing to a healthy future for this article. Trade in dried fish is improving since cold weather set in, while green fruits are moving freely and in big volume as usual at this season.

There has been a reduction in all refined sugar prices of 5c per 100 lbs. applicable to sugars packed in barrels only, with the exception of Berlin granulated, which remains practially unchanged.

CANNED GOODS.

Canned goods have given place to foreign dried fruits and nuts, the requirements of the trade in the former article being pretty well met for the season. Only small stray orders are reported for the week at the high prices prevailing. At the same time a brisk and increasing trade in canned vegetables is reported throughout the retail trade. Canned fruits and fish are quiet. Very little of special interest in salmon need be expected from now on: this week's news consists in reported arrivals of "Sunflower" brand pink salmon on the market. Our quotations are as follows:

Tomatoes, 3's	1 25
Corn, 2's	1 15 1 20
Peas, 2's	0 82½ 1 30
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
" gal	2 50
Squash	1 00
Asparagus tips, 2's	2 50
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92½
Spinach, 2's	1 40
" 3's	1 80
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce srme as tomato sauce.	
Catsups, tins, 2's	0 78
" " gal	4 50
" jugs	7 70
Apples, standard, 3's	0 80 0 85
" preserved, 3's	1 47½
" standard, gal	1 70 2 00
Pears, Flemish Beauty, 2's	1 52½
" " " 3's	2 00
" Bartlett, 2's	1 87½
" " 3's	2 82½
" whites, 2's	1 72½
" " 3's	2 67½
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" not pitted, 2's	1 75
" English black, pitted, 2's	2 20
" " not pitted, 2's	1 75
" white wax, pitted, 2's	2 42
" " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57½
" preserved, 2's	1 75
" standard gal	4 97½
Plums, Damson, light syrup, 2's	1 00
" " heavy syrup, 2's	1 30
" " " 3's	1 85
" Lombards, light syrup, 2's	1 05
" " heavy syrup, 2's	1 35
" " " 3's	1 90
" green gage, light syrup, 2's	1 15
" " heavy syrup, 2's	1 47½
" " " 3's	2 00
" egg, heavy syrup, 2's	1 52½
" " " 3's	2 10
Pineapple, sliced, standard, 2's	2 35
" extra " 2's	2 47½
" grated, " 2's	2 62½
Raspberries, red, heavy syrup, 2's	1 40
" " preserved, 2's	1 60
" black, heavy syrup, 2's	1 35
" " preserved, 2's	1 50
Rhubarb, preserved, 2's	1 15
" " 3's	1 90
" " gal	2 62½
Strawberries heavy, syrup, 2.s	1 60
" preserved, 2's	1 75
Lobster, talls	3 50
" 1-lb. flats	3 75
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."	
1-lb. talls, 5 cases and over	1 77½
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 92
½-lb. flats, 5 cases and over	1 17
½-lb. flats, less than 5 cases	1 20
Salmon, "Clover Leaf."	
1-lb. talls, 1 to 4 cases	1 80
1-lb. flats, 1 to 4 cases	1 87½
1-lb. talls, 5 to 9 cases and over	1 77½
Chums	0 95 1 00½
Sardines, Sportsman ¼s	0 14
" ½s	0 23
" Portuguese ¼s	0 08 0 10
" P. & C., ½s	0 25 0 27
" P. & C., ¼s	0 35 0 38
" Domestic, ¼s	0 03½ 0 04½
" " ½s	0 09 0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00 9 00
Haddies, per doz	1 00
Haddies, per case	4 00
Kippered herrings, domestic	1 00
" " imported	1 40 1 45
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 45
California ripe olives, tins, per doz	4 75
Corned beef, 1s, per doz	1 50
" 2s, "	2 70
" 6s, "	8 00 10 00
" 14s, "	18 00
Lunch tongues, per doz	3 00
Potted meats, ½s, "	0 50
" ¼s, "	1 00

SYRUPS AND MOLASSES.

A seasonable business in syrups and molasses is reported for the week, the trade noticing a slight improvement in consumption which is in all probability due to the unprecedented firmness of the sugar market; 1904 crop New Orleans may be expected on this market within the next month. Several shipments of West Indian molasses are due to arrive shortly, indications pointing to the preference being ultimately given to it over medium grades of New Orleans. We quote the following prices:

Syrups—	
Dark	0 30 0 32
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 35
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" " ½ bbls	0 27 0 32
" open kettle	0 45 0 50
Barbadoes	0 35 0 40
Porto Rico	0 35 0 40
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

COFFEES.

Locally the trade are buying sparingly and only for immediate requirements on account of the firm situation prevailing in Rios. The market continues to fluctuate up and down, no change in prices being noticeable, however, on the whole. The estimate of the growing Rio crop indicates a larger yield than the present Rio crop, but this is offset by a growing belief that owing to the poor flowering the prospects for the growing Santos crop are for a smaller yield than for the present Santos crop, so that together the growing Rio and Santos crops are expected to yield about the same as the present Rio and Santos crops, which are generally placed at about 9,500,000 bags.

We quote the following prices:

	Per lb.
Green Rios, No. 7	0 09½ 0 10
" " No. 6	0 10½
" " No. 5	0 11
" " No. 4	0 11½
" " No. 3	0 12
" Mocha	0 21 0 23
" Java	0 22 0 35
" Santos	0 10½ 0 12½
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
Green, Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

TEAS.

Locally the tea situation is quiet and without special feature for the week.

E. BIERMANN & CO.
5th Ed.: A.B.C. Code. CARDIFF, WALES
Fruit and Produce
Tel. Ad.: "Biermann, Cardiff." Splendid connection and references.

STOKES BROTHERS
General Merchants Exeter, England
DEALERS IN
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence Solicited.

Buyers in Canada and the United States stocked up more or less heavily with Japan tea before the war broke out; this, together with import orders, has enabled them to go along without placing frseh orders or buying from stocks to any extent. Consequently prices are abnormally low, although early fine grades have maintained their value throughout the season and are getting firmer every day. Low grades are also advancing, mediums being relatively the cheapest teas on the market at the present time. Chicago houses say they will be open to buy in January and similar conditions prevail throughout the United States.

Following are the exports from Japan for the present season to Oct. 31, 1904: New York and east, 14,854,066 lbs.; Chicago and west, 13,324,847 lbs.; Canada, 5,017,241 lbs.; San Francisco, 3,906,974 lbs.; total, 37,103,128 lbs., being a decrease of 4,518,244 lbs. as compared with importations to an even date last year. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning,	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 25
Orange Pekoes	0 23	0 30
Pekoes	0 19	0 25
Pekoe Souchong	0 15	0 17
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 35	0 39
Choice	0 32	0 37
Finest	0 28	0 30
Fine	0 25	0 28
Good medium	0 20	0 22
Medium	0 18	0 20
Good common	0 19	0 20
Common	0 14	0 15

SPICES.

Trade in spices continues steady without special feature as usual at this season. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

The rice and tapioca market is practically unchanged for the week. Trade is rather quiet. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat		0 04½
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

SUGAR.

Just as we went to press last week the local market was disturbed by a reduction in all refined prices of 5c per 100 lbs., applicable to sugars packed in bbls. only. As there was no apparent reason, judging from conditions in outside markets, the trade were at a loss to understand the move. Since then the Ontario Sugar Co. has advanced granulated in bbls. 5c per 100 lbs., until the differential in favor of that make is now only 5c per 100 lbs., whether in bags or bbls.

The course of the raw market was deranged during the early part of the week under review, developing considerable dullness, and in Europe there were some reactions, 88 per cent. beet declining to 13s 8½d per cwt. f.o.b. Hamburg. Since then there has been a rapid recovery, beets rapidly recovering to 14s, and as we go to press the market is very firm at 14s 3d per cwt., f.o.b. Hamburg, equal to full parity of 5.07c for 96 test centrifugals.

European advices indicate a very active market, based upon F. O. Licht's latest report, which reads: "Weather unfavorable; a reduction in estimates Germany, Austria, France and Russia necessary." The full effect of this will be seen in the near future, when Mr. Licht publishes his next estimate. Meanwhile speculation is rampant in Europe as a result of which United Kingdom refiners are devoting their attention to cane sugars and are formidable competitors of American refiners for these descriptions. A cargo of Java sugar afloat just sold to United Kingdom buyers at 14s 6¾d c.i.f. New York, or say 4⅞c landed, duty paid, which is fully ⅛c advance on U. S. refiners purchases of nearby sugars, such as Cubans and other West Indian sugars.

Large buying of raws is reported in New York, where refiners have purchased within the last day or two fully 100,000 bags Cubans at 3 3-8c c. and f., San Domingo at 3 1-16c c. and f., as well as Porto Ricos, all equivalent to 4.75c duty paid except San Domingos, which cost fractionally higher. The New York refined market is firmer in sympathy with raws, and on Tuesday, Dec. 6, the Federal Refinery advanced its entire list 10 points to basis of 5.45c net, while others are selling at 5.35c and 5.30c net, f.o.b. New York. However, buying from refiners is restricted owing to competition from secondhand holders of cheaper sugars, but there are indications that these holdings are becoming exhausted.

Stocks in Cuba have been reduced almost to the vanishing point, say 1250 tons, against 122,000 tons last year. Work on the new crop is under way, there being now 3 centrals grinding, as against none at the same time last year.

Receipts at U. S. Atlantic ports for the week ending Nov. 30 were considerably above meltings, say 44,546 tons, as against 27,000 tons, the reduced meltings being attributed to Thanksgiving holidays. Total stock was 129,055 tons, compared with 100,387 tons last year, an increase of 28,668 tons, while Cuban and U. S. stocks together show a decrease of 92,082 tons from last year. Total stock of Europe and America at latest uneven dates was 1,569,305 tons, against 2,121,250 tons in 1903, the decrease being 551,945 tons.

It will be observed that the American markets have not responded to the excited speculative movement in Europe; but there has been a strong undertone based on natural conditions, and the indications are that as refiners' wants make themselves felt later in the season, higher values must rule. It will not do, moreover, to lose sight of the fact that American refiners will have to compete with British refiners for available supplies of cane sugars, which promise to be less than was originally anticipated. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	5 88
" in 100-lb. "	5 78
St. Lawrence granulated	5 23
Redpath's granulated	5 23
Acadia granulated	5 23
Berlin granulated	5 18
Phoenix	5 13
Bright coffee	5 03
Bright yellow	4 98
No. 3 yellow	4 93
No. 2 "	4 73
No. 1 "	4 63

Granulated and yellow, 100-lb. bags, 15c. less than bbls.

Foreign Dried Fruits

The holiday trade in foreign dried fruits, which has kept the trade busy for the last fortnight, will be over a week before Christmas. A reliable authority states that the volume of business this year will be considerably below that of 1903. Importations, especially of Spanish fruit, were smaller than usual, and wholesalers in their anxiety to dispose of holiday stock on account of an easier tendency in foreign markets, have been selling at prices which leave a very narrow margin of profit. Latest advices, however, indicate a reaction in Valencia raisins, higher prices being reported in primary markets as well as in London.

The situation in prunes promises to become interesting in the near future on account of a shortage at the Pacific coast. Private advices agree that stocks remaining are not more than half the quantity held there last year with the added difference that at this date in 1903 the consuming markets were well supplied, while at the present time they are believed to be lightly stocked.

Candied peels are in light supply, the bulk being considerably under that of a year ago and the market is firm accordingly. It is authoritatively stated that there will be no further importations of Fard dates this year. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 18
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 06½	0 07
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04½	" new choice		0 09½

FOREIGN NUTS.

This market is firm and demand active on account of the Christmas trade.

1842 **Our Motto: "FORWARD"** 1904

Fresh and New Goods

BEST OFFER EVER MADE TO THE TRADE.

5000 PACKS PLAYING CARDS GIVEN AWAY FREE

RETURNED
DEC 10 1904
Cut Book 27
Page 72
Cuts

THE WELL-KNOWN GROCERY FIRM

L. CHAPUT, FILS & CIE.

Sole Agents in Canada for

THE FAMOUS

BOULESTIN & CIE.

BRANDIES

"1000 Packages received this Fall"

1-Star.	Qrts. and Pts.
3-Stars.	Qrts. and Pts.
V.S.O.P.	FINE CHAMPAGNE.
V.V.S.O.P.	Extra Fine Champagne.

BARRELS, ½-BARRELS, OCTAVES, ½-OCTAVES.

1 Star——————3 Stars

Inform that every buyer will receive FREE from his dealer a nice pack of PLAYING CARDS with EACH BOTTLE.

The reputation of BOULESTIN & CIE. is Universal, and their Brandies are the best imported into Canada.

SOLD BY ALL THE LEADING GROCERS AND WINE MERCHANTS.

If your dealer has none, give us his name and address and we will have a bottle sent.

TRY A BOTTLE.

L. Chaput, Fils & Cie.

WHOLESALE GROCERS and IMPORTERS of TEAS, COFFEES, WINES and LIQUORS,

21 and 23 St. Antoine Street, - - - MONTREAL.

Sole Agents for

"DUBONNET" Tonic Wine, and ST. LOUIS Vichy Water, "RED CLOVER LEAF BRAND."

Old stock is practically cleaned up and present quotations are on new crop. New arrivals are from 1 to 1 1-2 cents higher than previous years. Owing to a scarcity of supplies, Brazils, fine stock, have advanced 1-2 cent per pound. Italian chestnuts are selling at from 11 to 12 cents per pound; the crop is reported poor on the whole, mould being prevalent in many cases.

New shelled walnuts are expected to arrive in the course of the next fortnight. Walnuts as a whole are inclined to be firmer, chiefly on account of scarcity in Bordeaux and Marbots; 1904 crop Grenobles received are the finest quality seen on this market for years. Importations of foreign nuts are practically complete for the season and the holiday trade is now at its height. We quote the following prices:

Peanuts, green, Virginia, per lb	0 08	0 10
" roasted "	0 10	0 11
" Spanish, green, per lb	....	0 09
" " roasted, "	....	0 10
" Japanese, green, per lb	....	0 09
" " roasted "	....	0 11
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10	0 11
" Marbots	0 10½	0 11
Filberts, per lb	0 10½	0 11
Pecans, per lb	0 13	0 15
Brazils "	0 15	0 16½
Cocoanuts, Jamaica, per sack	....	4 00
Italian Chestnuts, per lb	0 11	0 12

DRIED FISH.

With the advent of colder weather sales of dried fish have shown a satisfactory increase, the biggest item being codfish. The dried fish trade is expected to become a more important feature of the grocery trade as soon as the holiday season is over. We quote the following prices:

Boneless fish, per lb	....	0 04½
Cod fish, 1-lb. bricks	....	0 06½
Pure cod, per lb	....	0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06	0 06½
Labrador herring, per bbl	6 00	6 50
" " per ½ bbl	3 25	3 40
Scaled herring	....	0 14
Salmon trout, per keg	....	6 00

BIRD SEED.

A seasonable trade in bird seed is reported at unchanged quotations. We quote the following:

Canary seed, per lb	....	0 06½
Hemp "	....	0 05
Cottam's	....	0 08
Brock's	....	0 07

EVAPORATED APPLES.

The price of evaporated apples has advanced during the week, quotations now being from 5 to 6c. Trade is reported dull to fair and a decided improvement need not be expected until after the new year.

Country Produce.

EGGS.

Prices of this week are firmer than heretofore. New laid are very scarce, but shippers persist in sending in eggs classed as new laid when in reality they are no better than fresh. To meet this difficulty dealers have to grade these goods as second class. Storage stock is being used freely. Owing to high prices this Spring comparatively few eggs were pickled; large quantities, however, were stocked in cold storage, which will in all probability hold prices from advancing. We quote the following:

Eggs, new laid	0 22	0 23
" fresh	0 20	0 21
" pickled	0 19	0 20

HONEY.

Trade is quiet. Indications point to a continuation of the present steady market with an unchanged price list. We quote the following:

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz	1 90	2 25
" " No. 2, "	....	1 65

BEANS.

Beans are reported scarce, otherwise conditions and prices continue unchanged. Our quotations are as follows:

Beans, handpicked, per bush	1 55	1 60
" prime, No. 1	....	1 45½
" prime, No. 2	....	1 35
" Lima, per lb	0 07	0 07

SEEDS.

Foreign buyers are indisposed to buy on account of the high prices, which are from 50 to 75c per bushel above the level of previous years. After the first of the year, when a correct idea of the output of the Russian market can be ascertained, a freer movement is expected. Prices continue unchanged. We quote the following:

Alsike clover, per bush	3 50	6 75
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

Green Fruits.

On account of the approaching Christmas season and cool weather, which has stimulated buying, a stronger demand for fruit is noted on the local market. Imported fruit is arriving earlier than usual, especially California navel oranges, which are two weeks in advance of previous years.

All varieties of oranges are ariving in large quantities, excepting Jamaicas, the season for them being practically over. The quality of California navels has never been better, it being equal to those proviously shown as late as February. Valencias have arrived and are selling at from $4.75 to $5.25 per case. Lemons have arrived in large quantities and prices are easier. Owing to the large supplies of fancy fruits on the market to meet the demands of Christmas trade, trade in bananas is very quiet and no change is expected until after the holiday season. The unusually strong demand for Almeria grapes continues unabated.

The cranberry market is firm. Owing to shortage in the crop on account of the unfavorable weather conditions, the trade will have to depend on Budd's Long Keepers, which are arriving in large quantities and first-class quality. Owing to prevailing conditions, prices of the last mentioned cranberry have advanced. Trade in figs is reported slow.

Large quantities of North Carolina and Delaware holly have arrived, and is selling at from $4 to $4.50 per case. We quote the following prices:

Jamaica oranges, per bbl	....	4 50
" " per box	2 50	2 75
Jamaica grape fruit, per box	....	4 00
Florida oranges, per box	3 25	3 50
Florida grape fruit, per box	3 50	4 00
Florida tangerines (half straps)	....	3 50
Florida pineapple, per case	3 50	4 00
Mexican oranges, per box	2 25	2 50
California navel oranges, per box	3 25	3 75
California valencias, per case	4 75	5 25
New messina lemons, 300's, per box	2 50	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 25	1 50
Bananas, 8's, per bunch, crated	0 75	1 00
Apples, Winter varieties	2 00	2 50
Sweet potatoes, kiln dried, per bbl	....	5 00
Almeria grapes, per bbl	5 00	6 25
Cape Cod cranberries, early blacks, per bbl	8 00	8 50
" " late Howes	9 25	9 50
" " Budd's long keepers	9 75	10 00
Smyrna figs, Eleme, four crowns	....	0 09
" " five "	....	0 10
" " six "	....	0 11
" " seven "	....	0 15
" " glove boxes, 1-lb	0 09	0 10
" " 12 oz. square boxes	....	0 08
" " Protoben, four crowns	0 10	0 11
" " " five "	0 13½	0 14
Comadre figs	0 03½	0 03½
Holly, Delaware and North Carolina, per case	4 00	4 50

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool and London, Eng., are in receipt of the following cable from Liverpool dated December 5, 1904: "27,000 barrels selling. Mostly Americans. Baldwins xxx, 11s 6d to 13s 6d, xx, 9s 6d to 10s 6d; Greenings xxx, 15s to 16s 6d, xx, 12s to 13s; Northern Spy xxx, 15s to 16s, xx, 12s to 14s; Golden Russett xxx, 14s 6d to 17s, xx, 12s to 14s; King xxx, 22s, xx, 15s.

Eben James, Toronto, has received the following cables from M. Isaacs & Sons, London, dated December 6, 1904: "Baldwins, 10s to 12s; Spies, 14s to 15s; Greenings, 10s to 12s; Russets, 15s to 17s."

From Manchester Fruit Brokers, Manchester, dated December 6, 1904: "Our market continues very strong. Greenings, 11s to 13s; Baldwins, 18s to 23s; Spies, 12s 6d to 18s 6d; Russetts, 12s to 15s 6d; Kings, 15s to 21s."

APPLE SHIPMENTS.

Total shipments from all ports week ending Dec. 3, '04.

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	28,820	1,363	7,114	....	37,297
New York	3,478	3,373	3,684	21,357	31,892
Portland, Me.	12,278	786	....	....	13,064
Halifax	535	5,300	....	....	5,835
St. John	368	55	....	....	423
Wolville, N.S.	....	8,500	....	....	8,500
Total for week	45,479	19,377	10,798	21,357	97,011
Same week 1903	27,532	16,548	12,813	17,526	74,419
Same week 1902	108,917	17,772	14,900	9,249	150,888
Total since season opened					1,436,970
Same time 1903					2,381,010
Same time 1902					1,567,188

Vegetables.

Red and white cabbage is reported scarce and prices are firm. Beets, parsnips and carrots are causing a good inquiry. The domestic supply of onions is diminishing very rapidly, andin some sections the trade has to rely on Spanish stock which is being imported in large quantities. Cables received state an advance of sixpence in the price due to the fact that the crops in Spain have been damaged by unfavorable weather. California vegetables consisting of celery, egg-plants, tomatoes and cauliflower are expected to arrive on the local market shortly. We quote the following prices:

Head lettuce, per doz. bunches	0 25	0 40
Greenhouse lettuce	....	0 30
Greenhouse radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	0 75
Dry Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Carrots, per bag	....	0 50

$323,313.51

is the amount of our sales for the month of November, 1904.

Teas, Groceries, Provisions, Wines and Liquors

The largest stock. The greatest variety.

Our Policy

LOW PRICES,
QUICK TURN OVER,
BIG BUSINESS.

A few trial orders will convince you of

Our Reliability

BEST EQUIPMENT. COMPETENT STAFF.
PERFECT ORGANIZATION.

HUDON, HEBERT & CIE.

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

Beets, per bu		0 50
Beets, per bag	0 60	0 75
Dry Onions, per bag	1 60	1 75
Dry Onions, per basket		0 40
Spanish onions, per case		3 50
Green house water cress, per doz.		0 25
Cauliflowers, per doz.	0 75	1 50
Michigan celery, per doz.		0 50
Canadian celery, per doz.	0 35	0 50
Vegetable marrow, per doz.	0 50	0 75
Potatoes, per bag	0 80	0 90
Butter squash, per doz.	0 75	1 25
Parsnips, per bu.		0 50
Red cabbage, per doz		1 00
" per head	0 10	0 15
Cabbage, per head		0 05
" per doz.	0 40	0 50
Turnips, per bag	0 30	0 35
Pumpkins, each	0 10	0 15
Spinach, per bu.		0 50

Fish and Oysters.

A brisk trade is reported in frozen stock. Prices of whitefish, trout, herring and finnan haddie have declined owing to keen competition on the local market. Cooler weather has stimulated the oyster trade. Although the demand has increased the price of Long Island native oysters has declined as a result of competition. Our quotations are:

Halibut, "		0 10
Sea salmon, "		0 12
Whitefish, fresh caught, per lb.		0 07½
Haddock " per lb.	0 06	0 07
Cod, steak " "		0 07
Perch " "		0 06
Trout, lake, per lb.		0 07½
Herring, lake, per lb	0 04	0 05
Pike, per lb	0 05	0 06
Finnan haddie, per lb.	0 07	0 07½
Oysters, Long Island natives, per imp. gal.		1 65
" Baltimores, per wine gal.		1 30
" "Standards," per small pail		3 90
" "Selected," " "		4 80
Ciscoes, per basket	1 00	1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl.		3 25
" " large bbl.		6 00
Shrimps, per gal.		1 25
Sea herring	1 00	2 25
Smelts, No. 1		0 10
" extras		0 12½

Grain, Flour and Breakfast Foods.

GRAIN.

Red and white Winter wheat have declined 1 cent per bushel. The price of these two varieties has been relatively high all season, but is now beginning to find its normal level. Owing to the strong American demand, Manitoba Northern No. 1 has advanced 2 1-2c, No. 2, 3c and No. 3, 2 1-2c per bushel. Oats have declined 1-2c; buckwheat 1c, and rye 2c per bushel. Trade is brisk, especially in wheat. Our quotations are:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 07	1 07½
" " " No. 2 "	1 02	1 02½
" " " No. 3 "	0 96	0 96½
Red, per bushel, new	1 04½	1 05
White " "	1 04½	1 05
Barley " "	0 48	0 52
Oats, " "	0 35	0 35½
Peas "	0 73	0 74
Buckwheat "	0 60	0 61
Rye, per bushel, "	0 80	0 81

FLOUR.

There is a strong foreign demand, large quantities being exported via New York to South Africa and the West Indies. A good demand is noticeable in the local market and prices generally are firm, although no material change has taken place. Our quotations are as follows:

Manitoba wheat patents, per bbl.		5 50
Strong bakers "		5 30
Ontario wheat patents "	5 25	5 45
Straight roller "		5 00

BREAKFAST FOODS.

Owing to the low price of American oatmeal for export, our foreign demand has eased to a certain extent. Cool weather has caused an increase in home consumption and manufacturers are busily engaged supplying home trade. Comparative lack of rolled wheat on the American market owing to the insufficient wheat crop, has enabled our manufacturers to export larger quantities to foreign buyers formerly supplied by United States exporters. Prices continue unchanged. We quote the following:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 55
Rolled wheat in boxes, 100 lbs.	2 90
" " 50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Tallow, Skins and Wool.

HIDES

During the week the price of tallow has declined in sympathy with the London, Eng., and Chicago markets. Lamb skins have been changed for sheep skins and have advanced accordingly. Our quotations are:

No. 1 green steers, per lb.		0 09½
" 2 " "		0 08½
No. 1 green, per lb.		0 09
" 2 " "		0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 10
" " " 2 " " "		0 08
" " " 1 15 to 20 lb "		0 09
" " " 2 " "		0 07
Sheep skins		1 10

TALLOW.

Rendered Tallow, per lb.	0 04½	0 04½

WOOL.

Unwashed wool, per lb.	0 13	0 14
Fleece wool, new clip, per lb	0 21	0 22
"Rejections"	0 16	0 17
Pulled wools, super, per lb.	0 23	0 25
" " extra "	0 24	0 26

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Dec. 8, 12.30 p.m.

(By telegraph.)

BUTTER—Firm market, tendency to advance. Old Country offers are less by ¼ cent than local selling prices.

CHEESE—Some cheese changed hands to-day at 10⅞ cts. Holders and buyers still bickering. No prices quoted for best Ontario but offers are about 10½ cts. Some inferior cheese has sold at 9¾ cts. Little export trade is being done as the British buyers want cheap cheese just now.

EGGS—No change in prices, a strong market is ruling. 24 cts. still holds for seletced stock but higher prices are expected any day. Receipts are small and the demand is good. 22 cts. holds for ordinary stock.

PROVISIONS—Receipts were heavy to-day. Advance in live hogs well maintained. Demand fine. Dressed stock active. Cured meats and lard steady. Good volume of business being done.

CHEESE AND BUTTER EXPORTS.

At present there is little indication of a large export trade in cheese. Old Country buyers want cheese at 9⅜ cts. instead of the best at 10½ cts. Spot stock seems to be in better enquiry and big dealers are hopeful for better prices. They argue this way—that if the big importers are willing to pay 9⅜ cts. for inferior stuff it follows that a considerable advance may be expected shortly for first class cheese. While little stock is actually changing hands there is an undertone of sound optimism that looks well for the trade.

The exports from Portland and St. John West, N.B., since Nov. 26 to date were as follows:

	CHEESE	BUTTER
Liverpool	11,164	2,086
London	34,300	1,502
Bristol	2,280	.....
	47,774	2,588

For corresponding period last year 35,761—11,071.

TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, Dec. 5, 1904.

TRADE continues fair, wholesale houses reporting a good demand. There has been a good deal of open weather and country roads have not been as good as they would have been had there been a little more frost. The leading importer of Porto Rico molasses at this port advanced prices to the trade about 2c per gallon on the first of December. This brings wholesalers' prices up to 39c. With the high cost of sugar the demand for molasses is increasing, and it is only natural that holders should try to get as much as possible out of their stocks. It is probable that the supply of molasses may be lessened, as when the planters can get good prices for their raw sugars the tendency is to convert as much of the juice as possible into sugar, rather than molasses. A combine of interests at Barbadoes is in course of formation, the object being to put up prices on the primary market. A number of New Brunswick grocers have entered into an arrangement with a St. John firm for the purpose of making direct importations at that port and putting that part of the business on a better basis than prevailed a few years ago.

Flour is now costing dealers one dollar and thirty cents per barrel more than it did one year ago. There has been a good deal of complaint on the part of consumers regarding the quality but this seems very unreasonable. In the Ontario patents a greater proportion of Manitoba wheat is being used than usual, and users complain that they do not get the results from this flour that they have been accustomed to. The larger admixture of Manitoba wheat requires more kneading of the dough, and where this is borne in mind bread of the highest quality results. Cornmeal has advanced ten cents on the local market. Millfeeds are also up 50c. Hay has advanced 50c per ton, and oats are very firm owing to scarcity.

* * *

The Halifax and Dartmouth Retail Grocers' Association, which was formed some two years ago, seems to be nearing the verge of extinction. No meeting has been held for upwards of a year, and so far as can be learned there is no probability of any being held in the near future. A good many who compose the Grocers' Association are also members of the Retail Merchants' Association, which has lately affiliated with the Board of Trade as a special committee thereof. Mr. G. A. Cook, who was an active member of the Retail Grocers' Association, thinks the trade are standing in their own light in allowing their organization to lapse. The screws are being put on the retail trade in the matter of credits and prices, and he thinks there never was a time when a union of retail interests was as much needed as to-day. In fact he hopes to see the day when the retail grocers will have an aggressive association covering the entire Province of Nova Scotia, with a paid secretary to look after their interests. In the city of Halifax there are over 300 retail grocers, large and small, and it would seem that there was ample room for an active local association.

The Dominion Packing Co., Limited, with head office in Charlottetown, is in liquidation, and it is thought the bondholders will take possession and carry on the business. The company has been in operation two years, each of which showed a heavy loss. Some Halifax capitalists are interested.

40c., Worth 50c.

When we urge you: "Push the Red Label, a 50c. quality, sold at 40c.," we mean that the Red Label by comparison with other teas, bulk or package, is equal to a 50c. line. So many assurances of this estimate of our Red Label have come to us, that we have made much of the point.

Blue Ribbon *Ceylon* Tea

is a safe investment in every grade.

The best goods are always the cheapest. For you the **best** spells permanent success; for your customers it spells **economy.** Sometimes the best costs no more than the inferior. This is notably the case with **CHASE & SANBORN'S COFFEES**; in all grades, the best of their kind.

CHASE & SANBORN

The Importers, Montreal

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, December 8th, 1904.

BUSINESS continues exceptionally brisk, orders for Christmas trade being received in good number. The market throughout appears to be firm and active. The only change of importance is a drop of 5c per cwt. in sugar in barrels, the price in sacks remaining the same. This is a change which merely alters the relations between the prices of sugar in barrels and in sacks and does not as yet indicate any downward tendency of the general sugar market. In canned goods interest centres for the moment in the small supply of tomatoes and jobbers state their intention of importing United States goods as Canadian supplies appear to be exhausted. Dried fruits, peels, nuts, etc., are in brisk demand and good supply for Christmas trade.

Sugar.

As was noted above, there has been a decline of 5c per cwt. in the price of barrel sugar, but there has been no similar decline in the price of sugar in sacks. This is not taken as indicating any general decline in the price of sugar. We quote as follows:

Montreal granulated, in barrels	5 80
" " in sacks	5 75
" yellow	5 20
" " in sacks	5 15
Wallaceburg, in barrels	5 70
" in sacks	5 65

Canned Goods.

Below will be found a number of additional quotations. Supplies of nearly all classes of canned goods are fairly ample, with the exception of tomatoes, which it is almost impossible to obtain. In spite of the handicap of duty and freight, local jobbers expect to import the U. S. goods as the Canadian supplies seem to be entirely exhausted. We quote:

Apples, 3's, 2 doz. cases, per case	2 45
Cherries, red pitted, 2's, 2 doz.	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Pears, (Bartletts) " "	3 60
Peaches, 2's, " "	3 85
" 3's, " "	5 85
Raspberries, red, " "	3 00
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, heavy syrup, 2 doz. per case	2 90
" green sages, 2 doz. case, per case	3 20

Canned Vegetables.

Tomatoes, 3's, 2 doz., per case	3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95

Spices.

The spice market is not very active at present, but there has been some improvement owing to the near approach of the holiday season. We quote as follows:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15

Syrups and Molasses.

Prices are firmly maintained in sympathy with the strong sugar market. Business is of seasonable volume. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Barbadoes molasses in ½-bbls. per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" " in barrels	0 02⅜

Coffee.

The market is quiet this week with no new feature of interest. We quote:

Green Rio, per lb.	0 10½ 0 11
Roasted, per lb.	0 14

Nuts.

Holiday trade in nuts is very active at present. Supplies in most lines seem ample and prices are firm. We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb.	0 12
" (shelled) "	0 25
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 16

Foreign Dried Fruits.

For foreign and domestic dried fruits there is a seasonable demand of large proportions. Large supplies of Valencia raisins are in stock. Currants are reported firm. We quote:

Valencia raisins, Trenor's, per case f.o.s.	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb.	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¼
" " choice seeded in 1-lb packages per package	0 08
Prunes, 90-100 per lb.	0 04½
" 80-90 "	0 04⅝
" 70-80 "	0 05¼
" 60-70 "	0 05⅝
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 09½
Currants, uncleaned, loose pack per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 05½
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, old, per lb.	0 05
" new, (present delivery) per lb.	0 05½
" new, (delivery January) per lb.	0 05
Figs, cooking in bags, per lb.	0 04½ 0 04½
Apricots, choice, in 25-lb. boxes, per lb.	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 13½
Nectarines choice " "	0 11
Plums choice (dark pitted) per lb.	0 10½
Candied Peel Lemon peel, per lb.	0 09
Orange "	0 09½
Citron "	0 14

Green Fruit.

Holiday trade in many lines of green fruits is booming at present and prices throughout are firmly held. As noted last week the apple market is particularly firm and Spies are in very poor supply. We quote:

ORANGES.

Washington navels, 126's	4 25
" 150's	4 50
Extra fancy navels, 170's to 250's	4 75
Fancy navels, 25c per box less.	
Mexicans, 126's	3 75
" 150's to 250's	4 00

LEMONS.

California lemons, 300's to 360's	6 00
(10c. off 5 case lots of oranges and lemons).	
Washington pears (Winter nellis), per case	3 00
Cape Cod cranberries, per bbl.	9 50
Jersey " " (long keeping stock)	11 00

APPLES.

Greenings, per bbl.	3 00
Quebec, snow apples, per bbl.	4 00
Fancy XXX Winter apples (spies) per bbl.	4 00
Fancy XXX Winter apples, red varieties, per bbl	3 25
Greenings and other green varieties, per bbl.	3 00

GRAPES.

Malaga keg grapes, per keg	7 00

Onions.

We quote prices as follows:

Native onions, per lb.	0 03
Spanish onions, per case	1 75
" " large case	5 00

Oysters.

Oysters are in brisk demand at following prices:

Standard, per gallon	2 00
Select, "	2 25

Flour.

Prices as quoted last issue are unchanged. We quote:

No. 1, patent	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Breakfast Cereals.

Prices of rolled oats are steady at the decline noted last issue. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, per sack	1 70

Honey.

We quote as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, ¢ in case, per tin	1 00
Fancy comb honey, per doz.	2 40

Eggs.

Supplies are none too large and prices are firm as is usual in the holiday season. Fresh gathered are quoted at 26 cents; pickled 24 cents.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Dec. 1, 1904.

HOLIDAY trade is now beginning, with good demand for fancy groceries, and a couple of advances. The feature in groceries is the increase in the price of sugar, 1-4 of a cent per pound on all grades having been added by the local refinery. In fruit, lemons are up $1 per case, and 10c per dozen retail. From indications the Christmas trade this year promises to be brisk, and collections are fairly prompt notwith-

standing some shortage in the circulation consequent upon the failure of the fishing last Summer, and the continual depression in the lumber industry, which latter is alleviating slightly.

Hams are down a 1-2 cent, shoulder hams also having a similar reduction. Butter and eggs are unchanged, demand and supply continuing even. In flour, there is an advance in Graham and Wheat Sheaf, which did not rise when other grades were put up.

The quality of the Japanese oranges, the first large shipment of which arrived last Sunday on the Tartar, is the best for years. They are arriving in fine condition, and will continue until the middle of January. During that time they will be the preferred article over any other kind of orange. The flavor is unsurpassed, the skin comes off very easily, and they are of a more convenient size. They are going at 40c per box. Navels are lower, being $3.50 to $4, and California seedlings $2.50 per box. The rise in lemons has brought that fruit to $3.75 to $4.50 per case, the cause being a temporary shortage, the crop being good. Bananas are also of good quality, and holding the same. The first full car of Bell & Bugle's cranberries imported into Vancouver arrived this week, and are excellent. They are going at $14 per barrel, while the early variety is worth $12. California grapes are about over, but a few shipments are on hand worth $2.50. Persimmons, $2.25. Apples this year are plentiful and cheap. Local grown sell for 50c to 75c; Okanagan, $1 to $1.50, and some of the fancy highly colored specimens, $1.75.

* * *

Mr. W. H. Cushing, a well known man of Calgary, was in Vancouver this week, and expressed himself as very hopeful regarding the prospects of the development of trade between that portion of the Territories and the Pacific coast. He said the merchants there were in favor of this, but the trade is prevented by reason of the high rates charged by the C.P.R. While this schedule remains in force it will be impossible to do much business, and there is little probability of alteration, as the railway prefers bringing the goods from the east.

* * *

There is considerable of interest in connection with the salmon fishing industry, and the future prospects are bright. When the hatcheries are in operation, and the fish conserved and assisted in their propagation, there is

The Customer's Side

Your customer places his confidence in you. He doesn't know the goods. You do. Your customer knows how they look but he doesn't know the vital points.

You can rest easy if you can say "these are CLARK'S make, every tin is guaranteed and that's all one needs to know."

Clark's Meats are Guaranteed

Just Arrived

Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots,** and **Rose Leaves, Violets** and **Buds.**
Choicest on the market.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. **COCOA**

New Goods Now in Store.

New Prunes, New Dates, New Peels, New Raisins, New Currants, New Figs, New Nuts, shelled and unshelled; Fancy Table Raisins, boxes and quarter boxes; all at such prices that should interest shrewd buyers. Let us have your inquiries for anything in our line.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

OUR SHEET STEEL PRESSED BRICK

Is an ideal covering, either for new buildings or improving old ones.

IT IS VERY EASILY AND QUICKLY APPLIED, GIVES PERFECT WEATHER PROOF PROTECTION, IS FIRE, LIGHTNING AND RUST PROOF AND COSTS VERY LITTLE.

Consider its fine appearance—its splendid enduring qualities—and slight expense—and decide to serve your own best interests by using it.

Fullest details of information in our catalog.

METALLIC ROOFING CO., LIMITED,
Wholesale Manufacturers,
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

The Martel-Stewart Co.
MONTREAL.

Creators of ART SIGNS

We can supply you with Signs made from original ideas, also copied from the latest and best Signs in Europe and America. Write us for prices on Show Cards. The latest Novelties. They are business bringers. We can also supply you with Window Shades, plain or lettered. Write for Catalogue.

every reason to believe that in a few years there will be a good run every season, instead of only one in every four. At the meeting of the Fraser River Canners' Association, held on Tuesday, it was announced by Mr. John T. Williams, Dominion Government inspector in northern waters, that directions had been issued for the erection of two hatcheries, one at Rivers Inlet and the other on the Skeena, each to have capacity of 20,000,000 eggs. There is already one in the north, at Lakelse, with capacity of 4,500,000. Further, three officers in uniform are to be stationed in the north to prevent the wholesale destruction of salmon on their way to spawn by the Indians. The appointment of the commission, suggested by Hon. Raymond Prefontaine when in the west last Summer, has been postponed until the opportunity offers of consultation with the newly elected M.P.'s from this province. Some of the local cannerymen regard this move as one to shelve the matter.

* * *

Dawson markets are steady and unchanged, according to latest advices, and show a marked contrast to the markets of Tanana, to where the rush took place last Fall. Extreme high prices prevail, and there is a shortage in many lines. The movement of freight from Dawson to the creeks is almost nothing owing to the lack of snow. Cold weather is needed to freeze the ground so that the miners may work to better advantage and snow is needed to facilitate freighting.

While after herring, Nanaimo fishermen caught a big net full of pilchards, a choice food fish found on the Cornish coast. They had to be discarded, as there is no method employed for curing them. It is interesting to know, however that there is a new and valuable food fish to be found in local waters.

Mr. Maxwell Smith, Dominion inspector for the Fruit Marks Act, has returned from a trip as far east as Medicine Hat. Some violations of the law were discovered. He stated that the shipments of Ontario and British Columbia apples into the Territories this season were about even, although the latter commanded a better price because of superior packing and better grading and

FOR SALE.

FOR SALE—Old established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (50)

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

COMMISSION AGENT with A1 connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

GOOD live agent with office in Winnipeg can handle one more line for Manitoba and the Territories on commission; references. Apply Box 200, CANADIAN GROCER, Toronto. (50)

GROCERY AND PROVISION TRADE—Wanted an agency for London, Eng., by a gentleman who has one of the best connections and is a splendid salesman. A specialty preferred where the principals are go-ahead and will well back him up; highest references obtainable. Replies to J. A., care Wills Limited, 151 Cannon street, London, Eng. (50)

TRAVELLER WANTED.

WANTED—A travelling salesman for one of the largest wholesale grocery houses in the Maritime Provinces. Must have good references, be a first-class salesman and have a good knowledge of the grocery trade. Write P. O. Box 561, Halifax, N.S. (51)

BUSINESS CHANCES.

THE Locators, largest and oldest exclusive business brokers in the west. W. B. Herbert, general manager, Merchants Bank Building, Winnipeg, Manitoba.

GROCERY in Winnipeg, the Goldengate of Western Canada. Can be bought for $2,000 with $1,250 cash; splendid location; new stock; good trade. The Locators, Winnipeg, Man.

GROCERY—An old established trade of 20 years, groceries, stationery, crockery, toys and wall paper; stock all fresh; doing a nice little business; practically no opposition; can be bought for $3,000; do not delay. The Locators, Winnipeg.

GROCERY—Another one; price $1,500, makes good profit; in fine well developed portion of Winnipeg, making a net profit of $3.000 per year. The Locators, Winnipeg, Man.

BAKERY AND CONFECTIONERY—Situated in the best portion of Winnipeg, an old established bakery of 15 years standing, with a big bread connection; can be bought for $1,500, and the man who purchases has without doubt the snap of the season; does a business of $12,000 per year and clears $2,500 profit. The Locators, Winnipeg, Man.

RESTAURANT AND CONFECTIONERY—In Winnipeg, centre of traffic and life; may be had for $2,000 with $1,300 cash, doing a fine evening trade and making $2,000 a year clear. The Locators, Winnipeg, Man.

BAKERY AND CONPECTIONERY in the Northwest for $4500; annual turnover $20,000; net profit $3,000 to $4,000; this is situated in a growing city of the Northwest and prospects for the future are the brightest. The Locators, Winnipeg, Man.

For above and all other business, address, The Locators, Merchants Bank Building, Winnipeg, Man. Send for our free book Business Opportunities in the Great west. (50)

Window and Interior Displays

Timely Hints and Suggestions

FROSTED WINDOWS.

IN all parts of Canada and the Northern States the window dresser has a foe to fight, which may deprive fully one-half of his displays during the three Winter months of their value. Without precautions, he need not be surprised at this proportion of useless arrangements, but it is a curious fact that some stores are almost free from frosted windows, even though no preventives are used.

The cause of the frost is the collection of moisture on the inside of the glass brought about by the contact of the warm air of the interior on the glass kept very cold by the atmosphere outside. The simplest plan, then, seems to be to prevent the warm air reaching the glass. This is easily done in such stores as those handling dry goods, boots and shoes, hardware, etc., which do not display goods injured by a low temperature, by enclosing the window space. In a grocery store, however, this is not as easy, since many of the lines carried must not be frozen. In spite of this fact many grocers prefer to restrict the range that can be displayed, in order to be assured of clear glass. The number of lines offering themselves for the enclosed window is much greater than the window dresser thinks, since in almost all his ordinary window displays he includes liquids or other goods injured by frost.

The Enclosed Window.

After the window is enclosed in the back, the air must be allowed in some way to circulate inside, or the frost will gather as surely as before. Above the glass, in the sash, bore small holes about half an inch in diameter and six inches apart. In the window floor, and as close as possible to the glass, bore more holes, and from these have tin pipes connecting them with a cold air box in the centre under the floor. This box is open to the outside air through a slit under the casing of the window. The cold air enters the box and is carried through the pipes to the interior of the window, and up the glass to the overhead holes, making a draft that keeps the inside of the glass at the same temperature as the outside, dries any moisture, and so cools the window space that there is little probability of the formation of moisture.

As more or less dust will enter holes opening directly into the window, the cold air box is used. A further preventive is to have a small slide door on the outside over the slit, which can be closed when dust is blowing, or to place a door in the cold air box itself which can be closed from under the window on the inside.

To make this plan of any avail care must be taken that the doors of the windows are kept constantly closed. The window dresser will thus have to do his work in the cold window.

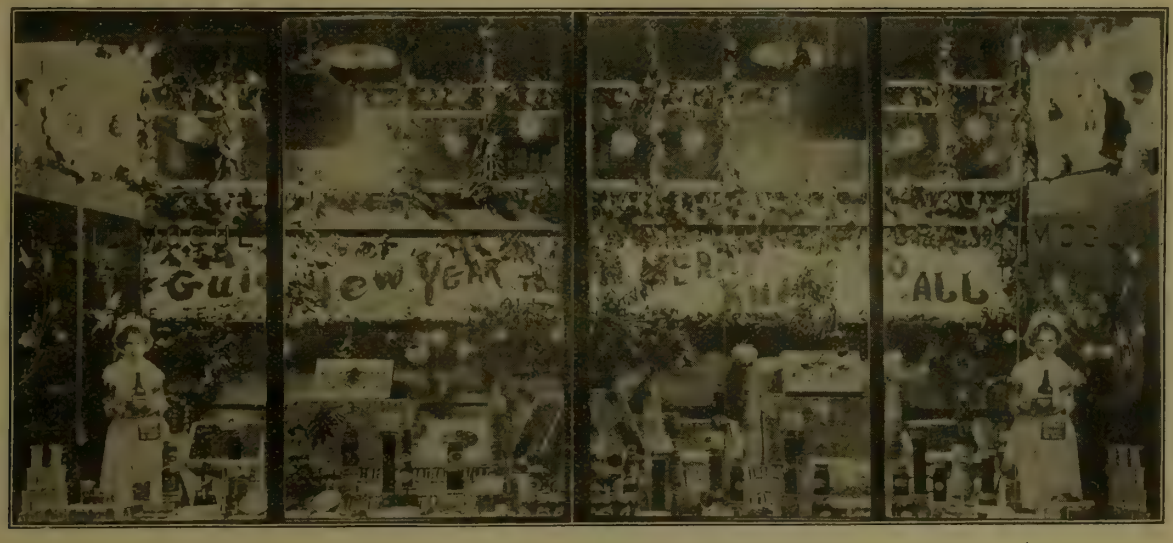
The backing which encloses the window is often no aid to the appearance, and for this reason it is built so that it can be removed in the warmer weather, leaving only a medium height background of good finish. If allowed to remain, it, however, keeps out the flies—a great consideration in any store.

Other Preventives.

Where the window is not enclosed, there are several plans open to the window dresser, each possessing more or less value. Some prevent the formation of frost by a super-heated atmosphere next the glass on the inside. To secure this coils of pipe running around the base of the glass are heated from the furnace. A coil of gas pipe with small outlets thickly scattered over it is sometimes seen. But these are only local in their effect and are not of neat appearance.

Apart from these, there are liquids which have considerable merit, especially when the temperature is not very low. Some of these are sulphuric acid, glycerine, aqua ammonia, hydrochloric acid, alcohol, nitric acid, cabalb nitrate or benzine. Sulphuric acid and glycerine are two of the best, the former working quickly, while the latter is a good preventive, although it leaves a somewhat greasy glass. The effect of aqua ammonia is of short duration, unless the moisture is thoroughly dried off the glass after it has melted the frost. This is sometimes done by running a spirit flame over the glass, a scheme in itself for melting the frost. A preparation that has been used with some success is: Equal parts of water and glycerine, with a few drows of cumarin (which must be dissolved in warm water) added. Rub the glass with this and the frost will not gather for some time.

These liquids are of temporary value only, and may not affect the frost which has gathered, but in every case will de-



A Christmas window shown by Mowat & Wallace, Victoria, B.C.

lay its re-formation after it has been removed in some way. The spirit lamp wil tdiho l rth-l'ifl zkmasgNo hiuedr will do this but a far simpler method is to rub salt water over the glass, allowing the liquid to run into a cloth resting on the floor at the bottom. When the frost is thus removed and the glass wiped dry, the liquid mentioned before can be applied.

The Electric Fan.

A plan which is coming more and more into favor is the use of the electric fan. This fan, which is also employed in the Summer time to keep the window free of flies, is placed three or four feet from the glass and directs a constant current of air against it at an angle. It dries up the moisture, only in very cold weather it will not keep the entire glass clear. It is simple, however, and as a rule satisfactory.

This Week's Illustration.

The special Christmas window used by Mowat & Wallace, Victoria, B. C., is simply made but effective. Branches taken from lemon and orange trees with the fruit attached, specially imported from Southern California with a shipment of fruit, are hung along the background. These are an attraction to those who have never been in California to see the fruit. One would think the fruit had simply been tied on. One branch has blossoms as well as oranges.

The front is filled up with special Christmas delicacies. Mowat & Wallace report that this window is one of the best paying windows they ever had. On the upper part of the background are cards trimmed with ivy, holly and chrysanthemums.

BANK OF MONTREAL.

Proceedings at Eighty-Seventh Annual Meeting of Shareholders — A Satisfactory Report — Past Year has Been Prosperous one for Dominion — Election of Directors.

The eighty-seventh annual general meeting of the shareholders of the Bank of Montreal was held in the Board Room of the institution, at noon, December 5.

There were present: Hon. Sir George A. Drummond, K.C.M.G., vice-president; Sir William C. Macdonald, R. G. Reid, Hon. Robert Mackay, Messrs. G. F. C. Smith, George Durnford, James Skeoch, Henry Dobell, C. J. Fleet, K.C., George Filer, Henry Morton, R. B. Angus, M. S. Foley, B. A. Boas, F. S. Lyman, K.C., Angus W. Hooper, Percy R. Gault, Thomas Irving, J. Scott and John Morrison.

On the motion of Mr. R. G. Reid, Sir George A. Drummond, vice-president, was unanimously voted to the chair, in the absence of the president, the Right Hon. Lord Strathcona and Mount Royal.

On the motion of Mr. C. J. Fleet, K.C., seconded by Mr. Henry Dobell, it was agreed: "That the following gentlemen be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and G. F. C. Smith, and that Mr. James Aird be secretary of the meeting."

DIRECTORS' REPORT.

The report of the directors to the shareholders, at their eighty-seventh annual general meeting, was then read by Mr. E. S. Clouston, general manager, as follows:

The directors have pleasure in presenting the report, showing the result of the bank's business for the year ended 31st October, 1904.

Balance of profit and Loss Account 31st October, 1903		$ 373,988.06
Profits for the year ended 31st October. 1904, after deducting charges of management, and making full provision for all bad and doubtful debts		1,609,207.95
		$1,983,196.01
Dividend 5 per cent. paid 1st June. 1904	$700,000.00	
Dividend 5 per cent., payable 1st December, 1904	700,000.00	
		1,400,000 00
Balance of Profit and Loss carried forward		$ 583,196.01

Since the last annual meeting of the shareholders, a branch of the bank has been opened at Portage La Prairie, Man., and sub-agencies at Armstrong and Kelowna, B. C., and Papineau avenue (Montreal), and Westmount. Sub-agencies at Hochelaga (Montreal), Enderby, B. C., and two at Winnipeg have been arranged for, and will be opened shortly.

The reconstruction of the headquarters building on St. James street is now proceeding, and will be completed in a few months.

All the offices of the bank, including the head office, have been inspected during the past year.

STRATHCONA AND MOUNT ROYAL,
President.

Bank of Montreal,
Head Office,
31st October, 1904.

THE GENERAL MANAGER.

The general manager then spoke as follows:

Referring to the statement laid before you, the principal changes as compared with last year are, an increase in the deposits bearing interest of $13,265,000, in the call loans of $9,143,000, in the current loans of $6,699,000, and a decrease in the balance due by our own agencies and other banks outside Canada of $4,114,000.

There is nothing that calls for any special remark in connection with these amounts, except that in the case of the loans and deposits a certain amount of the increase is of a temporary nature and will disappear shortly, but there will still be a sufficient amount to show that our business is steadily progressing. The diminution in our profits is largely accounted for by the low rate of interest ruling in the foreign markets, where we have to loan most of the money we desire to hold readily available. I saw a statement the other hay, that in New York not in a quarter of a century has money fallen so low as it did a portion of this Autumn.

On the whole, it may be said that the past year has been a prosperous one for Canada, though there have been special industries which did not participate. Lumber markets have been very disappointing, and the prices for dairy products unsatisfactory. Certain industri-

THE GENERAL STATEMENT.

Liabilities.

Capital Stock			$14,000,000 00
Rest		$10,000,000 00	
Balance of Profits carried forward		583,196 01	
		$10,583,106 01	
Unclaimed Dividends		980 01	
Half-yearly Dividend. payable 1st December		700,000 00	
			11,284,176 02
			$25,284,176 02
Notes of the Bank in circulation		$10,925,689 00	
Deposits not bearing interest		23,681,366 72	
Deposits bearing interest		71,113,046 67	
Balance due to other Banks in Canada		162,489 97	
			105,882,592 26
			$131,166,768 28

Assets.

Gold and Silver coin current		$ 4,083,672 63	
Government demand notes		4,468,798 75	
Deposits with Dominion Government required by act of Parliament for security of generla bank note circulation		460,000 00	
Due by agencies of this Bank and other banks in Great Britain	$ 3,555,929 34		
Due by agencies of this Bank and other banks in Foreign countries	1,112.152 15		
Call and short Loans in Great Britain and United States	24,499,623 00		
		29,167,704 49	
Dominion and Provincial Govcrnment Securities		519,863 56	
Railway and other Bonds, debentures and stocks		7,373,367 89	
Notes and Cheques of other Banks		2,808,282 61	
			$48,881,689 93
Bank Premises at Montreal and Branches			600,000 00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets		$41,204,314 28	
Debts secured by mortgage or otherwise		252,478 07	
Overdue debts not specially secured (loss provided for)		128,286 00	
			81,685,078 35
			$131,166,768 28

E, S. CLOUSTON
General Manager,

Bank of Montreal,
Montreal, 31st October. 1904.

als have suffered from foreign competition, but on the other hand, some of our important industries are now reviving under more experienced and intelligent management.

The trade of the past year, both domestic and foreign, has been well maintained. Domestic trade shows a slight increase, while foreign trade, omitting specie, reached a value of $454,642,000, as compared with $450,040,000 in 1903. One feature of foreign trade may be noted. Exports of domestic products declined in value $16,000,000, while imports for consumption rose $18,776,000, making a loss in balance of trade of nearly $35,000,000 from the preceding year. In the seven year period, 1896-1902, inclusive, the very exceptional condition existed of an excess of domestic exports over imports for consumption, the actual balance in favor of Canada in this period having been $1,428,000; but in the last two years the condition has changed, and since 1902 imports have outrun domestic exports by $55,600,000. In itself this excess may be of small concern. It has probably been much more than overcome by the introduction of capital brought by an increasing volume of immigration, by investments of foreign capital, largely from the United States, in our virgin lands, water powers, forests, and in many other ways. Yet the fact remains that considered alone, the foreign trade balance has turned against us, and to this cause the somewhat less abounding activity of domestic trade may, perhaps, be traced. In the two months of the current fiscal year, for which returns were available, July and August, domestic exports were less in volume by $4,200,000 than in the corresponding period last year; imports for consumption show a decline of about $530,000.

Taking a broad view of Canadian commerce, the future is bright with promise. Our population is fed now by an immigration of upwards of 100,000 people annually, and the stream appears to be well turned towards Canada. Production in the Northwest grows apace, the railways are prosperous, a second transcontinental line is on the eve of construction, the reports from the mining districts of British Columbia are more encouraging, a spirit of abiding confidence in Canada pervades our people; and despite temporary checks in the progress of material developments, there is increasing belief that this country has entered upon an era of great and enduring prosperity.

VICE-PRESIDENT'S REMARKS.

The vice-president, in moving the adoption of the directors' report, said :

The statements submitted by the general manager and in the directors' report, so fully place before you the position of the bank that it is unnecessary I should trespass on your patience for more than a few moments with some general remarks.

The handsome and commodious premises in which we are now assembled, and which are now close to completion, have, I am sure, met with your approval as furnishing a worthy and convenient home for the headquarters of the bank for many years to come.

The general manager has referred to one cause of diminished profits, to which may be added the fact that to earn divi-

Always

When any article appeals for your patronage for any other reason than genuine worth it may be depended upon that there is something the matter somewhere. On the other hand, goods that are well known and appreciated for their quality have a turnover that is rapid and easily made. On such goods no money can be lost or tied up for any length of time. With our Pickles the care necessary to turn out a quality product is taken from the time the seed is planted, followed by every improvement in handling that will tend to bettering them in any way. For instance, we make a Vinegar specially for our own Pickles that is everything experience has taught us a Pickling Vinegar should be. We show two lines: "Lion," 20-oz. bottle, 3 doz. to case, $2.00 per dozen; "Premier," in bbls, 6 doz., $1.00 per doz., or in cases of 3 doz., $1.05 per doz.

THE OZO CO., Limited
MONTREAL

G·F·
SUTTON
SONS & Co's
WORCESTERSHIRE
SAUCE
·A I QUALITY

SHAKE THE BOTTLE.
WORCESTERSHIRE SAUCE
SIXTEEN PRIZE MEDALS
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.
Possessing a peculiar piquancy & flavour the superiority of which is more generally useful than any other sauce.
MANUFACTURED BY
G·F·SUTTON, SONS & Co
Osborne Works, Kings Cross, LONDON, N.
SIXTEEN PRIZE MEDALS AWARDED
FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING

dends now-a-days a much larger volume of business must be done, though that is only another way of stating the great reduction in the rates for money, and in the charge for banking services which has been going on.

I may again draw your attention to the fact that in 1847, when the bank first occupied the premises on this site, its total assets amounted to $7,110,000, and this year they reach $131,160,000.

In reviewing the general condition of the country, it may be noted that the Stock Exchange, reflecting as it does the views of investors, has apparently entered on a period of revival; securities have now a higher range of value, and confidence in the lasting character of this improvement appears to be spreading.

It is evident that any marked increase in immigration, or in the production of cereals, must come from the Northwest. We have there an immense territory, of which the area stated in figures conveys no adequate idea; but taking only that portion to the south of the fifty-fifth parallel of latitude, which, as you know, passes through the north of England, the Government expert estimates that the portion "suitable for cultivation," in Manitoba, Assiniboia, Saskatchewan and Alberta, that is from Manitoba to the mountains, reaches an extent considerably exceeding the total area of the Empire of Germany, while referring to the much larger extent to the north of the fifty-fifth parallel he says: "What proportion of these vast districts will be capable of the profitable growing of crops is as yet a matter of conjecture."

You are all aware, of course, that the isothermal lines do not necessarily coincide with the parallels of latitude, and these latter only approximately denote the climate, but the fact of the production of the finest qualities of wheat in our territory, as above defined, is established beyond question. You will be able to form some estimate of the possibilities of the future, when I add that as yet less than 4 per cent. of this land has been brought under crop. It is worthy of note, also, that the yield per acre in Manitoba and the Territories exceeds that of every one of the Northwestern states of the American Union, Montana alone excepted.

Striking proofs of progress in this part of the Dominion are everywhere visible. The population of Manitoba and the Territories, which in 1901 was 422,000, became in 1904 870,000.

The homestead entries, which in 1901 numbered 8,157, and represented 1,305,120 acres taken up for cultivation, had, in 1904, reached the number of 31,383, and covered an acreage of 5,021,291; and to this may be added land sold for settlement by companies, bringing the total up to 9,387,501 acres.

The number of immigrants, which ten years ago, in 1895, was 25,788, and for years made little progress over this figure, last year reached 130,329, and is believed during the present year to have largely exceeded that number; but statistics are not yet attainable.

While the evidences of progress are, as already said, most marked in our western territories, the rest of the Dominion has not been standing still. One feature is noteworthy, the number of new manufacturing enterprises springing up all over the country; some of them are essentially Canadian, others are branches of important American industries. It is impossible to give data, even approximately correct, of their extent or number, but I hold in my hand a list of over thirty in Ontario and Quebec, and may say that for three only in this city and neighborhood, sites have been secured averaging about fifty acres each.

OLDER PROVINCES.

Of trade in general I submit the following brief summary, which, taken in conjunction with the remarks of the general manager, may be useful:

DRY GOODS—A fairly good year's business, the woolen industry somewhat better, collections good.

LUMBER—Not so good; the production this year will be reduced, and better prices expected.

PROVISIONS—The export of bacon shows large increase, and considerable quantity of provisions is going to South Africa.

LIVE STOCK—Exports show large decline, prices of cattle being very low.

LEATHER—Good year's business at fair prices.

BOOTS AND SHOES—A very unsatisfactory year, consequent on labor troubles and high prices of material.

GROCERIES—Business reported good and fairly profitable; the farmers reported prosperous everywhere.

DAIRY PRODUCE—Cheese has been disappointing, but butter has been satisfactory; upon the whole fairly good.

The grain trade of the port shows a marked falling off.

The hay crop of this province has been exceptionally good, and exports fetched remunerative prices.

IRON AND HARDWARE — Not so good as last year, which was phenomenal.

The construction of another line of railway across the continent, about to be undertaken for the Grand Trunk Railway Co., is an event of the first importance.

TRADE OF THE PORT.

The steamship lines have suffered from various causes, the reaction due to the close of the South African war, and the keen competition in rates inaugurated by the continental lines, which largely reduced earnings. This warfare is believed to be over.

The import trade and the passenger business to this port have been up to the average in volume.

The exports of grain and timber show a reduction of one-third to one-half.

The inland craft coming to this port show a heavy decline.

Ship-owners, however, look for better trade next season.

It ought to be noted that importers complain that, considering higher freights and insurance and port charges in the St. Lawrence, as compared with Atlantic ports, there is little inducement to bring goods this way.

The prompt completion of the long-talked-about harbor improvements, with modern facilities for handling goods, the reform of the pilotage and improvement of lighting, are urgently called for, if the advantages due to our geographical position are to yield their due results. In this connection, a point of interest is the announcement of the construction of one or more ice-breaking steamers. About these comparatively little is known, but any experiment bearing on the prolongation of the season of navigation, if seriously entered on, will be watched with an interest commensurate with its importance to the country.

The continuance of the sanguinary struggle in the Far East is, of course, a menace to the general prosperity, but as regards our own country, surveying the whole field, I can see no reason to doubt that, given normal conditions and favorable weather, we are about to enter on a prosperous year.

I beg, in accordance with custom, to move:

"That the report of the directors now read, be adopted and printed for distribution among the shareholders."

The motion was seconded by Mr. R. B. Angus, and after some remarks by Mr. John Morrison, it was unanimously adopted.

Mr. B. A. Boas moved:

"That the thanks of the meeting be presented to the president, vice-president and directors for their attention to the interests of the bank."

This was seconded by Mr. George Durnford, and was unanimously concurred in.

The vice-president having acknowledged the compliment, Hon. Robert Mackay moved:

"That the thanks of this meeting be given to the general manager, the assistant general manager, the inspector, the managers and other officers of the bank, for their services during the past year."

This was seconded by Mr. R. G. Reid, and was unanimously carried, the general manager acknowledging the same.

Mr. Angus W. Hooper moved, seconded by Mr. James Skeoch:

"That the ballot now open for the election of directors, be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was unanimously concurred in.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. ANGUS.
HON. SIR GEORGE DRUMMOND, K.C.M.G.
EDWARD B. GREENSHIELDS.
SIR WILLIAM C. MACDONALD.
HON. ROBERT MACKAY.
ALEXANDER T. PATERSON.
ROBERT G. REID.
JAMES ROSS.
The RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G.

At a meeting of the Board of Directors held the following day, Lord Strathcona was chosen president and Hon. Geo. E. Drummond as vice-president.

J. T. Adamson & Co., Montreal, have recently sold out their dried fruit business to the Montreal Dried Fruit Cleaning and Packing Co., 100 St. Henri street, Montreal.

THE JOHN L. CASSIDY CO. LIMITED

MONTREAL.

French China
English Pottery
Silverware
Cutlery

Jardinieres
Vases
Lamps
Cut Glass

EVERYTHING IN

CROCKERY

AND ALL THE STAPLES

Is Your Stock of CHINA complete for CHRISTMAS?

B. H. M.

If not, ask us for our

"Special Inducements"

BARNARD & HOLLAND CO.

MONTREAL

The Up-to-date Grocer

Caters to the Tastes of His Customers.

Years ago no Condensed Milk was used, but now every one knows of its advantages and benefits. Since

BORDEN'S

"Eagle" brand Condensed Milk

AND "Peerless" Evaporated Cream

have been on sale public confidence in this class of goods has been strengthened. Get them into stock and watch your trade increase.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St, TORONTO.

ERB & RANKIN, Halifax, N.S.

SCOTT, BATHGATE & CO., Winnipeg, Man.

W. S. CLAWSON & CO. St. John, N.B.

SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO., TORONTO
JOHN W. BICKLE & GREENING, HAMILTON
GEO. H. GILLESPIE, LONDON
JOSEPH CARMAN, WINNIPEG

THE CANDY DEPARMENT IN A COUNTRY STORE

THE candy department of a country store is another of the side lines which, in most instances, does not receive the proper amount of attention from clerks and proprietors. We are not going to argue with the grocer or general storekeeper that a candy department can be made as profitable as some of the other departments or that a larger amount of space should be devoted to it; that would be nonsense and the country storekeeper would have reason to think that we did not know what we are talking about. But we are going to argufy somewhat in behalf of the candy as a profitable side line and trade bringer.

The candy department, as a matter of fact, can be made into a natural advertiser for the store. When John Jones, of Hay Corners, accompanied by Mrs. Jones and the little Joneses, come into the store to buy a bill of goods it would be mighty good advertising during the course of their shopping to unostentatiously go behind the candy case, when they reach that part of the store, pick out a few nice pieces of candy, suitable to the standing of the customers, put them up in a neat paper sack and hand it to the eldest Jones child.

There is nothing that so warms the cockles of a parent's heart to the storekeeper as to witness this little act on his part. I know a grocer who lost a valuable customer once because he failed to recognize the good advertising that lies in the distribution of a half dozen pieces of candy in this manner. This particular parent had traded at the store for years and, on its changing hands, traded with the new proprietor the first month. Previous to that time the old proprietor had always sent a little bag of candy home to the children of the family when the monthly bill had been settled or else gave it direct to the child when it happened to accompany its parent. The new proprietor, however, entirely overlooked this procedure and the upshot of it was that the man got to trading at other stores and finally lost interest in the old store altogether and traded at another place where he found a more thoughtful proprietor.

We went out of our way to illustrate the above point, because it was a true happening, and because it well serves to bring out the point that we are trying to make about the advertising value of the candy case. While we do not approve of the giving of premiums to draw trade we do not consider this little kindly act as in the nature of giving premiums. Of course, we realize that candy costs money and that it cannot be given away indiscriminately to every family that may come along, but where the family trades steadily at the store we believe it a good plan.

If the country storekeeper will pay more attention to the candy department he will realize that the demand for confectionery from his country patrons is larger than he thinks. It may be difficult for him to try to get the village trade for his candy department, especi-

FOR CHRISTMAS

for Easter, for all seasons of the year, our

BOSTON BAKED BEANS

are sure to be a trade winner. Nothing like them on the Canadian market for quality.

Also our

Orange Slices,
Roly-Poly,
Jujube Dolls,
Funny Men,
Pickaninies,
Pony Hearts

are some of our well known specialties and our own exclusive manufacture.

Imperial Biscuit Co., Limited.
GUELPH.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons	wine measure,	$4.50 per case,
12 half-gal.,	"	4.80 "
24 quarts,	"	4.80 "
24 pints,	"	2.50 "
5 gal. tin,	imp. measure,	4.00 "

PACKED IN WOOD

12 gal. kegs, - -	5¾ cts. per lb.
27 " bbls., - -	5½ " "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. **Van Houten's "beats the Dutch."**

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET **MONTREAL.**

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

Christmas is very near

and it is desirable that you should have on hand something worthy of the season and your business.

Christmas cheer is greater if

PERFECTION CREAM SODAS

are served—and how can they be served apart from your assistance?

In addition, we make an immense variety of

Fancy Biscuits and Confectionery

—all worthy of us and of you.

Send us an order — the earlier the better.

We ship on equalized freight rates to any point in Canada.

THE **Mooney Biscuit & Candy Company,** LIMITED, **Stratford, - Canada.**

ally if there is a regular candy shop in the immediate vicinity. The former, however, is a sure customer; his family, in most instances, has not had its taste cultivated for the more costly grades of chocolates, bonbons, etc., but its gnawing desire is for the good, old-fashioned stick candy and cheaper sugar candies. If he could see the little toddlers in the country home urging "papa not to forget to bring home some candy," and the happy smiles with which they welcome the candy bag on its arrival home, the country storekeeper would realize more keenly that the candy department is one that he should have in his store and one that he cannot afford to neglect when he has it, because the chances are ten to one that the parent will do his trading where he can buy the sack of candy.

The question is: How to make the candy case more profitable? In the first place we would suggest that candies known through the reputation of the maker to be as nearly pure as possible be purchased. It will pay best to lay in the stick and sugar candies, peppermint hearts, licorice, etc., for the country trade, with a few trays of higher grade chocolates for the class of trade that will demand them. It will pay to get a neat and attractive glass case in which to display the candies. Keep the bulk candy in an attractive looking pile, and the higher grades neatly arranged on their trays. Have the interior of the case as inviting as possible. Use some soft tinted, crinkly paper on the floor of the case and be careful to keep flies out of it and any other extraneous matter that might accidentally get inside the case. Have the case where it can be seen to advantage, and it would not be a bad idea to run in your ad now and then a paragraph calling attention to your line of candies.—Exchange.

E. D. S.

JAMS JELLIES and **SEALED FRUITS** (IN GLASS)

are ABSOLUTELY PURE and of highest quality.

They may cost more than some domestic-made goods, but cost less than British made goods of equal quality.

You should know them and sell them.

* * *

E. D. SMITH'S FRUIT FARMS WINONA, - ONT.

A TRADE WINNER FOR GROCERS.

The full flavor, the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, **BOSTON, MASS.**

CANADIAN BRANCH: 530 St. Paul St., Montreal

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

AS A COOKING

Chocolate

MOTT'S ELITE

In ¼-pound blocks, 6-pound boxes

at 30c. per pound has no superior.

DIAMOND

8s, 6s, or ¼s

At 25c. per pound is the best sweet chocolate on the market for the money.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

The Yeast of Quality

JERSEY CREAM YEAST CAKES

The constantly increasing demand for these Yeast Cakes is deservedly due to their very high quality and uniform excellence; it being our aim to make them and keep them the best in Canada and the favorite of Canadians, reliable at all times. We have doubled our trade each year and next year we intend to treble it. Our Mr. J. J. Jones has just come in with our waggon after a nine months' trip advertising and replacing any old Yeast in every store between Ottawa and Toronto. He found everything most satisfactory as far as the merits and appreciation of Jersey Cream Yeast Cakes were concerned. BUT he found also that every advertising sign which had been nailed up with so much care and expense had been systematically torn down. Who had any interest in doing this most contemptible work? We know! You know! More to follow.

To show how anxious we are to insure every customer getting Jersey Cream Yeast ***always*** in perfect condition, each package for the future will have a band round it as follows:

Keep In Dry Cool Place
GUARANTEED FULL STRENGTH UNTIL
MAY 1st, 1905
If bought after this date use larger quantity.

All Dry Yeasts become WEAKER through atmospheric or other influences, therefore carefully read date at the end of package and see that you get it fresh. Always use good flour as it is as necessary for good bread as good yeast.
Keep the Sponge warm

Keep In Dry Cool Place
GUARANTEED FULL STRENGTH UNTIL
MAY 1st, 1905
If bought after this date use larger quantity.

Jersey Cream Yeast Cakes are the best made and if used correctly will make the most delicious bread. We want every customer to get it in perfect condition and will spare no expense to enable them to do so.
Directions under Band.

So that there will be no excuse for the customer or grocer not having at all times Jersey Cream Yeast Cakes in the freshest state.

HAMILTON YEAST CO., = Hamilton, Ont.

Almeria Grapes
California Celery
Florida Grape Fruit
Florida Tangerines
Holly, etc.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO
Long Distance Telephone Main 645

California, Florida,
Mexican, Jamaica
and Valencia Oranges
also
Full line Nuts, etc.
FOR HOLIDAY TRADE

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire o phone your orders which receive prompt attention
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Fruit Packing.

BY way of further supplementing certain observations in a recent issue of The Canadian Grocer on the subject of "Fruit Packing," the following article from the O. A. C. Review ought to be of special interest to the trade:

Fruit as now packed and shipped in the Province of Ontario is a very poor advertisement for Canada, and just so long as we continue a haphazard method of packing, so long will our fruit be outclassed by sections which pay particular attention to careful selection and grading of their products. Let us, therefore, grade our fruit so that it cannot be surpassed by competitors and make it a credit to Ontario. Steps towards this end are being taken in some districts. Co-operative shipping companies have been organized by means of which fruits are handled without the agency of the local buyer. A step farther is necessary, however, before even such corporations can be ultimately successful, namely, the establishment of a central packing and grading house. To this house all the fruit is brought as picked by the growers and sorted by unprejudiced hands. Each member's fruit is graded, separated, and credit given for the quantity of each grade. In this way the grower who furnishes good fruit will get more for his product than the one who supplies only an inferior grade.

By following this plan of packing, a uniform grade may be established which in a very short time will make a name for itself in addition to finding ready sales.

As an example of what uniformity in grading and careful selection of individual fruits will do, compare fruit shipped from California with that from Ontario. We never need to admit that Californians can surpass us in the quality of our fruit, but when it comes to packing and marketing they are far in advance.

For those living in sections where large quantities of fruit are grown the question of erecting a central packing house need excite no adverse criticism. The cost of having the work done by skilled workmen all under one management is much less than of having it done in a less efficient manner on individual farms where each foreman has his own ideals. Although many men consider that they are following closely the instructions of the Fruit Marks Act, they may be putting up an entirely different grade from that of their neighbors who think they are following the Act to the letter.

Uniformity in grading and packing is necessary to success in fruit marketing. Closely connected with these is uniformity of the package containing the fruit. Each class of fruit requires a special form of package. Let the package be of whatever style you wish, but have some definite size for each form. At present each factory has a shape and size of its own. When these odd sizes are placed on the market the general appearance is ruined and much confusion results from the misunderstanding between buyer and seller. With a uniform size of package this trouble will be avoided. Let us have a uniform standard and compel all factories to make that size and not something "about the same."

With the establishment of a uniform size of box will come some definite system of packing. The old method of facing the top of the box or barrel and then filling up in a promiscuous manner with fruit of various grades and sizes must soon become obsolete. In order to secure the best result each fruit should be placed in the box separately and in some definite order. Notice the way the fancy fruits on our markets are arranged in cups and boxes. Compare these with the shiftless mass in the boxes and baskets alongside. Which attracts the eye of the buyer? The answer is too evident to require explanation. Now if this fruit can be so carefully packed and shipped long distances at a profit, how much more would it pay to carefully pack and grade the fruit which is near the market. The great needs in successful packing are uniform-

ity, neatness, good quality and honest work.

—

Fruit Notes.

The Dominion fruit inspector for the west who has just paid an official visit to Nelson, B.C., reports a satisfactory improvement in the fruit packages on the market at the present time as compared with those of a year ago. He also reports a large increase in importations of Ontario apples into Alberta.

Through the courtesy of White & Co., Toronto, The Canadian Grocer is in receipt of a handsome illustrated booklet issued by the United Fruit Co., Boston, Mass., on "Banana Culture." The frontispiece has a large bunch of bananas embossed in gold while the make-up of the reading matter is rendered specially attractive by means of artistic colored and half-tone illustrations. Not the least interesting feature is a collection of valuable recipes for the use of the banana.

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price $2 00.

Sent postpaid upon receipt of price.
TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

Established 1870 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK. Smalls

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

To Grocers and Fruit Dealers.
Your XMAS FRUIT order placed in our hands means
Finest Goods
Biggest Assortment
Lowest Price
No Disappointments
Early Delivery
SEND FOR WEEKLY PRICE LIST
WHITE & CO., TORONTO

W. B. STRINGER
J. J. McCABE
WHOLESALERS!
'Phone Main 5672
Do you read our Circulars carefully? They contain important information, and will assist and guide in making judicious purchases.
61 Front E., Toronto.
W. B. STRINGER & CO.
Fruit Brokers

SUGARS LIMITED
MONTREAL.
Manufacturers of high-grade SYRUPS and MAPLE CONFECTIONERY.
Illustrated price lists on application. They will interest you.

THEY ARE HERE NOW AND PLENTY COMING FOR XMAS
EXTRA FANCY
ALSO
New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.
HUGH WALKER & SON, Guelph, Ont.
California Navels
Florida and Sweet
Sonora ORANGES
NEW LEMONS
MALAGA GRAPES
CAPE COD CRANBERRIES
BARRELS AND BOXES

TRADE MARK
This design a guarantee of quality.
WATERPROOF WRAPPING PAPER
For Express and Long Distance Packages Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

FLOUR AND CEREAL FOODS

Grain Situation.

A DECIDED firmness has ruled in the Canadian wheat market for the week under review, an advance being reported in Manitoba wheat, while Ontario grades have shown a corresponding decline. Millers show a decided preference for western wheat, and very little of the Ontario product is being ground. The export of low grade Manitoba wheat continues, and it is reported that some of the better grades have been sold to millers in the United Kingdom.

On account of the decline in the price of Ontario wheat, which makes Ontario flour 25c per bbl. cheaper than it was three weeks ago, 1904 crop flour is being exported in considerable quantities, quite an unusual occurrence in the Canadian flour trade. Last year a very large amount of Ontario flour was exported; this year, however, exports are entirely of Manitoba wheat as milled in the Provinces of Ontario, Quebec and the west.

The visible supply of wheat in Canada and the United States on Dec. 5, 1904, was 36,860,000 bush., an increase of 1,265,000 bush. as compared with 32,539,000 bush. in sight on Dec. 7, 1903. The visible supply of corn totalled 3,180,000 bush., an increase of 1,328,000 bush. over last week, as compared with a visible supply of 5,584,000 bush. at an even date last year. Oats show an increase of 265,000 bushels for the week, being 24,497,000 bushels on December 4, 1904, as compared with 8,115,000 bushels on December 7, 1903. Wheat on passage to the United Kingdom and Europe aggregated 38,560,000 bushels as compared with 36,960,000 bushels the previous week and 24,800,000 bushels at an even date last year. Corn on passage totalled 15,440,000 bushels as compared with 14,720,000 a week ago and 13,200,000 bushels at the same date in 1903.

The total amount of wheat in sight on December 5, 1904, consisting of the visible supply and the quantity on passage, is 75,420,000 bushels, against 72,555,000 bushels last week, 57,339,000 last year, and 74,980,000 in 1902. The total amount of corn in sight is 18,620,000 bushels, as against 16,572,000 last week, 18,784,000 this week last year, and 10,775,000 in 1902.

A comparison of the world's wheat shipments for the week ending December 5, 1904, shows a total of 10,774,000 bushels, as compared with 7,785,000 bushels on December 7, 1904, and distributed as follows: United States and Canada, 2,112,000 bushels; Argentine, 688,000 bushels; Australia, 104,000 bushels; Danube, 280,000 bushels; Russia, 4,456,000 bushels; India, 3,144,000 bushels.

According to Bradstreet's wheat in the United States has been rather reactionary during the week. Liquidation, based upon absence of export business, reduced demand from millers, and a movement at interior points fully equal to a year ago, has proceeded, checked only temporarily by reports of damage by drought and Hessian fly in the United States and by advices of bad weather in Argentina. Corn is rather easy on clear, cold weather in the west, but declines have met a good export demand for late December and January on which considerable business has been booked.

Cereal Premium Plan Modified.

THE Canadian retail grocery trade will doubtless be interested in knowing the outcome of continued opposition on the part of their fellow tradesmen across the line to a plan adopted and now in growing use by manufacturers of cereals and other food products in the United States, namely advertising their goods by means of premiums.

On November 15 the president of the American Cereal Co. notified the National Association of Retail Grocers of the United States that his company had gone into the business unwillingly—had in fact been forced into it as a matter of self-preservation by its competitors. In view of this condition he formally offered to abandon the entire premium business if all other large manufacturers would also simultaneously abandon it.

Continued agitation on the part of the retail grocers has brought a statement from the Great Western Cereal Co. which in outline is as follows: It does not regard the total abandonment of the premium plan as a practicable proposition, having hitherto taken the position that the premium plan as employed by the Great Western Cereal Co. has been legitimate, owing to the fact that part of the premiums have been given free to the consumer and the retail grocer. Inasmuch, however, as the matter has been agitated with a view to discontinuing the objectionable feature of all premium plans, namely, the part requiring coupons and cash from the consumer, and especially as a rival company has made a conditional proposition to discontinue the giving of premiums, the Great Western Cereal Co. proposes to discontinue the coupon and cash plan of their premium system, provided the American Cereal Co. and the H. O. Co. are willing to do likewise.

Evidently the largest users of premiums are beginning to find out that this policy of robbing Peter to pay Paul is anything but an ideal way of bonusing trade, thereby fulfilling the prediction of The Canadian Grocer that the system, if allowed to run its course, would eventually die out of its own acord.

Shortage in Grain Cargoes.

Eastern Canadian grain men report a shortage in cargoes of wheat arriving from upper lake ports during the last few days. In endeavoring to get an expression from grain men on this ticklish subject The Canadian Grocer has succeeded in eliciting nothing more than the statement that the weighing of grain cargoes into boats at Fort William has always been done by competent weighmen on perfectly adjusted scales, correct weighing being done in every instance.

IN THE BORDER TOWN

Significant Statement by a Prominent Amherst Business Man.

The following interview, which appeared first in the Amherst "TELEGRAM," is reproduced here, for the benefit of people who are interested in flour :

Our readers have no doubt observed that for some months the "TELEGRAM" has carried large advertisements of "**Royal Household**" flour. If they have read these advertisements even casually they have also observed the various claims made for the quality of "**Royal Household.**" This week it was suggested to us that a few paragraphs of special information about the sale of the flour in the local field would perchance be of interest to our readers, so we straightway sent to Fillmore & Morris, Limited, one of the largest flour dealers in the town and therefore competent to speak on any question connected with the flour business. We asked them to tell us about it.

We found Mr. Fillmore at his desk and to him we stated the object of our visit. He said he would be very glad indeed to give as much information as he could, as his firm is having very large sales of "**Royal Household**" at present and he thought everybody should know how good a flour it is.

"How long have you been selling '**Royal Household**' Mr. Fillmore?"

"I have just forgotten for the minute, but I think we were the first people in this county to give it a trial."

"Are your sales larger or smaller than six months ago?"

"Very much larger. At the present time we are selling at least 200 barrels a week. This is probably double what we were selling six months ago."

"Have you found the quality of the flour to run uniform, or have you any chance of telling this?"

"We have the very best chance in the world, because the millers authorize us to take back any flour that is complained of and give the purchaser his money or a new barrel of '**Royal Household**' in its place. To show you, therefore, how uniformly good the flour must be, I may tell you that we have not had a single barrel returned to us yet and in the past nine months we have sold over six thousand barrels. Both Mr. Morris and myself use '**Royal Household**' in our own homes and we find it A1 for bread and excellent for pastry, in fact it is my belief there is no such flour made in Canada and we intend to keep on handling it as long as it remains at its present standard."

Fillmore & Morris, Limited, inform the "TELEGRAM" that general business with them is exceedingly good. They were making shipments of flour and groceries to points on the I. C. R. as far east as Londonderry at the time of our visit and expressed the greatest confidence in the business outlook as far as their trade is concerned. Asked as to whether the sale of "**Royal Household**" had affected that of other flour, Fillmore & Morris stated that they thought it has, as they now sell five barrels of "**Royal Household**" to one of any other kind.

OGILVIE FLOUR MILLS CO., LIMITED
MONTREAL

Good-Natured Warfare

The man who wins can afford to be good-natured.

It is the man who is losing that is surly.

We smile all day, just because we are having the best of the argument with our breakfast food.

Orange Meat

You know it, you sell it. The people know it, and buy it. They are happy, you are happy, we are happy—every body happy.

Your wholesale grocer sells **Orange Meat.**

Order from him.

The Frontenac Cereal Co. Limited.

KINGSTON, CANADA.

Oriental Flour Trade.

FOR some stime past the prospect of the wheat fields of Western Canada participating in the Oriental flour trade has been under discussion in wheat and flour circles.

Some years ago representaives of an eastern milling firm went to Vancouver with a view to establishing mills and elevators on the Pacific coast. They looked the ground over but decided not to go on with the enterprise, presumably because either the market was not then large enough to warrant the expenditure involved, or the distance to haul the wheat too great to enable them to compete with Pacific coast mills. Recently, however, a trade over the C.P.R. has sprung up, flour from Edmonton and the more westerly part of the prairies being routed through to Japan via the C.P.R. steamers.

The Northwest is peculiarly well adapted to supply the needs of the Orient. The wheat is hard, and, therefore, superior in quality to the wheats of Washington, Oregon and California. In Japan the people are changing from rice to wheat, and are using the latter for various culinary purposes. They also use the cheapest quality of wheat flour for making paste, which they utilize in the manufacture of fans, screens, etc. The present war, unfortunate in many other respects, is fortunate in increasing the demand for our flour products and opening up a market in Japan. The following table showing our exports to that country is encouraging:

	Pounds.
1901	84,157,485
1902	96,387,477
1903	279,413,953

When the Canadian Northern and Grand Trunk Pacific shall have reached the coast, the wheat fields of the Northwest will be brought more directly in connection with the Oriental markets, and then we may confidently look forward to seeing large elevators and flour mills being erected at the terminals wherever those may be, and the building up of a large industry similar to what exists at Tacoma and Portland.

Irish Milling Industry Reviving.

According to an Irish exchange an unusual occurrence was noted in Dublin recently, namely, a fleet of grain ships discharging cargoes of wheat, barley and corn. It is predicted that the arrival of grain ships at this port heralds the permanent revival of the milling industry in Ireland which has been on the decline for the past quarter of a century.

German Milling Industry.

ACCORDING to statistical reports, the number of mills in the German empire is shrinking rapidly, in spite of the attempts to preserve the industry from outside competition and to protect the small mills from the competition of the big mills. On January 1, 1903, there were, altogether, 32,678 mills in Germany, while on the first of December, 1903, eleven months later, the unmber had shrunk to 31,856, a decrease of 822, of which over 600 were water mills.

The mills that remain would seem to be more than enough for all purposes, as Germany is only about the size of the State of Texas or Louisiana. Of course, mills depend on population and not on area for support, but as the number in Germany would average four to an American township, it is inevitable that they crowd each other pretty hard for markets as well as for grain.

The classification of the mills is interesting. Of the total number existing a year ago, 9,786 were windmills, 18,706 water mills, 841 steam mills and 1,849 steam and water mills. In the total number were included 540 oil mills, 119 fodder and barley mills, 12 rice mills. The employes number 68,039. This, compared with our 25,285 mills and 37,073 employes, ought to convince pessimists that things in milling in this country might be a good deal worse.—American miller.

Cereal Notes.

The Ogilvie Milling Co. intend building an elevator at Cartwright next Summer.

The annual meeting of the Northwest Territorial Grain Growers' Association will be held at Regina, December 13 and 14.

The Finance Minister of Spain has prepared a tax on foodstuffs, namely 80c duty on imported corn (per 100 kilos), and $1.40 on imported flour (per 100 kilos), wherever the price of Spanish wheat exceeds $5.60 per 100 kilos.

Write or Phone Us

For Prices on

Rolled Oats, Standard and Granulated Oatmeal, Flaked Wheat,
Granulated Wheat, Pot and Pearl Barley, Split Peas,
Gold Dust Cornmeal, All Kinds of Feed, Pea Meal,
Ground Wheat, Ground Oats, Ground Corn,
Grain of all Kinds.

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Shredded Wheat

...AND...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco and Christmas.

NO store is more popular at Christmas time as far as men are concerned than that of the first-class tobacconist. Everywhere the windows are laden with oddities in tobacco pouches, cigar and pipe cases, pipe racks, jars for tobacco, in short every imaginable accessory to tempt the Christmas buyer. In every large city where there happens to be a university a remarkable amount of labor and ingenuity is expended each year designing a special coat of arms of the college upon various smoking accessories, which sell like hot cakes. It seems proverbial that students must smoke and the fragrant weed seems part and parcel of study of all kinds. Mark Twain is said to smoke as many as 1,000 cigars in a month when he has a working fit on. Charles Kingsley has immortalized smoking by saying such nice things as this:

"When all things were made, none was made better than tobacco; to be a lone man's companion, a bachelor's friend, a hungry man's food, a sad man's cordial, a wakeful man's sleep and a chilly man's fire, while for staunching of wounds, purging of rheum, and settling a man's stomach, there's no herb like it under the canopy of heaven."

The gift craze has run riot this year and the tobacco shops are alive with decoration. Nearly all the big manufacturers including Bruce Payne, of Granby, the American Tobacco Co., with their inimitable Sweet Caporal cigarettes, Tuckett's with their famous Marguerites, Fortier with his excellent selling Royal Egyption cigarettes and Chamberlain cigars, have been making a special run for Christmas trade. Neat packets are being specially made to catch the gift buyer, especially small lots costing a dollar, which are attractively arranged in small boxes. The Manhattan cigar is put up in dress suit case packages, while the North American Cigar Co. is keeping well up in the front rank. Near Montreal the Webster Cigar Co., of Sherbrooke, and the Sherbrooke Cigar Co. are thoroughly up-to-date with Christmas boxes. These firms are growing every year, their stock being considered among the first of domestic cigars. The Emporium Cigar Co., of Ste. Hyacinthe, have also made a hit with their Emporium cigar as well as their five-cent lines, and all are hustling after the dollars. The Harris Harkness Co., of Montreal, report an excellent year's business and expect to open out with many novel plans for the coming campaign. Their latest advertising novelty is to give a handsome golden oak show case to druggists who sell a certain number of their Colonel Steele or Van Horne cigars. They simply present it to the customer who orders so many cigars, retaining only one stipulation, namely, that in the case the top shelf must be reserved exclusively for Harris Harkness goods. The McAlpin Consumers' Tobacco Co., of Toronto, are no whit behind the rest in their enterprise and efforts to secure a fair slice of the holiday trade.

Probably nothing more original has been noted in the Autumn tobacco trade than the American Tobacco Co.'s plan of advertising their well known cigarettes. Appreciating the fact that all eyes at present are more or less fixed upon Japan and her efforts to fight Russia, they have published a picture of a Jap smoking a cigarette. At great length they tell how Jap soldiers at the front are almost dying for a smoke. In fact privates sauntering around the tents of the officers are reported to have picked up stubs of cigarettes that have been thrown away. They then conclude that the soldier who does the best fighting is the one who smokes cigarettes and that presumably the world-wide known Sweet Caporal will be the cigarette of the universe.

U. S. Imports of Cuban Leaf.

Importations of leaf tobacco into the United States from Cuba for the first nine months of 1904, as given by the Bureau of Statistics of the Department of Commerce and Labor, were 11,043,-862 lbs., valued at $6,703,106. This shows a decrease from the importations of the same period of 1903, which aggregated 16,190,400 lbs., valued at $7,423,-508. There is reason to believe that the falling off in the value of importations of leaf tobacco during these nine months is partially offset by an increase in importations of cigars, namely, 170,-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Known Cigars.

It would be a different thing if we were trying to persuade you to buy unknown cigars; but **Pebble** and **Pharaoh** are known cigars. We spend thousands of dollars annually advertising them in the daily and weekly newspapers of Canada. Smokers know them and smokers buy them. No possible loss on our cigars.

We send 1,000, express paid, assorted as desired, and we take back unsold stock at invoice price after 3 months.

PEBBLE is a 5-center; **PHARAOH** is a 10-center.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

I.

Satisfied

It becomes us to thank the grocery trade for their very generous assistance in promoting the sale of T. & B. Tobacco. We are satisfied and gratified with the results.

The **10c.** size has taken well.

II.

Not Satisfied

however, to rest with present achievements. There is yet much to be done in some directions—new men entering the grocery business, for example—in teaching dealers that no tobacco excels—or equals—

T. & B. Smoking Tobacco.

Geo. E. Tuckett & Son Co, Limited, Hamilton.

000 lbs. for the first six months of the present year.

No Free Trade With the Philippines.

According to the U. S. Tobacco Journal Secretary Taft's hobby of free trade in cigars and tobacco with the Philippines is not likely to materialize. Judging from authoritative information obtained during the recent campaign President Roosevelt is unwilling to sanction the policy owing to certain strong representations made by the trade, and as a result Secretary Taft has dropped his advocacy of free trade.

Taste Tells.

The secret in making a combination seed-and-Havana cigar does not lie alone in the Havana used, says an exchange, but in the fermentation and curing of the seed tobacco which is used in the combination. It stands to reason that if a fine piece of Havana is put up against a piece of seed tobacco, which is not especially cured for the purpose, the strength of the seed tobacco will overcome the high taste of the Havana. The result is that the smoker never gets the benefit of the Havana because the seed tobacco has overpowered the fine aroma of the Havana.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

SELL
TOBACCOS
bearing the name of
McALPIN

CHEWING
KING'S NAVY
BRITISH NAVY
BEAVER
APRICOT

SMOKING
TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

McALPIN CONSUMERS' TOBACCO CO. LIMITED
TORONTO

FREIGHTS AND CHARTERS

THE first week of navigation to the Winter port of St. John, N.B., has stirred things up somewhat. Freights are better and trade is picking up nicely with the snow which has brought out sleighs and added to the activity of business. Shippers in Montreal are complaining of grain shortage from western points. A prominent man interested in shipping from the great lakes stated that he had had complaints of shortage of grain cargoes loaded at Port Arthur and Fort William. The story goes that certain vessels loaded portions of the cargoes at Fort William and at Port Arthur and when they came to unload they found a great shortage when the amounts of the waybills were compared with the actual cargo. Complications arise when it is remembered that at Fort William the grain is taken from the elevators of the C.P.R. and at Port Arthur from those of the Canada Northern Railway. Thus there is no possible way of getting at the culpable parties. According to usage the owners of the vessels are responsible and in one case the owners had to pay up the full market price of the wheat missing which amounted to $2,000. Not only has one instance occurred but numerous ones so that the situation has become serious.

A prominent freight man explained that as all grain from railway elevators was weighed in the presence of a Government inspector as well as of competent men the responsibility rested with the captain of the steamer when he signed the manifest. Any shortage that might subsequently exist must be made good by the owners of the vessels.

Plenty of grain is being shipped from the three terminals, Halifax, St. John and Portland, and business is improving every day. S.S. Etolia of the Elder-Dempster line, was the last ocean vessel to leave Montreal, sailing on Monday, November 28 for St. John, N.B., to complete cargo. She will then sail for South Africa direct. The cargo comprises a large quantity of general merchandise and full freight rates have been obtained.

The C.P.R. has issued a circular announcing that all goods and live stock shipped for exhibition purposes to the Ontario Winter Provincial Live Stock Fair at Guelph which is being held from December 5 to 9, will be carried back to its destination by the company free of charge if shipped within ten days from the close of the fair.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	Rotterdam.
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	....	.....	....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.....	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	.....	†Fine20/ 12/6	†Fine20/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

Mr. R. T. Goodfellow, formerly in the retail grocery trade in Prince Albert, Saskatchewan, has re-entered business and is opening up a new stock of groceries, fruit, confectionery, crockery and china. The name of the new store will be the "City Grocery."

Mr. L. Dewar, grocer, St. John, N.B., has accepted a position with the American Express Co., Fargo, North Dakota.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto, Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. . Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

This Space $15 a Year.

This Space $15 a Year.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper :

1889.

The Belleville Business College, Limited,

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.
See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO. { J. Frith Jeffers, M.A., President.

TELEGRAPHY SHORTHAND

Metropolitan Business College

– OTTAWA, ONT. –

BOOK-KEEPING TYPEWRITING

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON Lady Principal.

One inch space in this dept. $45 per year.

LITHO-GRAVURE PRINTING

Send for Sample Book.

Beautiful designs in Letterheads, Billheads, etc., in the new Litho-Gravure Style. Looks just like an engraved plate. It is much cheaper, but don't look it. Send stamp for samples.

G. A. Weese & Son, 44 Yonge St., Toronto.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address : City Hall, Montreal, Que. Absolutely private treatment.

It's Free to Business Men

Our latest illustrated catalogue sent free upon request. Telling you how you can save 10 to 60 hours per month in rendering your accounts and doing your book-keeping. Render 1,000 accounts in one-half hour. Write to-day.

THE
Briggs Ledger System Co.
Limited
75 York St., - - - Toronto, Can.

THE BELL TELEPHONE CO.

of Canada, Limited

has extended its

Long Distance Service

From
BRANTFORD
to
MOHAWK, OAKLAND and SCOTLAND

Rates may be obtained from any of the Long Distance Toll Stations of the company.

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

FORMING A JOINT STOCK COMPANY.

A few items of general interest to the bookkeeper employed by an industrial concern which has amalgamated or formed into a joint stock company.

By H. R. W.

AN amalgamation is usually formed for the purpose of self defence against unjust competition, with a tendency, if anything, to lower rather than raise prices. The object of an amalgamation is primarily to concentrate interests, the entire business being under one executive head and management, hence the policy governing the business is the same; to reduce expenses, such as managers' and foremen's salaries; traveling expenses, one traveler carrying one set of samples covering the same or almost the same ground as was previously covered by two or three salesmen from the different companies before amalgamating, who crossed and re-crossed each other's ground continuously; and lastly, a very important feature to the shareholders, to increase profits, which need not necessarily arise out of increased selling prices but by purchasing raw materials in larger quantities at lower prices and discounts, and turning out larger quantities of goods at less cost of manufacture.

A promoter is one who brings about the incorporation and organization of a company, brings together the persons who become interested in the enterprise, and aids in procuring subscriptions and in the formation of the company.

The prospectus issued when public capital is solicited is very often inserted in the daily papers, and should contain the proposed operations, prospects and advantages of the new company, names of directors, which very often influence the investor even more than the auditor's certificate; the number of shares, and anything else which may bring the company favorably before the public.

A prospectus should contain the truth, the whole truth and nothing but the truth. Subscriptions have been set aside for the misrepresentation of material effects. As to the manner in which the profits of the amalgamating companies should be set forth in the prospectus there is a difference of opinion.

The most satisfactory way to the investor would be to show the annual net profits for each company separately for a period of say five years previous to the amalgamation, in this way showing the earning power of the individual company each year.

Unissued stock is sometimes called treasury stock. A trust company will very often underwrite the stock of a company, i. e., will for a commission agree to take such shares as the public has not applied for.

The paid-up capital is the money which the company has on hand; the subscribed capital the amount which is pledged by shareholders, subject to call at any time; the nominal capital that to which it is entitled according to the charter.

Goodwill or general public patronage, reputation of goods, special brands and trade marks recognized by the public, sometimes said to be simply the sale of a mere chance which vests in the purchaser nothing but a possibility that a preference, which has generally been extended, may continue, sometimes considered a property, forms a part, and sometimes a very large item in an amalgamation. It depends largely upon the nature of the business and its length of operation, and is arrived at simply by an agreement between the vendors, the parties transferring their respective businesses.

In some cases all assets, both fixed and moveable, are transferred to the new company, as well as all liabilities, but the method of effecting a transfer which meets with general favor to-day is to arrange to have the individual companies collect all accounts receivable contracted prior to the transfer of the business, and also pay all accounts payable, and other liabilities, the new company taking over the plant, stock, etc., only.

The course of procedure with companies intending amalgamation depends largely upon the agreement with the vendors and the circumstances of each case. Probably the first step after the documents necessary to the transfer are completed, would be for each concern to take stock of all merchandise, and value the plant and equipment, goodwill and other assets, which, after being audited by an accountant, would be transferred to the new company and stock given in payment of same.

Should the estimated value prove to be less than the actual value when ascertained, the new company would either pay cash for the amount transferred over and above the estimate, or give additional shares for such, but if the estimate prove to be more than the actual value of the stock, the vendors would, of course, pay the company the difference. If the value may be readily ascertained, the stock being small or consisting of only a few lines, no such course would be necessary, the individual companies simply receiving shares in the new company in payment of amount transferred.

HOTEL DIRECTORY.

NEIL McCARNEY, Prop. W. C. McCARNEY, Manager.
THE PROVINCIAL
Leading Commercial Hotel. GANANOQUE, ONT.
Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND
O. F. BAKER, Prop. GALT, ONT
First-class accommodation for Commercial Men.

Safes and Vault Doors
GUARANTEED FIRE AND BURGLAR PROOF.
"THE WINNIPEG SAFE"
That's "OURS."
We are the sole distributing agents in Canada for the famous
DIEBOLD SAFES and VAULT DOORS
Agents wanted for Our Small Household Safes.
Winnipeg Safe Works
Office and Salesroom—62½ Princess St.,
'Phone 3006. WINNIPEG, Man.

This fact deserves emphasis — that **"Cow Brand Baking Soda"** has been on the market for 50 years, and is now used in millions of homes all over America. Never any risk and never any guesswork.

SOLD ONLY IN PACKAGES

JOHN DWIGHT & CO.

Manufacturers **TORONTO**

IF YOU SELL

Southwell's

Jams and Marmalade

You sell the highest quality made. There's satisfaction to you—and to your customers. Satisfaction represents money.

Sole Canadian Agents,

Frank Magor & Co.

403 St. Paul St., MONTREAL

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.

No. 08712

Height 31 inches *Width 32 inches*
Length 25 inches *Weight 320 pounds*

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

December 8, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
8-lb. " ½ " "	14 00

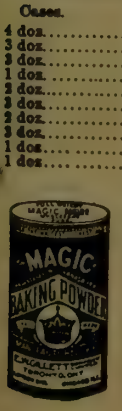
W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
2 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

AGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	} Per case
1 "	12 "	} $4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½	Size, 5 doz.	in	case	$0 40
¼	" 4	"	"	0 75
½	" 3	"	"	1 25
1	" 2	"	"	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	75

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb	$0 17	
In 10-box lots or case	0 16	
Reckitt's Square Blue, 12-lb. box	0 17	
Reckitt's Square Blue, 5 box lots	0 16	
Gillett's Mammoth, ¼ gross box	2 00	
Nixey's "Cervus,"	in squares, per lb.	0 16
" "	in bags, per gross	1 25
" "	in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	3 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.		1 40
" " 10 oz., " 40 "		2 25
" " 16 oz., " 40 "		4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Boeckh's Brooms.

Bamboo Handles,	A, 4 strings		$4 50
" "	B, 4 "		4 20
" "	C, 4 strings		3 95
" "	D, 4 "		3 70
" "	F, 4 "		3 40
" "	G, 3 "		3 10
" "	I, 3 "		2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 15½
Quaker Oats, 2-lb. pkgs., per case	3 60
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

—FROM NOW ON—

you will be selling Peels—every day—

Why not sell

BATGER'S

Others are—and are well pleased—too.

MACHINE-CUT MIXED IN 1 lb. & ½ lb. DRUMS.

ROSE & LAFLAMME, MONTREAL.

Your Coffee Trade Will Grow

IF YOU HANDLE

PATERSON'S CAMP COFFEE ESSENCE

ROSE & LAFLAMME, Agents, MONTREAL.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 5-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

HENDERSON'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Bruma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, qp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	$ 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

We have made **STARCH** for nearly **50** years—our process has produced the **BEST Starch.**

Cheapening the product at the expense of quality is not our method.

The **BEST** Starches to-day are:

Edwardsburg "Silver Gloss" Starch and

Benson's "Prepared Corn".

FOR SALE BY ALL JOBBERS

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans	$	0.90
8-oz. "		1.35
10-oz. "		1.85
Quart "		3.75
Gallon "		14.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pcgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	3 85
5 cases	3 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$3 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. M. DUNN AGENT.

A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

"Prince of Wales"

MOCHA & JAVA COFFEE

Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL.

CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
ulinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 06½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

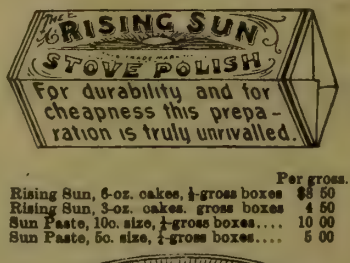
Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

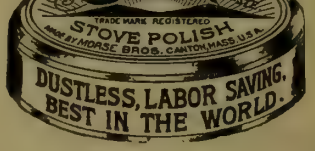
Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkgs, cases 5 doz., per doz.	1 00

less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.

	r. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 35
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	1 00

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 ½-lb.	$0 35
" " 30 ½-lb.	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 30
Chocolate Label	0 35 at 0 25
Blue Label	0 50 at 0 36
Maroon Label	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 56
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛, ¼ and ½, 60-lb. cases, retail	0 25 at 0 30
Grey Label, ⅛, ¼ and ½, 60-lb. cases, retail	0 30 at 0 35
Yellow Label, ¼ and ½, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ⅛, ¼ and ½, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛, ¼ and ½, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛, ¼ and ½, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. per lb.	½ & ¼ lbs. per lb.	Sold for lb.
Ceylon-India, Ex. ch'st A Yellow	45	..	70
" " " B Red	40	..	60
" No. 1 O Pink	35	..	50
" 2 O Orange	30		40
" 3 O L. Blue	28		30
4 O L. Green	20		25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 50
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 13's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 6s. and 13s.	0 56

Vinegars.

E. D. MARCHEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10	95
" casks, 60 "	10 25	22	40
Bottles, cases, 3 doz.	3 25	4	40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 20
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 80
" Original Solid Globe	1 85
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 95
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 85
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 1 doz. 10c.	1 00

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.....	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 56-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

SORTING UP FOR XMAS!

Look over your stock and see if you can't use a few nice China or Glass Lines extra.

Send your order to us by mail and

you will be satisfied.

GOWANS, KENT & CO.

16 Front Street East

Branches at Winnipeg and Montreal

TORONTO

"Perfectly clean from our kitchen to your customer."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets Why don't you sell it?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, DECEMBER 16, 1904. NO. 51.

Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

A Wise Merchant

is always looking ahead for a good thing. A good line for the wise merchant to put in stock for the Christmas trade is

CHRISTIE'S

SHORT BREAD

Its quality is of the best, and it gives both profit to the merchant and satisfaction to the consumer

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

"Any Old Stuff"

will not cure a cold—real good drugs, well compounded, are needed.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Cures Coughs.

—Its reputation as the best seller of all cough mixtures has been made by its really wonderful cures.

Every dealer in Patent Medicines should stock it.

J. L. MATHIEU CO., LIMITED
PROPRIETORS SHERBROOKE, P.Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

Tried Tested Trusted

"Tried and not found wanting"—that is the test that counts for permanent trade when you stock up with trusted goods. Quality counts in double quick shape once you start the ball rolling. Here are goods "tried, tested, trusted"—goods that it pays to sell and recommend.

Here They Are!

"Thistle" Brand Maple Syrup

A rich, clear, clean Maple Syrup. A brand you can stake your reputation on. A brand "tried and not found wanting."

"Codou's" Macaroni and French Pastes

Made only from the **real** Russian Wheat grown in Taganrok. Tender and delicate beyond compare. Packed with tasteful labels, and full weight always. "Tried, Tested, Trusted."

Griffin & Skelley's Dried Fruits

Clean, rich, ripe—the pick of the pack always. Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes, Raisins. Full weight and highest quality there is or can be. "Tried and not found wanting."

Castile Soap "Shell" Brand

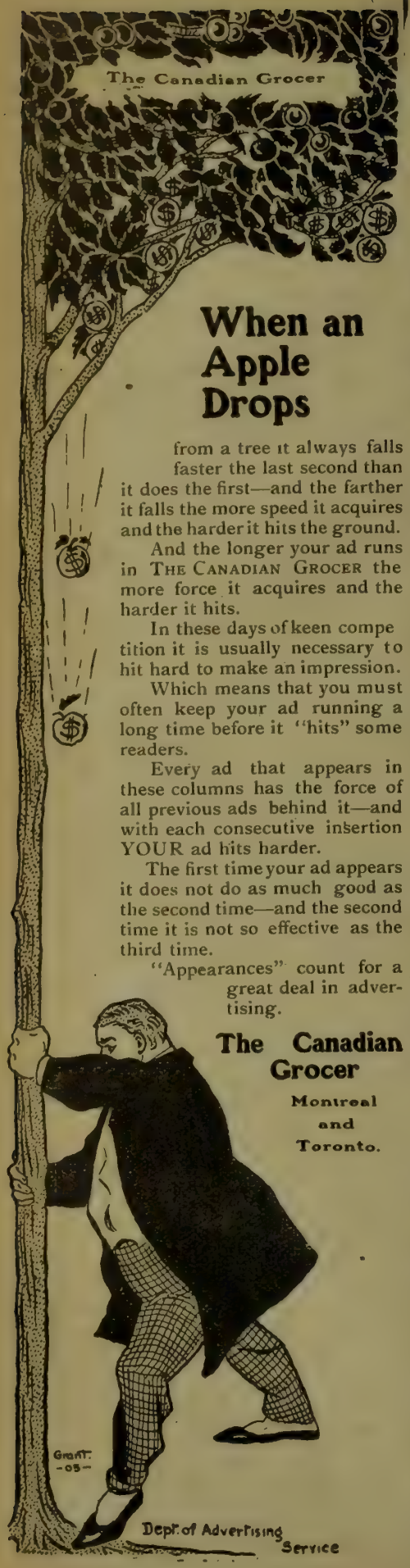
Seven per cent. more pure oil in it than in ordinary brands, hence its superior quality. A Castile Soap that leads all other brands in the Dominion. In one-pound bars and in pressed cakes. "Tried, Tested and not found wanting."

SOLD BY LEADING WHOLESALERS

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer

Montreal and Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

27 Front St. E., - Toronto, Canada

Offer few cars good **CORN** handsome label.

Few cars **PEAS** finest.

BEANS EVAPORATED APPLES

WIRE US.

CALGARY.

Are you

Represented in the West ?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers.

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

If YOU wish to sell goods in the WEST

WRITE **CHAS. MILNE** THE MERCHANDISE BROKER

VANCOUVER, B.C.

Sell Flower Pots.

All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST

The FOSTER POTTERY CO.

HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence Solicited **WINNIPEG, MAN.**

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars

ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,

CANADIAN GROCER,

Montreal and Toronto.

Herbs—In ¼-lb. packages.

Special quotations for Whole Leaf Herbs in 400-lb. bales. Also Rubbed and Powdered Herbs in barrels.

Sage, Savory, Marjoram, Thyme.

—Our Herbs enjoy a special reputation for quality. These goods are most seasonable now. We solicit a trial order.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

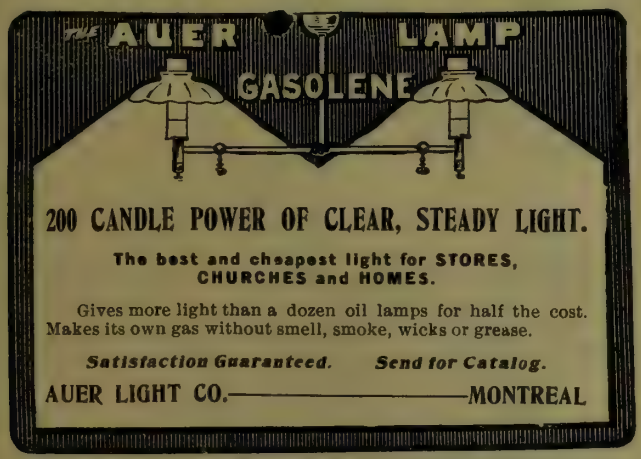
TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.


AUER LAMP
GASOLENE
200 CANDLE POWER OF CLEAR, STEADY LIGHT.
The best and cheapest light for STORES, CHURCHES and HOMES.
Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.
Satisfaction Guaranteed. Send for Catalog.
AUER LIGHT CO.—MONTREAL

LYTLE'S MINCE MEAT SUITS THE COOK

And it also suits the grocer, because there is more satisfaction in selling one pound of good mince meat than ten pounds of poor mince meat. The grocer who wants his goods to be good enough to sell themselves the second time is the grocer who will stock up well for the Xmas trade with Lytle's Mince Meat.

Done up in 6, 12, 28, and 80 lb. fibre and wooden pails

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

"First it was
Coffee;
then it was
Cocoa;
after that they tried
to imitate Japan
Tea;
and now it is
RUBBER"
What next?

JAPAN
TEAS

cannot be produced except in JAPAN, by a race that has for a thousand years studied the art of tea production to the highest point of perfection.

Imitators must always fail.

GROCERS / Don't experiment and be misled. Stick to

JAPAN TEAS

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

DON'T BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, Etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

Is it reasonable?

We leave it to your good judgment.

Here are the facts :

Britain has for years used Ceylon Teas, rejecting Japans and Chinas.

Canada is repeating rapidly Britain's experience.

The United States are falling into line steadily.

Yet one hears from time to time that Ceylon Teas are losing ground.

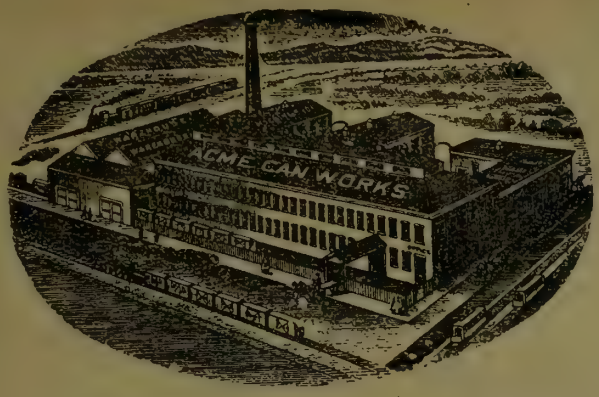
Not hard to guess who spreads, or tries to spread, such stories.

"It's the hit dog that howls."

Therefore, continue to support the victorious

CEYLON TEAS

which may be had in **Blacks** and **Greens.**



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works make the largest assortment of any factory in America of TIN CANS by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of—

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans

Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

Dressed Poultry Wanted.

The Canadian Canners, Limited, are now ready to receive Dressed Poultry at the following factories, viz. :

AYLMER CANNING CO.,	-	AYLMER.
KENT CANNING CO.,	-	CHATHAM.
SIMCOE CANNING CO.,	-	SIMCOE.
SIMCOE CANNING CO.,	-	HAMILTON.

Ship to your nearest factory. Write for full directions as to packing and shipping.

Canadian Canners, Limited

39 James Street South, - Hamilton, Ont.

FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,

PICKERING, ONT,

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

Por Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana

FINKLE & ACKERMAN

BOWMANVILLE, ONT.

Mfr's choice grades

Evaporated Apples

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal

P. O. Box 292.

THE MOP THAT THE SUN NEVER SETS ON

MOPS

The Tarbox kind

Self wringing. No soiled, scalded, chapped hands.
No necessity whatever to even wet the hands.
No sore knees, no tired out back.
Don't you see the arguments you can use?
The best mop in the world.
The best wholesalers supply them.

Manufactured by

TARBOX BROS., = Toronto, Canada

REFRIGERATORS

WE GUARANTEE THE "EUREKA"

To DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR —PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of testimonials and see our guarantee.

Eureka Refrigerator Co.,

Limited.

54 and 56 Noble St., Toronto, Canada.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

"Nectar" Black Tea, in lead packets and fancy tins only.

Madam Huot's Coffee

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Pure, Rich, Delicious.

1-lb. tins, - 31c.

2-lb. tins, - 60c.

This coffee, prepared after a recipe obtained from Madam Huot, proprietress of a renowned family hotel in Paris, has been 5 years on this market and proved a success. In it are combined the most delicious aroma and necessary strength to make an ideal cup of coffee.

IF YOU WANT THE BEST, TRY IT!

ANOTHER BATCH OF GOOD TEAS.

EX. STR. ATHENIAN, FROM SHANGHAI, CHINA.

In Stock

10 cases choicest and fancy Moyune Pinhead Gunpowder at - - - - - - **45c.**

5 cases superbly choice and fancy sifted Moyune Young Hyson Tea at - - - **40c.**

FROM YOKOHAMA, JAPAN.

57 h/c Condor XXX Japan Tea at - - - - - **21½c.**

51 h/c Condor XX Japan Tea at - - - - - **18½c.**

52 x 30-lb. boxes Blue Jay XX Japan Tea at - - **21½c.**

15 bundles 4 x 10 lb. boxes (matted separately) Blue Jay XX Japan Tea at - - - - - - **22c.**

50 matts 8 x 5 lb. boxes each Condor XV Japan Tea at - - - - - - - **20c.**

55 h/c basket fired extra choice Japan large Fannings at - - - - - - - **9c.**

ASK FOR SAMPLES. IT PAYS!

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

Specialty of High-Grade Goods in

Teas, Coffees, Spices and Vinegars.

"EMD" Baking Powder, Vinegar, Spices, Coffee

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE.
Approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

For Christmas and New Year's.

A fine ornament for your shelves and counters would be the pound and half-pound canisters and packages of

Wood's Trade-Mark Teas and Coffees.

The presence of these handsome articles, prominently displayed, is sure to bring trade, as they suggest an elegant, reasonable and appropriate present to friend or family.

The contents of **WOOD'S** Trade-Mark **TEA and COFFEE** packages are as pure as their exteriors are beautiful and attractive.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL.

DON'T RUN CHANCES

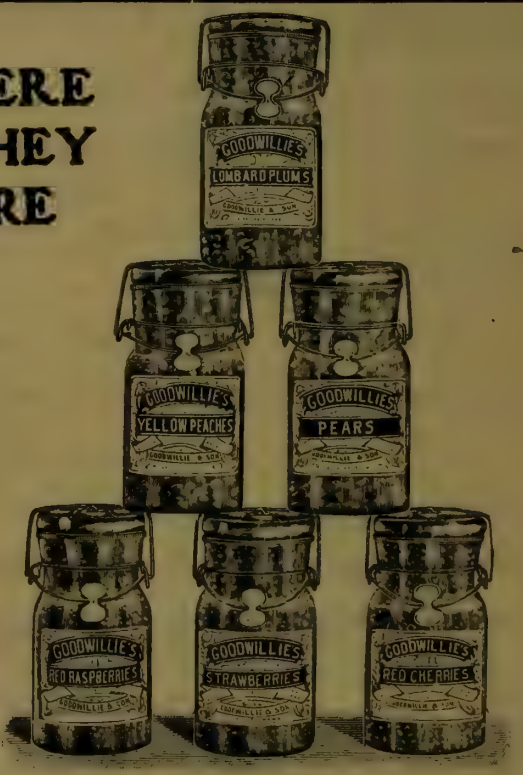
with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

HERE THEY ARE



THEY SELL THEMSELVES

ROSE & LAFLAMME, AGENTS, MONTREAL.

The Ontario Provincial Winter Fair

Guelph, Dec. 5 to 9, 1904.

ONTARIO has won an enviable reputation among the provinces of the Dominion of Canada for two things, namely, her Industrial Exhibition, better known as the Canadian National Exhibition, and her Provincial Winter Fair and Fat Stock Show, the latter of which has just closed its twenty-first season and is justly considered unique among Canadian agriculturists and stockmen.

Prize poultry.

As its name indicates the Guelph Winter Fair is primarily an exhibition of fat stock and poultry, live and dressed, and this year may be said to have far surpassed the efforts of previous years in almost every respect, the entries being more numerous, while the quality of stuff shown was undoubtedly the very best Canadian farmers and stock raisers can produce—a statement that carries considerable weight when it is remembered that Canadian farm products occupy a premier position in the world's markets.

Educational Aspect.

The business man is principally interested in the educational aspect of the Fair, which has become especially prominent during the past few years and was made an outstanding feature this year.

Among the novelties provided was an exhibit of hand-selected seed grain, made with a view to interesting the farmer in a more careful selection of seed. This move is one which is especially to be commended in view of the fact that Canada seems destined to become shortly a leader among the grain-producing and flour milling countries of the world and the necessity of exercising extreme care in selecting none but first-class seed grain cannot be too strongly impressed upon our farming community.

Lectures and practical demonstrations by leading authorities in the various branches of agriculture were given daily to audiences comprised for the most part of farmers and stock raisers from all parts of Canada, including Manitoba and the Northwest, Nova Scotia, New Brunswick, and Prince Edward Island. It goes without saying that the ordinary layman should be interested in the latest achievements in the science of agriculture and stock raising; the writer has no hesitation in saying he never spent time more profitably than in listening to the lectures delivered during the Fair on such subjects as the "Ideal Weight of the Bacon Hog," "Canadian Beef on the British Markets," and "Shipping Fruit in Cold Storage." To farmers these topics are of vital importance and it was nothing short of an eye-opener to see the enthusiasm and intelligent grasp shown by them in the general discussions which followed every lecture.

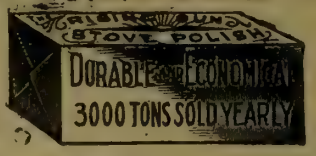
There are two kinds of problems which confront the Canadian farmer now that agriculture in this country has been placed on a scientific basis, namely the experimental, having to do with new developments in agriculture, and the utilitarian, which are concerned with the improvement of present conditions, in other words, with making the most out of products of the farm. Such questions as "What class of animals the farmer should raise," "What breeds are most in demand" and "How they should be marketted to bring the highest price," face the farmer every day, and just in so far as he finds a satisfactory solution the standard of Canadian agriculture will be raised and the material prosperity of the country increased. One would not be going too far in saying that the meeting together of practical and theoretical agriculturists in discussion on such vital topics as "How are we to improve the position of Canadian bacon in the British market," "The bringing about of closer relations between the meat packer and the producer," and "Co-operation in marketing the product of the farm," is bound to have tremendous significance in shaping the future course of Canadian agriculture. There is only one way to keep agriculture in its merited high place among the sciences, a necessity by the way, if the best interests of Canada are to be best served, and that is for farmers to assume a scientific attitude, eliminating as far as possible the time-serving type. This end bids fair to be soon consummated in Canadian agricultural circles if one is to draw conclusions from the Guelph Winter Fair.

Production of Bacon.

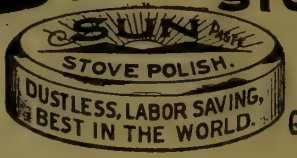
Among the most interesting lectures given were those on the humble pig, in which farmers throughout the country are interested just now because they have been successful in making a little more out of their hogs. The production of bacon in Canada has been multiplied many times within the last few years, the annual value of exports having grown from one million to seventeen million

What makes sizable bacon ?

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

dollars. Professor Day, of the Ontario Agricultural College, showed that Canadian farmers had a whole lot to learn about producing the right kind of hog before they could hope to catch up with their Danish competitors; at the same time there was no apparent reason why Canada should not eventually supersede Denmark in the British market. One reason for the preference given to the

A prize winner.

Danish bacon was its uniformity. It had a large proportion of lean to fat and the sides were neat and well trimmed. In comparison Canadian bacon had too many short sides, heavy shoulders and thick necks. Factories in Denmark were run on the co-operative plan. Hogs were graded and the farmer paid accordingly.

Denmark had another advantage in being a dairy farming country in so far as the Danish farmer fed his hogs with skim-milk.

Denmark, however, was not likely to enlarge her output, it being thought that her supremacy in hog production had about reached its limit. Canada had a big advantage in being able to feed hogs much more cheaply and on this account was in a position to compete successfully with Denmark for first place. Canadian farmers would need, however, to be in earnest about building up a high grade of product if they expected to get the benefit of the 4 or 5 cents advantage per pound now possessed by the Danes.

In answer to the question asked as to why pork packers did not discriminate in price in favor of the best bred pork, the packers said that keen competition compelled them to adopt a flat rate. and that it made a difference of fully twenty-five cents a hundred where there was any large quantity of undesirable stock.

A resume of experiments conducted during the past year at the Ontario Agricultural College with by-products from the slaughter houses as feed for hogs instead of skim-milk was given and the value of tankage for domestic use pointed out. Heretofore it has been the rule to export such by-products to the United States at a low figure, thus losing to the country a valuable asset.

Weight Limits of the Ideal Hog.

Dr. F. J. Smale, of the Wm. Davies Co., Toronto, discussed this important phase of the Canadian bacon trade in a comprehensive manner. The farmers of Canada were prone to err on the side of holding over hogs after they were ready for the market in the hope of realizing a higher price, and in so far as they did this they were hindering the success of the bacon producing industry in this country, the total loss to the farming community and Canadian trade in 1904 owing to the lack of sizable bacon being $500,000. If the export bacon trade was to be further built up the Canadian would have to keep a closer eye on the requirements of foreign markets, as to quality of product, kind of package, etc., than he had in the past and adapt his product accordingly.

The trouble so far had been that he had supplied an article suiting his own convenience rather than meeting the requirements of the trade.

In Canada, and particularly in the

Christmas turkey.

Province of Ontario, the farmer had sufficient knowledge of breeding and feeding to produce the packers' ideal and as a matter of fact was producing an average type of bacon hog at the present time. The difficulty was that he

This is the Season

for quick shipment and prompt delivery. Should our traveller not see you on Monday or Tuesday, **write or 'phone us your order.**

WE GUARANTEE QUALITY AND PRICE.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

WE ARE RECOGNIZED AS THE

Quick Shippers
OF ONTARIO

So when needing **CHRISTMAS GOODS** in a hurry, send along your orders **by 'Phone, Wire or Letter.**

Our stock is splendidly assorted, our prices are right, and we will give you every satisfaction.

JAMES TURNER & CO.

Wholesale Grocers - = = HAMILTON, ONT.

ORDER NOW

Use Long Distance 'Phone **596** our expense—Quickest Despatch.

BALFOUR & CO., **Wholesale Grocers** ***HAMILTON***

Christmas Fruits

of all kinds in store at lowest prices.

THOS. KINNEAR & CO.

Wholesale Grocers, = = 49 Front St. E., Toronto

BENSDORP'S

ROYAL DUTCH **COCOA**

IT'S DUTCH!

It's food and drink combined. Better than cake chocolate for cooking.

The Cocoa with the Yellow Wrapper,

THAT'S BENSDORP'S.

GET OUR PRICES. THEY WILL INTEREST YOU.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Agents for Ontario, Manitoba and the North-West.
51 Colborne Street, - - - Toronto, Ont.

RETURNED
DEC 20 1904
Cut Board 2
Page 1
ans.
Wright

was not suiting his package to the requirements of the English market.

For years Canada had been gradually creeping up on Denmark. Within the last 18 months, however, the Danes had increased their exports of bacon by nearly 50 per cent. while the production of Canadian hogs had remained practically stationary. There could be only one reason for this, and that was because Danish bacon was better suited as far as package (weight, etc.,) was concerned to the requirements of the English market. It was estimated that not more than 60 per cent. of Canadian exports at the present time graded sizable hogs, either because they were too lean or fat, or bruised, or soft.

The anomalous part of it was that it did not cost a cent more to produce a sizable hog about 185 pounds weight than one which would not answer the packer's ideal. If the proportion of sizable bacon was to be increased to 100 per cent. and if Canadian bacon was ever to have a premier place in foreign markets like Canadian cheese, the co-operation of farmers was necessary in producing exclusively the proper type of hog. The farmer and the trade ought to remember that the price of bacon would be raised in proportion as the quantity of sizable bacon produced increased.

Canadian Beef on the British Market.

The Hon. John Dryden pointed out that there would be a steady market England for all the cattle which Canada could produce for many years to come. There was in England absolutely no sentiment at all in regard to where the meat came from; Canada and the United States were all practically America to the British public; if the Canadian shipper placed beef of equal quality on the British market, they would be assured of receiving an equally good price as was paid for animals from Chicago.

As to the question of live meat and dead meat trade with the Old Country, he would like to see the dead meat trade started as a second string to Canadian farmers' and shippers' bow. The demand for Canadian beef in Great Britain was increasing. At present the British market was supplied with fresh beef from Europe, frozen meat from Australia and New Zealand, and chilled meat from the United States. There was no reason why Canada should not

If you want your goods delivered

QUICKLY

Send your order this way

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

do as well or better than the United States, if only proper facilities were provided, which the Government should be urged to provide. The quality of beef sent from Canada might be improved, and every effort should be made to have the embargo on cattle removed.

Mr. Wheaton, editor of Farming World, made the point that the Canadian export beef trade had not increased during the past ten years in anything like the same proportion as that of the United States, because Canada had not taken pains to develop her dead meat trade.

The advantages that would accrue through the establishment of a dead meat trade instead of a live meat trade he enumerated as follows: The obviating of loss in weight sustained in transportation and of the need for slaughter and sale within ten days after arrival in Great Britain, a considerable saving in the freight rates, two carloads of cattle being reduced to one carload when killed and dressed, the saving of the cost of feeding, loading and caring for the live stock on shipboard; on last year's trade at least two million dollars could have been saved by converting the cattle into dead meat before shipping. By slaughtering on this side and centralizing the business the by-products would be retained at home, and would realize a further profit to producer and packer. Allied industries for converting the by-products into salable merchandise would be established, the dead meat trade would give a steadier and more reliable market for the Canadian stock raiser, as the product could be held for a rise in case there was a slump in the market.

Utility in Sheep Breeding.

The consensus of opinion among experts in sheep breeding was that there was not enough attention paid to environment in the breeds of sheep commonly seen in this country. The main point to be remembered in selecting sheep was to get the greatest possible percentage of first-class wool and mutton for the amount of food consumed. This branch of industry was coming to the front in Canada, and prospects were brilliant. Canada had already some of the finest flocks in the world, and what was more the country was eminently suited to sheep raising.

Notes.

The Canadian Grocer was much in evidence at the Fair, its attractive posters and presentation cards, with characteristic blue lithograph, attracting general attention.

• • •

Mr. Walker, of Hugh Walker & Son, extended a hearty welcome to the editor of The Canadian Grocer, and took particular pride in showing him through the firm's fine new warehouse.

• • •

The R. & J. H. Simpson Co. report a satisfactory Autumn and Winter trade, The retailer and consumer throughout western and northern Ontario is enjoying a season of unprecedented prosperity, if one is to judge by the orders sent in to wholesale houses this season. The volume of holiday business in foreign dried fruits and nuts is reported as more than satisfactory.

COMPANIES INCORPORATED.

The T. C. Milloy Co., Toronto, have been incorporated, with share capital of $40,000, to manufacture and sell smallware, glass, crockery, etc. Directors are: J. Parsons, Owen Sound; G. Parsons, Sarnia; H. Parsons, Orillia; and T. C. Milloy, Toronto.

The Empire Cream Separator Co., Toronto, have been incorporated with share capital of $40,000, to manufacture and deal in cream separators, dairy and creamery machinery, etc. Directors: H. C. Sparling, and W. R. Pringle, both of Toronto; and H. D. Petrie, of Hamilton.

The Galician Trading Co., Sifton, Man., with capital stock of $4,000, have been incorporated to carry on a general mercantile business.

The Canadian Stores Co., Winnipeg, have been incorporated with capital stock to carry on a mercantile, manufacturing and manufacturers' agents business.

The Golden Gate Milling Co., Sinnot, Man., with capital stock of $15,000, have been incorporated to carry on a milling and grain business.

If you want a line of

Jams

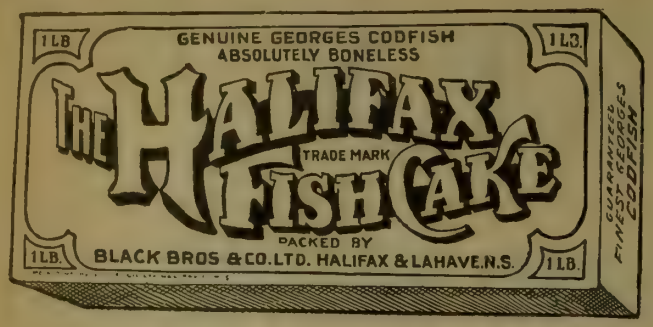
Jellies

and

Orange Marmalade

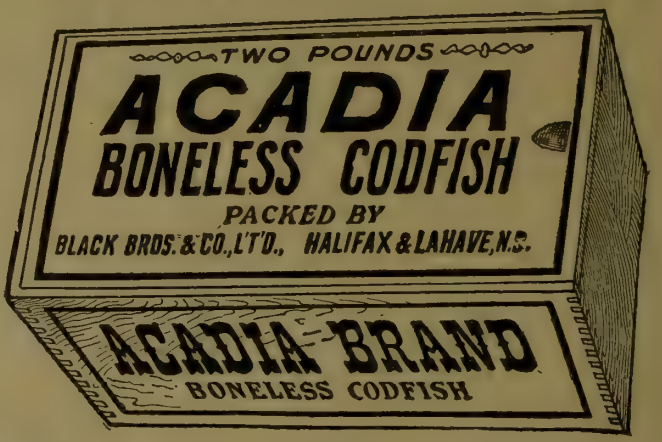
that are always saleable, put in

Upton's



EASILY MOVED

PUSH THEM



THERE are many articles on the market nowadays that are known to the trade as "stickers"—they are hard to sell at any reasonable price. But it's easy to push a good article. **"HALIFAX," "ACADIA" and "BLUENOSE" Brands of Prepared Codfish, Halifax Fish Cake and Halifax Shredded Fish** are easily moved because they are natural sellers. Anybody will buy a thing that makes such tasty and delicious food. Every customer who buys once becomes a constant customer and a profitable customer. It is worth while undertaking to push them to see how easily they move.

BLACK BROS. & CO., LTD.

HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

TRADE AND TIME.

HAD the big timepiece in the observatory of McGill University, Montreal, any idea of its own importance, or the trouble which would be caused should it cease to perform its duties, it would probably go on strike and demand an eight-hour day or a two weeks vacation, or some other concession. The big clock never strikes, however, not being that kind of a clock, but with an expressionless face continues its monotonous labor year in and year out, without bothering its mechanical brain with strikes or lockouts.

The McGill observatory clock supplies the correct time daily to all the stations on the Grand Trunk system, and to points on the C. P. R. and I. C. R. from St. John, N. B., and Louisburg, Cape Breton, to Bamfield, B. C. The McGill time is automatically repeated at Canso, N. S.; to the Azores Islands; the inhabitants of Bermuda and Jamaica receive it from Halifax, where it is repeated by hand; the British warships correct their chronometers by it at Halifax and Victoria, and the German fleet does the same at the Azores; the operators at the islands in the Pacific, (the Australia cable hands), set their watches by it, and it also regulates automatically a large number of electric clocks in the city of Montreal.

The C. P. R. has an official timekeeper at all its terminal points, who corrects the watches of the trainmen on his division by means of the daily messages received from Montreal. This message is sent through at 11.54 a. m., and the seconds are ticked off until 11.56 a. m., when the message closes. When the time message is being transmitted all lines have to be clear of all other business. This is one of the laws of the telegraph department, and is on no account allowed to be broken.

At the C. P. R. telegraph office there is a special circuit connected with the clock in the McGill observatory. Signals are continuously sent over this circuit by the clock. At 11.54 these signals are repeated to all points on the line by hand, the clock arrangement not having been originally designed for transmitting the signals over long distances. The operator stands beside an electrical instrument on the clock circuit so that the signals are practically instantaneous with those received from the clock. Commencing at 11.54 the operator sends a single "click" each second for one minute. For the second minute a double "click" is sent each second, and at 11.56 the dots and dashes representing a period or full stop in the Morse code are sent. The operators at all points on the system then set their watches and clocks in accordance with the last signal. These signals are received at the western terminus of the railway through automatic repeaters at Fort William, Winnipeg and Swift Current. About 3-100 of a second is occupied in passing through each repeater, and the time occupied on the wire itself is about 2-100 of a second. Thus the actual time consumed between Montreal and Victoria is about 15-100 of a second. The signal arrives at Victoria at 8.54 to 8.56 Victoria time.

At Canso, N. S., the time signals are automatically repeated to the Azores Islands in the Atlantic. Here the vessels of the German fleet receive the time by signals from the land. The time is also signalled to the British warships at Halifax and Victoria frequently. The warships at Esquimalt used to take their own time by observation, but having found that the McGill time was always right they now receive it from the C. P. R. An operator at Halifax also sends the time signals to the Islands of Jamaica and Bermuda, and from Victoria it is sent to the islands in the Pacific, where the Australia cable lands.

Mr. A. Souter.

On the G. T. R. system the time is signalled daily direct from the McGill observatory. The signals are sent from 11.57 until noon, "clicks" being sounded every second. As in the C. P. R., the lines are kept clear of all other business while the time signals are being sent.

The clock at McGill is frequently compared with the clocks at Toronto and Washington, D. C., observatory, by means of telegraphic communication. As a general thing the signals from Washington are slightly behind Montreal, owing to the distance between the two cities. There have been practically only about six occasions during the last five years on which there was a difference of over one second between the two clocks. On checking up on these occasions it has generally been found that the Washington timepiece was in error.

TORONTO TRAVELER CELEBRATES

THE CANADIAN GROCER has pleasure in extending hearty congratulations to Mr. A. Souter, of Toronto, who a fortnight ago celebrated the 25th anniversary of his admission to the ranks of the Canadian drummer fraternity.

Mr. Souter has spent practically his whole life in the pursuit of trade, having been formerly in business in Newmarket on his own account. For the past twenty-five years he has been in the employ of Christie, Brown & Co. as traveling salesman, covering territory in Western Ontario. He is well and favorably known throughout the retail trade and in addition has been signally successful in winning a firm place in the esteem of his fellow travelers.

Mr. Souter is Canadian to the backbone. He inherits a fondness for the strenuous life that has often imperilled his life in railroad and trolley smash-ups. Happily Mr. Souter seems to be the possessor of "nine lives" and we hope to see him live out every one of them.

MARKET NOTES FROM TRINIDAD.

Under date of Nov. 30, Gordon, Grant & Co., Port of Spain, Trinidad, report as follows :

Split peas in bags are wanted, although corn is neglected and oats are selling very slowly. The consumption of fishstuffs has not been normally good during the past fortnight. For small and medium Newfoundland cure there is not much inquiry at the moment, an exception being made in the case of large. Good split herring are wanted, although demand for other descriptions of pickled fish is restricted. Stocks of potatoes in dealers' hands are considerable, but importations are now likely to fall off, and the position should shortly improve.

Supplies of Trinidad cocoa are coming in quite slowly, no important increase being expected during the next few months. Small planters will doubtless market all they possibly can before the Christmas holidays, but from the principal districts all reports indicate that there will be no pickings of consequence until February or March. Considerable fruit has been lost by the change of leaves, and fears are entertained for pods now on the trees on account of unseasonable weather, which makes crop prospects still somewhat uncertain. The crop of Venequelan cocoa is very backward, and only small supplies are expected during the next two months.

IMPROVED PREMISES.

Mr. Jos. McFarland, Fenelon Falls, Ont., has moved into premises more suited to his increasing trade. The new building is conveniently arranged, its equipment in every way being now among the best in the district.

THE "ROARIN'" GAME.

THE curling season is now just at hand, and the enthusiastic curler, as is customary, will start the season with his favorite stone and also no doubt will continue with the same old broom. A few practices will, no doubt, convince him that his broom has seen its best days, as after it lies around for a whole season it loses the much needed firmness and elasticity required for this purpose. A broom which is made especially to overcome this defect is the Boevkh bamboo handled curling brooms, a most reliable and superior broom. It will be found first-rate value by all dealers in curlers' supplies. It is manufactured by the United Factories, Limited, Toronto.

PERSONAL MENTION.

Mr. Colson, Montreal, Canadian agent for Crosse & Blackwell, Epps and Cox, is visiting his principals across the water. Mr. Colson will be absent about four or five weeks.

Mr. A. J. Williams, Montreal, representing Crossfield, Lampord, Clark & Co., London and Colombo, is making a trip through Western Ontario as far as Sarnia and Windsor.

J. T. Leary & Co., Montreal, manufacturers of high-grade chocolates, have placed their goods freely in the Maritime Provinces through their special agent, Mr. Jas. R. Greig, who has just finished his eastern trip.

Mr. Jos. Irving, Toronto, special representative for Wm. H. Dunn, Montreal, reports good business from Hamilton for Babbitt's 1776 Soap Powder. Mr. Irving made a special year-end trip to Hamilton with most satisfactory results.

Mr. D. L. Lockerby, of Lockerby Bros., Montreal, is at Massena Springs, N. Y., for a few weeks' rest and recuperation. Mr. Lockerby had just returned from a trying business trip through New Ontario and the Manitoulin Islands and Georgian Bay district, and felt the need of a holiday.

Mr. Joseph Irving, 92 Wellesley street, Toronto, has been appointed sole agent for Mr. Wm. H. Dunn, Montreal. Mr. Irving will act as special representative in Toronto for Borden's Condensed Milk, Babbitt's Soap Powder and Enameline Stove Polish.

Mr. J. T. Going, representing J. A. Mathewson & Co., wholesale grocers, Montreal, in the district east and north of Toronto, reports business in his territory as satisfactory. The absence of snow in the country is, however, felt, and its arrival before the holidays will materially add to the business doing.

Mr. James R. Greig, Canadian representative for Kkovah brand jellies, plum puddings, etc., has returned from a three weeks' trip through the Maritime Provinces. "Sales for Kkovah are coming easier," said Mr. Greig, "as the goods become known to the trade and public."

TOILET SOAP CATALOGUE.

The handling of fancy toilet soaps by grocery stores is a feature that is becoming quite general, at least in the better class of stores. This is but natural and as it should be since ladies, who are the principal buyers of household and toilet accessories, are also the shoppers and money spenders of the family. There is nothing that will rivet the attention of shoppers so much as a handsome showcase filled with high-class toilet soaps, and the up-to-date grocer knows this to his advantage. Colgate & Co., 53 to 55 John street, New York, have issued a most complete and conveniently arranged catalogue of toilet soaps and perfumery. The catalogue gives full information as to Canadian duties on the articles, and application to them at New York, or their Canadian agent, Mr. W. G. M. Shepherd, Coristine Building, Montreal, will bring catalogue by mentioning The Canadian Grocer.

COCOA BUTTER.

The recent advance occasioned by the active demand for Christmas supplies has receded to the previous level, owing to the urgent demands having been supplied and a somewhat larger output from factories being offered on the London market.

The beet sugar factory at Raymond, Alberta, will close down in a few days. The season's run will amount to about 3,000,000 pounds of sugar, which is four times as much as last year.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK

"Horse Shoe"

SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

Fresh Frozen Salmon
Fresh Frozen Halibut
Fresh Frozen Sea Herring
Fresh Bulk Oysters

AND ALL KINDS OF FISH.

QUALITY GUARANTEED. WRITE FOR PRICES.

MONTREAL, P.Q.
ST. JOHN, N.B.
WESTPORT, N.S.
GRAND RIVER, P.Q.
GASPE, P.Q.

LEONARD BROS.
20, 22, 24 and 26 Youville Square,
Montreal.

P.O. Box 639.
LONG DISTANCE TELEPHONES.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition -	Toronto, Canada -	1903
Provincial Exhibition -	Halifax, N. S. -	1903
Provincial Exhibition -	Victoria, B. C. -	1902
Pan-American Exposition	Buffalo, N. Y., -	1901
Paris Exposition -	Paris, France -	1900
Trans. Miss. Exhibition -	Omaha, Neb. -	1898
World's Fair -	Chicago, Ill. -	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:
St. CHARLES, ILL., U.S.A.

Correspondence and Trade orders solicited.
FACTORIES: Ingersoll, Ontario, Canada, St. Charles and Chemung, Ill.

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** OTTAWA

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Fearman's

ENGLISH : : MINCE MEAT

You cannot buy any finer fruits or spices than are used in making it. You cannot exercise any more care in putting it up than we do. We save you all trouble, care and expense and give you Mince Meat as pure and as delicious as any made at home.

We pack it in bbls., half-bbls., 70-lb. kegs, 28-lb., 12-lb. and 6-lb. pails, and shall be pleased to have your order.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather. . Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co.,

LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Bacon Industry.

THE CANADIAN GROCER has secured the following timely information bearing on the Canadian bacon industry, which may be of interest to its readers :

The United States sends to England weekly 60,000 to 70,000 hogs; Denmark, 30,000 to 40,000; Ireland, 20,000 to 30,000, and Canada, 20,000 to 25,000. In other words, Canada supplies about one-fifth and the United States about two-fifths of the bacon consumed in Great Britain. American and Canadian bacon, however, are not strictly competitive, the former being consumed principally in the north of England, while the latter goes mainly to the south of England. The two types differ markedly in cut and quality. The first is sent in the form of hams, backs, bellies, and shoulders, and is fat, while the second goes principally as whole or Wiltshire sides, Cumberlands, etc.

The difficulty with Canadian farmers is that they do not produce a large enough percentage of sizable bacon, the percentage varying with the season. In Winter time there is a tendency to hold hogs until they are over weight. In Summer time, when feed is scarce and prices high, hogs are usually marketed slightly underweight. It may be a surprise to the provision trade to know that in Ontario an average of 1¼c per lb. is lost on light weight hogs, and from ½ to 1½c on heavy weight hogs, which means a total annual loss of nearly $185,000, judging from the statistics of one factory alone. Owing to the percentage of bruised hogs and soft sides marketed, there is a further loss of $150,000, which, taken with the former and statistics from other packing industries, means an annual loss of $550,000 to the farmers and the trade of Ontario. This is too large an item to lose when it is remembered that the annual bacon production of the province is valued at $13,500,000.

The packer's advice to the producer, as a means of securing steady and high prices, is to produce none but sizable bacon, which will market at between 160 and 200 lbs., and to market at the right season. On the whole it is wiser to market a certain quantity every month, at any rate when the hog is ready, thus saving a glut on the market and the risk of a consequent drop in prices. At this season of the year it is a matter of from 3-8 to ½c extra per lb. to the packer if 100 per cent. of the bacon marketed is sizable, the difference being even greater at other seasons.

The objection is often raised that where one man has a No. 1 quality hog, another brings in a bruised animal and another an over or under sized hog, they all get the same price. Packers contend that with present conditions this abnormality cannot be overcome. At the same time, however, they claim that every farmer who produces sizable bacon helps to raise the average price, while unfortunately the farmer who produces poor quality profits at the expense of his neighbor.

From time to time the question has arisen whether American packers are not sending altogether too much bacon to Canada, particularly British Columbia and the Northwest. Eastern packers, however, do not appear to be alarmed, claiming that they do not want this class of trade, which consists almost entirely of short cut pork for lumber and rough trade. They have come to the conclusion that there is more money for themselves and for the producer in catering to the British market.

Developing Markets for Butter.

THE Dairy Division of the Department of Agriculture, Ottawa, has again this year operated a number of creameries in the Northwest Territories so that farmers in districts adapted to dairying might be able to obtain a cash income from their cows until such time as they are able to carry on the work for themselves. Considerable attention has recently been devoted to developing new markets for the butter produced, and the results have been quite satisfactory. In spite of the fact that the price of butter in Eastern Canada has been lower this year than last the patrons of the Northwest creameries have received an average net price of 20.98 cents a pound for the butter manufactured from the cream supplied by them, over a cent a pound more than in 1903, and the highest price ever obtained for the season's output of the Government creameries.

British Columbia has naturally been the chief market for Territorial butter in the past and still continues to take the bulk of the shipments. Freight rates and other expenses are so heavy that a satisfactory trade with Great Britain cannot be carried on at present, but a considerable export trade is being developed with Japan and other Oriental countries. Before the Osaka Exposition there was scarcely any Canadian butter sold to Japan, but in spite of the war some 34,000 pounds have been shipped to that country from the Government creameries during the first ten months of this year. The total consumption of butter in Japan is not large, but there are indications of a decided increase in demand for the Canadian article at the close of the war.

The Yukon butter trade is also being recovered for Canada. The total amount consumed in that territory annually is over 500,000 pounds, of which nearly 200,000 pounds has this year been contributed by the Government creameries in the Northwest Territories. When the country was first opened several shipments of tinned butter sent up by Canadian firms were found to be very inferior in quality, and, consequently, the Canadian article got a bad name and the market was practically monopolised by the United States. Indeed, until 1903 about the only Canadian butter used in the Yukon was that sent to the Mounted Police. Meanwhile the Dairy Division had been testing various styles of tins and other packages, and had found that a first class article, properly packed, could be shipped there at a profit. Orders for 90,000 pounds were received last year and the amount has been more than doubled this season.

Dairy and Provision Notes.

W. Tallers of Kobe, Japan, who is at present on a visit to Canada, says increasingly large quantities of Canadian butter are being consumed in Japan, although there is little or no market there for Canadian cheese.

MATTHEWS ROSE BRAND HAMS

for your Christmas trade. Mild, sweet and tender—just what your customers require. Fresh out of smoke daily at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

ROYAL YEAST CAKES

MOST PERFECT MADE.

SOLD AND USED EVERYWHERE.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Trade in cured and smoked meats is quiet, on account of the majority of people paying more attention to other food stuffs for Christmas. Prices of the above mentioned articles continue unchanged. During the week fresh beef and lamb have advanced, as a result of the farmers having to change their stock from pasture to inside feed. We quote the following prices:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 75	8 50
Veal	6 00	8 50
Hogs, light	....	6 75

Poultry—A better inquiry is noted on this week's market for poultry. On account of such a large percentage of plucked Spring chickens arriving in a poor condition we are obliged to quote prices on dry plucked fowl only. Fowls that are scalded when plucked will not bring nearly as high a price and shippers cannot expect more than from 5 to 6c per lb. A lack of first-class Christmas fowl is easily noted on the market this week, and although this lack is causing a depression merchants are confident in their belief that there is a large amount of fowl in the country, but that the farmers are holding off till a later date expecting higher prices. The indications are that the conditions of this market from now until Christmas will be a repetition of former years, namely, farmers of one accord will hold their supplies till within a few days of the holiday when the market will be flooded causing a glutting of the market and a depreciating effect on prices. Geese, Spring chickens and turkeys have advanced in price. All prices are firm. We quote the following:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 07	0 08
Geese	0 09	0 10
Turkeys	0 14	0 16
Ducks	0 10	0 11

Butter—Trade is more active and conditions are firmer. A rumor is current to the effect that a number of the factories manufacturing creamery butter are closing up, being unable to get a large enough supply of cream. Farmers blame these conditions on the drought this Fall which dried up the pastures and left animals in a poor condition for giving milk. Some wholesale dealers report an increase of one cent on all varieties of butter, but the majority are satisfied to leave present quotations unchanged. Prices are firm. We quote the following:

	Per lb.	
Creamery prints	0 22	0 23
" solids, fresh	0 20	0 21
Dairy prints	0 17	0 19
" in tubs	0 14	0 17
" large rolls	0 16	0 17

Cheese—Trade is nominal, although an advance of 1-4c is noted on large cheese. Small quantities are being exported to England, owing to hard times amongst the class of people that are the principal consumers of cheese. Our quotations are as follows.

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 10¾	0 11

Montreal.

Provisions—The advance reported in last issue continues and a good demand for live hogs exists. Dressed hogs are firmer and a good demand rules. Sales at $7 to $7.25 for fresh abattoir killed took place, and $6 to $6.75 for country killed. The cold and steady hard weather has acted in favor of demand and firmer prices. A good undertone obtains in the provision market. The smoked meat trade shows an improvement owing to the approaching holiday trade and buyers are placing their orders. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07½
" " 60-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 08¼
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 52½
20-lb. tin pails, each	....	1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09¾

Butter—There has been a good demand for local requirements in butter, and it is expected that some of the local dealers will be hard put to fill their orders this Winter, as owing to the low prices ruling for cheese, a very much larger sale of butter was expected than seems to have been produced. It is stated that orders have been received from Toronto for butter, and it is thought that they will have a hard time this Winter to get all they want. Prices may be mentioned as in the neighborhood of 21c realised in this market, and there is no likelihood of anything but an advance in prices from now on.

Cheese—The market for the past week has been very quiet and very little doing until Monday of this week, when on export demand some ten thousand to fifteen thousand boxes were bought, and a good portion of this consisting of late made stuff for which less than 10c was supposed to have been paid, in fact in some cases 9 3-4c is mentioned; the rest of it will no doubt be October goods, for which up to 10 1-4c was paid. The holders now have their ideas fixed at 10 1-2c and it is expected that when the United Kingdom find that the cheaper grades, of which they think there is a great quantity here still held back, is not in existence, they will have to come on to the better grades of goods, and therefore an improvement is expected after the turn of the year. It will naturally take some time for merchants in the

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Mr. Grocer
You and your customers are always safe when buying
EAGLE BAKING POWDER
The quality is guaranteed to give satisfaction, and it pays you a good profit.
AGENTS WANTED
Write for Particulars.
J. H. MAIDEN
MONTREAL.

PEACOCK BRAND MINCE MEAT and CREAM CHEESE
Both guaranteed.
Both the finest made.
Your jobber supplies them.
BATES, PEACOCK CO.
HAMILTON.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

HAS the Competition in the Tea Business ever been as Keen as it is To-day?

I think not.

How important it is, then, for the retail merchant to be as sure as possible that the tea he recommends is the very best that he can procure.

Some of his customers will insist on getting certain brands, which the merchant doubtless knows are not as good as some other one: but some of these customers have very decided opinions and must be humored. The great majority, however, of any merchant's customers are influenced by his opinion, and these are the very ones whose trade he is most likely to hold, providing they find that the goods he recommends are always to be relied on.

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience, probably, that a customer who complains about tea soon complains about other things and is dissatisfied all round.

To come right down to the point. Do you think it pays to push or recommend any tea until you are ***satisfied yourself*** that it is ***the best tea*** on the market?

Nothing but the best is good enough for your customers.

Now, I believe Red Rose Tea is the best tea on the Canadian market, and any ***expert judge of tea*** who is not interested in some other brand will ***back up this opinion.***

If you are not selling Red Rose Tea and feel that the ***best is none too good,*** order a sample case. Then form your own opinion. Don't be persuaded one way or the other by my travellers or anyone else. ***Judge for yourself.***

If it is the ***best*** you will buy it; if it isn't, you won't.

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

BRANCHES:
TORONTO,
WINNIPEG.

ST. JOHN, N. B.

You're Sure—to run short on some lines for XMAS

And ask you to WIRE or 'PHONE US—at OUR EXPENSE—your orders for anything you need in a hurry, the next week.

WE HAVE A GOOD ASSORTMENT AND SOME SNAPS IN

Currants Nuts
Dates Peels
Figs Raisins

IN STOCK—NEW SEASON'S PACK—

"AYLMER" CHICKEN SOUP and BONED FOWL.—

A SNAP— We have an extra value in a **MIXED PICKLE** to retail at **10c.**

——SPECIAL QUOTATIONS ON 5-gallon PAILS.

QUICK SHIPMENT.

— ALL —
ORDERS
SHIPPED
SAME DAY AS
RECEIVED

OUR PRICES ARE RIGHT.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS TORONTO.

United Kingdom to realise this, as information from this side, of course, is very often sceptically received, but there is no doubt that they have all overestimated stocks on this side.

Winnipeg.

Butter—Little, if any, fresh butter is coming in and orders from retail merchants are being filled from stocks on hand. Prices may probably advance. We quote:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25

Cheese—The cheese market is firm and present low prices may not be continued. We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

SMOKED MEATS.

Cured Meats—The cured meat market continues firm and active. Additional quotations will be found below. We quote:

Hams, sugar cured, assorted sizes	0 13½
" " heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 09
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15
" " spiced rolls, long	0 10
Manitoba butts	0 10
" " skinned	0 10½
" " boneless and rolled	0 11½
" rolls, boneless	0 11½

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 10
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	11 00
Standard mess pork, per bbl	16 00
Manitoba "	20 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Lard—We quote this week as follows:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. " "	1 80
" 3-lb. tins, per case 60 lbs.	6 00
" 5-lb. " "	5 85
" 10-lb. " "	5 70
Pure lard in bbls, per lb	0 08½

St. John.

Provisions—In barreled pork and beef, sales are very light. In pork prices are quite low. Local packers are offering freely. In beef, prices are unchanged. Smoked meats are quite firm. There is a good demand. In lard, market seems rather unsettled. Fresh meats have a fair sale. Domestic beef continues low. Lamb is freely sold, price steady. Veal is somewhat out of season. Mutton and pork are low. The Winter port steamers use a large quantity of fresh meat.

Mess pork, per bbl	$15 00	$17 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 05
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 06
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08½	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

BUTTER.

Butter—Prices are rather higher but quality must be good to command the best figure.

Creamery butter	0 20 0 22
Best dairy butter	0 18 0 19
Good dairy tubs	0 15 0 17
Fair "	0 12 0 14

EGGS.

Eggs are tending upward, strictly fresh stock high.

Eggs, hennery	0 25 0 24
" case stock	0 23 0 26

CHEESE.

Cheese is firm with a fair sale.

Cheese, per lb	0 10 0 11

Another Packing Industry.

The Wm. Davies Co., of Toronto, are about to begin business in Montreal on an extensive scale. The firm have made arrangements with the Union Stock Yards Co., of Montreal, for a site covering about three and a half to four acres, on which a packing house will be erected similar to the one the firm have in Toronto, but not quite so large. Along with the erection of this packing house the firm will open numerous branch establishments in Montreal and suburbs.

THE F. J. CASTLE CO.

LIMITED

WHOLESALE GROCERS

AND

TEA IMPORTERS.

Special attention paid to Lumbermen's Supplies

Samples and Prices on Application.

Sole proprietors of the celebrated

Wee McGregor Breakfast Food.

The F. J. CASTLE CO., Limited

OTTAWA, CANADA.

THAT

"There is always room at the top"

We Deny

The top position being at present occupied by

PURE GOLD JELLY POWDER

Joyfully Quick, Dainty, Sparkling, Appetizing

Hundreds of thousands of packages sold in 1904, and not a single complaint or package returned

Can You Find Any Grocery Staple to Match This Record?

Pure Gold Mfg. Co., Limited

TORONTO

XMAS TRADE POINTERS

When the Xmas Trade comes on with a rush you may find that you have overlooked to order some much-needed goods or underestimated your needs in others.

We are prepared to help you out in all lines and do it promptly.

We will fill all orders the day they are received.

Write, telegraph or telephone your rush needs and we'll hustle them on.

Look through your stock and see if you do not need some

Coffees, Extracts, Xmas Spices, Etc., Etc., Etc.

RETURNED
Dec 12 02
to Quinn
Cut Book No. 57
Page No. 57
draw

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

WHEN you have a really good article, put up in a convenient package, under a neat label, by a manufacturer who has a world-wide reputation, you have

An Easy Seller

That is what we claim for

LIPTON'S Fresh Fruit Jams

The best jobbers carry them;
NOW is the time to order.

THE CANADIAN SELLING AGENTS

J. N. CREED & CO.,
HALIFAX, N.S.
or **J. S. CREED, - MONTREAL.**
Room 525, Board of Trade Building.

GLUTEN FLOUR

A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.

Invaluable for Diabetes

It contians all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's Gluten Flour is put up in nice white cotton sacks. Trial size, 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.

The Robert Greig Co., Limited, Toronto.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Auctioneers.
Suckling & Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners', Hamilton.
Gillard, W. H., & Co., Hamilton.

Cans and Canisters.
Acme Can Works, Montreal.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dunn, W. H., Montreal.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.

Dairy Produce and Provisions.
Canadian Canners', Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Foreign Importers.
Little, Geo., Manchester, Eng.
Stokes Bros., Exeter, Eng.
Biermann, E., & Co., Cardiff, Wales.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co. Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa

Hides.
Page, C. S., Hyde Park, Vt.

Honey.
Petitt, Morley, Belmont,, Ont.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. N., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal,
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Greig, Jas. R., Montreal.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.
Myers Royal Spice Co., Niagara Falls, Ont.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co, Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto
Hamilton, Yeast Co., Hamilton, Ont.

INDEX TO ADVERTISEMENTS.

Accountants' Cards ... 70
Acme Can Works ... 7
Adamson, J. T., & Co. ... 59
Allison Coupon Co. ... 8
American Tobacco Co. ... 66
Auer Light Co ... 3

Balfour & Co ... 13
Barnard & Holland ... 53
Bates, Peacock Co ... 23
Bennett Mfg. Co ... 8
Biermann, E., & Co. ... 51
Black Bros. & Co ... 16
Blue Ribbon Tea ... 45
Bradstreet's ... 8
Braid, Wm., & Co ... 69
Brantford Starch Works ... 34

Calvert, F. C., & Co. ... 5
Canada Maple Exchange ... 61
Canada Paper Co. ... 59
Canadian Canners Limited ... 7
CANADIAN GROCER ... 7
Canadian Press Clipping Bureau ... inside back cover
Canadian Salt Co. ... 30
Canadian Swiss Trading Co ... 53
Capstan Manufacturing Co ... 3
Cassidy, J. L., Co ... 53
Castle, F. J., Co ... 26
Ceylon Tea ... 6
Chase & Sanborn ... 45
Christie, Brown & Co. . outside front cover
Clark, W ... 47
Coles Manufacturing Co ... 34
Colson, C. E., & Son. . inside front cover
"Commissioner" Tea ... 8
Common Sense Mfg. Co ... 23
Cowan Co ... 56
Creed, J. N., & Co ... 28
Cullen, Orlan Clyde ... 51

Davidson & Hay ... 15
Dawson Commission Co. ... 58
Dingle & Stewart ... 2
Dominion Molasses Co ... 5

Dominion Packing Co ... 20
Douglas & Ratcliff ... 30
Downey, W P ... 47
Duncan Company ... 8
Dunn, Wm. H ... 61
Dutch Chemical Works. . inside back cover

Estabrooks, T. H ... 24
Eby, Blain Co ... 25
Eckardt, H. P., & Co. ... 37
Edwardsburg Starch Co ... 71
Empire Tobacco Co. ... 64
Epps's Cocoa ... 47
Eureka Refrigerator Co ... 8
Ewing, S. H. & A. S. ... 72
Ewing, S. H., & Sons ... 2

Fearman, F. W., Co ... 20
Finkle & Ackerman ... 8
Fortier, J. M ... 66
Foster Pottery Co ... 2
Frontenac Cereal Co ... 62

Gibb, W. A., Co. ... 58
Gillard, W. H., & Co ... 10
Gillett, E. W., Co., Ltd ... 22
Gorman, Eckert & Co ... 28
Gowans, Kent & Co. . . outside back cover
Greig, James R. . . . . outside back cover
Greig, Robt., Co. ... 28

Heinz, H. J. Co ... 30
Hill, Evans & Co ... 3
Hudon, Hebert & Cie ... 41
Husband Bros. & Co. ... 58

James, F. T., Co ... 8
Japan Teas ... 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner" . . . . inside back cover
Klotz, E. W ... 53
Kinnear, Thos., & Co ... 14

Lake Huron & Manitoba Milling Co. . . 63
Lambe, W. G. A ... 2
Lamont, Corliss & Co ... 55
Laporte, Martin & Cie ... 43
Lawson, Reginald ... 2

Leonard Bros ... 19
Little, Geo ... 51
Lucas, Steele & Bristol ... 13
Lumsden Bros ... 57
Lytle, T. A., Co ... 3

Maiden, J. H ... 23
Marceau, E. D ... 9
Mathieu, J. L., Co . . . . inside front cover
Matthews, Geo. Co ... 22
Metallic Roofing Co. ... 51
Millman, W. H., & Sons ... 2
Milne, Chas ... 2
Montreal Maple Co ... 63
Mooney Biscuit and Candy Co ... 56
Morse Bros ... 12
Mott, John P., & Co ... 57
Myers Royal Spice Co ... 5

MacLaren's Imperial Cheese Co ... 14

McAlpin Consumers Tobacco Co 66
McCann Wm., Milling Co ... 63
McDougall, D., & Co ... 66
McGregor-Harris Co. ... 36
McLaren's Cooks' Friend Baking Powder . . . . . inside back cover
McLean, J. A., Produce Co. ... 22
McWilliam & Everist ... 58

National Licorice Co . . . inside front cover
Nicholson, Bain & Johnston ... 2
Nicholson & Bain ... 2
Nicholson & Brock ... 51

Oakey, John, & Sons ... 6
Oakville Basket Co, ... inside back cover
Ogilvie Milling Co ... 61
"Ozo" Co ... 49

Page, C. S. ... 51
Park, Blackwell Co ... 20
Payne, J. Bruce ... 65
Pettit, Morley ... 46
Pure Gold Mfg. Co ... 27

Rattray, D., & Sons ... 19
Reckett's Blue ... 70
Reid, Homer ... 59
Robinson O. E ... 59
Rose & Laflamme ... 10, 70
Row & Co ... 2
Rutherford, Marshall & Co ... 36
Ryan, Wm., Co ... 36

"Salada" Tea Co ... 34
Smith, E. D ... 56
"Sovereign" and "Lynx" Salmon . . 18
Stavanger Preserving Co ... 47
St. Charles Condensing Co ... 19
Stewart, A. J ... 57
Stokes Bros ... 51
Stringer, W. B., & Co ... 59
Suckling & Co ... 44
"Sugars" Limited ... 59
Sutton, G. F., Sons & Co ... 49

Tippet, Arthur P., & Co ... 1
Todd, J. H., & Sons ... 18
Toronto Salt Works . . . . inside back cover
Tuckett, Geo. E., & Son Co ... 65
Turner & Co ... 36
Turner, James, & Co ... 13

United Factories ... 55
Upton, Thos., & Co ... 15

Walker, Hugh, & Son ... 59
Walkerville Match Co. . outide back cover
Watt, J. L., & Scott ... 55
Wethey, J. H ... outside back cover
White & Co. ... 59
Wilson, C., & Son . . . . inside front cover
Wilson Commission Co ... 2
Wilson, W. H., Co. . . . . inside back cover
Winn & Holland ... 7
Wood, Thomas, & Co ... 10
Woods, Walter & Co ... 23

Salt Sense

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals—no matter that they are fine and small crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

The Canadian Salt Co., Limited, Windsor, Ont.

Dollars and Cents

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asest which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company — HEINZ — Pittsburgh, U. S. A.

57 VARIETIES.

Oysters AND Oyster Pails

The paper pail we make has a lid that won't come out, and won't let the oysters out, or the liquid out. It's the best pail by all odds ever made. You don't have to lend glass jars to your country customers if you have our XX Century Pail.

It's your move.

Douglas & Ratcliff, LIMITED, TORONTO.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. F. R. Munro.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. / Adscript, Canada.

NEW ADVERTISEMENTS.

Morley Pettit, Belmont, Ont.
Geo. Little, Manchester, Eng.

THE COUNTRY MERCHANT AND THE FARMER.

CANADA is an agricultural country and to the farming community the trader must look for hope and encouragement and profit. The merchants of the larger cities do not have the same occasion to reflect upon this fact because the large manufactories pour out their hundreds and thousands of patrons who are all of them buyers and none sellers. The country merchant, however, has it impressed upon him every business day in the year that without the farmer he could not do business. While in a general way the merchant acknowledges this dependence he does not pay enough attention to the farming business and its vast possibilities. He does not sufficiently encourage his country patrons in matters tending to improve the quality and to increase the quantity of their butter, eggs, cheese, etc., and thus to bring them better financial returns.

The more farmers deliver and the better the quality the more money will naturally be put into circulation over the store counters of the land. All merchants, particularly those in districts devoted to dairying and stock raising, should reflect upon this phase of their business and when, for example, it is noted that no less than $500,000 is lost yearly to the farmers of the Province of Ontario because out of $15,000,000 worth of bacon produced annually the percentage of sizable bacon is forty instead of zero, it should impress itself indelibly upon the trade that the greatest possible benefit must result to all parties concerned from encouraging the farmer to improve the quality of farm products.

PROLONGING NAVIGATION.

HERETOFORE a serious drawback to the shipping interests of Canada and her commerce has been the forced closing of the Port of Montreal about the middle of November, just at a time of considerable commercial activity. Although during many seasons the river is open even until the first of the year, the uncertainty of climatic conditions has created an uneasiness that renders ship owners unwilling to take any risk, by having out-going boats in the harbor after that date. Any assurance that the ice would be broken, in case of necessity, would change the view point of shippers to a degree of confidence regarding later boats. There is every likelihood of this assurance being merited, as the Canadian Government has provided two ice-breakers, the Champlain and the Montcalm, the latter having arrived at Sydney from the Clyde only this week. They are built after the style of the well-known Russian ice-breaker, the Ermack, operating in the Baltic Sea. The result of their operation is of unusual importance to the commerce of Canada.

A unique experiment is now under way, the outcome of which will be watched with the deepest interest in this country. It is none other than the sending of a coal boat up the St. Lawrence to Montreal after the 1st of December, to return when its cargo is discharged. The steamship St. Helen, with twelve hundred tons of soft coal, left Sydney early in the week and is being escorted from Quebec by the ice-breaker Champlain. Although the weather is not unusually cold at present, there is considerable frost, and it is conjectured that the Champlain will have ample opportunity of testing its worth before the St. Helen has cleared and is safely dawn stream past Quebec. The successful outcome of the experiment means that Fall navigation will be prolonged a month at least. If this is effected it follows that the ice-breakers will be able to open up the river a month earlier than if it were left to nature, and by clearing a channel early will prevent ice jams and incidentally remove any danger of floods in the vicinity of the St. Lawrence.

Two months additional commerce to the Port of Montreal is worthy of more than a passing thought. Not only will the city be directly affected by the prolonged season of trade, but the whole of Canada westward. Another month will be granted for shipping grain and other produce from this Canadian port, and a month earlier than usual trade will resume activity. It is a little early to speculate until after the feasibility of the experiment has been proven beyond doubt. However, the prospects for success in this direction are bright enough to discredit failure, so that it is safe to prophesy that Canada is about to benefit by what is possibly the greatest physical aid to her commerce that could be devised.

FROZEN CANNED GOODS.

A SUBJECT of interest to the grocery trade at this season of the years is that of frozen canned goods. The setting in of the cold weather is always accompanied by extra activity in the shipping of canned products such as corn, peas, tomatoes, etc., and from the packer down to the retailer there is more or less of disquietude until stocks are safely housed. Why this should be so does not appear to be reasonable of explanation. No doubt Canadian merchants dealing in this class of goods have been so long accustomed to dreading possible damage by frost that they have accepted without close investiga-

tion, the reports of damage as incontrovertible.

It seems, however, that there is not so much cause for fear as is generally entertained by the trade, and some of the largest jobbers in Canada who have studied the question closely are of the confirmed opinion that there is nothing in this frost question and that in actual experience frozen canned goods are just as good and salable as those not affected. There is no doubt that "frozen canned goods" are very often put forward as an excuse for the cancellation of orders or for the obtaining of rebate on price due to the dealer having either purchased too heavily or at too high a figure. The packers primarily are guilty of using it as a subterfuge to clear out contracts and unload on the jobber, and the jobber on the retailer ne c'est pas? It is a well-known fact that nearly every jobber, and for that matter every retailer in the country, either stores his canned goods in the cellar or in warehouses where there never is the slightest degree of heat from one year's end to the other and where in many cases the temperature is always at freezing point. In the northern and western portions of Canada one would suppose that the warehouse temperature during the Winter months is continuously below freezing point, and yet it is a fact that fewer complaints come from the trade in those sections than from Ontario and Southern Quebec points.

The freezing of the goods is rather a preservative of their quality and if proper care in handling is exercised, the retailer need not worry about any damage. It is often the case that the sudden transition from an extremely cold warehouse to the hot temperature of the store will produce an expansion in the tin through the loosening of the gases in the product, and cause trouble, but if the goods are handled with proper care, and temperature be considered, there will be fewer complaints of frozen goods. If the goods are properly packed and air-tight there need be no fear of damage from frost, it is rather the heat that should be dreaded.

ST. JOHN AS WINTER PORT.

NOW that navigation has closed on the St. Lawrence it is interesting to note the volume of trade finding outlet through our Canadian Winter ports.

It has been the delight of croakers at home and abroad to assume that Canada is dependent upon the United States as an outlet for her products during five months in the year. Nothing could be farther from the truth. There are no better harbors in the world than St. John and Halifax, while with slight difficulty Sydney could also be kept open 365 days in the year.

St. John is inconvenienced to some degree owing to the extreme rise and fall of the tide there, but even this fact is not altogether without its advantages for at the market slip St. John has practically a dry dock. A vessel can run in here at high tide, discharge her cargo, have her hull cleaned while the tide is out and get off with the next high tide. The huge C.P.R. elevator at St. John has drawn large quantities of grain to this port of late years and the value of goods exported through the port of St. John during the Winter season of 1903-4 reached the gratifying sum of $15,745,301.

A Winter port statement issued by the St. John Board of Trade covering the season 1903-4 gives the following interesting details:

WINTER PORT STATEMENT, 1903-4.

Number of boats to U. K., 92; South Africa, 4; West Indies, 11; total 107.

Grain.	Bags.	Bushels.	Value.	Total value.
Wheat	....	3,020,719	$2,653,536	
Oats	1,974	452,237	204,022	
Barley	420	125,158	67,984	
Peas	2,298	91,955	67,360	
Corn	5,148	61,432	32,552	
Buck wheat	400	....	362	
Beans	112	....	560	
	10,352	3,751,551	3,026,876	$3,026,876
10,352 bags estimated at 3½ bush. per bag		36,232		
		3,787,783		
		Packages.		
Flour and meal		265,513		$1,342,780
Live stock.		Number.		
Cattle		25,399	$2,058,928	
Sheep		20,953	152,945	
Horses		16	1,600	
		46,368	$2,213,473	$2,213,473
Lumber.		Spl. ft.		
Deals, boards, etc		24,631,677	$ 710,399	
Other lumber			280,272	
			$ 990,671	$ 990,671
		Tons.		
Hay		12,344		$ 127,294
		Packages.		
Cheese		163,574	$1,358,914	
Butter		9,068	95,896	
Eggs		84,866	23,432	
Meats		35 337	3,364,367	
		292,845	$4,842,609	$4,842,609
		Bales.		
Wood pulp		8,414		$ 34,468
		Packages.		
Lard		191,425	$ 850,043	
Manufactures		113 539	640,047	
		306,964	$1,490,090	$1,490,090
		Barrels.		
Apples		67,419		$ 170,590
		Packages.		
Apples		169,042		$1,006,450
Total				$15,745,301

A WARNING TO THE TRADE.

IT does not often fall to the lot of The Canadian Grocer to warn its readers against individuals seeking to prey upon legitimate trade. Such "sharpers" have been the exception so far in Canadian business circles, and in order that their existence even yet may be attended with a maximum of risk we lose no time

in giving publicity to a case in point which has arisen in the Province of Quebec.

It is alleged that a man going by the name of McKenzie, under pretence of carrying on a general mercantile business in New Richmond, has for years been in the habit of ordering goods wherever credit was procurable, and of having the same shipped either to himself or his son. On arrival the goods are turned into a store under the management of Mrs. McKenzie. No one of the three is liable for a cent according to law, which makes it practically impossible for creditors to obtain justice or satisfaction once goods have been turned over into second hands.

Several claims have been filed but it has been found that the expense of taking proceedings and forcing the matter to an issue was greater than the claims would warrant. The attitude of wholesale houses that have been "gouged" seems to be to let the thing go by default, at the same time resolving not to be "gouged" again. It hardly seems fair, however, that the trade press of Canada should not seize the opportunity of giving publicity to a practice which if allowed to continue must be prejudicial to the trade and commerce of the nation.

THE LATE ADAM WEIR.

The Canadian Grocer is indebted to Col. Weir of the St. Lawrence Starch Co., Port Credit, Ont., for the accompanying biographical sketch and portrait of his uncle, the late Adam Weir, whose death occurred in Toronto several weeks ago:

Mr. Weir was a son of the late Adam Weir, Sr., of Puslinch, Ont., and is survived by four brothers, Thomas and John, both residing at Puslinch; Charles, now in the General Hospital, Guelph; William, living at Galt: and two sisters, Mrs. Little, of Teeswater, and Mrs. Harper, of Markham. When quite a young man Mr. Weir entered mercantile life in Guelph with the Osborne Sewing Machine Co., and later became a member of the late firm of Massey, Weir & Bryce, wholesale confectionery and biscuit manufacturers. He subsequently became a partner in the grocery business with Mr. H. Loch, under the name of Loch, Weir & Galbraith. His next business connection was with the Christie, Brown Co., Toronto, for whom he traveled twenty-five years, until 1900, when he was compelled to retire owing to ill-health. Mr. Weir will be much missed in retail grocery circles as he was widely and favorably known all over Canada.

WHY SUGAR IS DEAR.

In last week's issue The Canadian Grocer referred editorially to a speech delivered in England by Sir Henry Campbell Bannerman, in which he said the colonial preference was to be blamed for the present abnormally high price of sugar. Those of our readers who are making a study of the sugar situation will be interested in the following statement taken from Czarnikow's London, Eng., weekly sugar report, dated Dec. 1, 1904.

The very large shortage in the European beet sugar crop and the quite natural increase in prices has given rise in our newspapers to a great deal of adverse comment against the Brussels con-

The late Adam Weir.

vention; people who disregarded all warnings about the exceptional drought in Europe, which made the rivers run dry, are now blaming the Brussels gentlemen for it, and affect to think that the rise is all the work of a ring of speculators who hold up the limited supply in convention countries, whilst the non-convention states are brimful of sugar, and prevented from selling it to us at pre-convention prices. It is possible that these people in the trade honestly believe in their fallacies, though they might know better from statistics and quotations accessible to them every day, but when outsiders, who apparently know nothing about it, take up the cry and authoritatively write to the papers in ignorance and wrath, attacking persons, measures and situations which they do not understand, then the farce becomes grotesque. They say Russia is full of sugar, whereas she has a deficiency in production of 250,000 tons, and including accumulated old stocks, has not as much as last year; she is supposed to have sold at 9s 7d in Switzerland, which was at a time when German sugar was to be had at very little more, and at the present moment her export prices are within a moderate fraction of convention countries. Everybody in the trade knows that since Russia passed the law giving each fabricant a share in the home trade proportionate to its production plus old stock, the Russian export trade was not worth running after, as old stocks were kept back to obtain a larger allotment; the production is expensive, as the yield per acre is barely half of that of Germany or Austria, the distance is great, and the factories ridiculed the idea of providing our confectioners at pre-convention prices; they principally sent some consignments just before our door closed, because they expected a big rise here, which did not take place.

Since then they have, notwithstanding their stocks, only moderately supplied their Mediterranean and eastern customers at almost convention prices, allowing other sugars to come here, and they are doing so still. If anybody tried to buy fair quantities below the world's prices he would soon find out the impossibility of succeeding. Argentine, too, sends sugar to Canada, and causes other sugar to come here; besides, the crop there is barely sufficient this year to cover home requirements. The convention raised raw beet from 6s to 9s, but as soon as root contracts for present crop were debated, the quotation for October-December, 1904, ranged from 9s 6d to 10s. There was thus more inducement to sow after the convention than before, the sowings in fact were within a few per cent. of last season, and it is on wind and weather only that angry critics will have to empty their ink pots. What they overlook entirely in their contemptuous references to cane and to the West Indies, is that the convention has given up this season 400,000 tons more cane, and but for a bad season in Mauritius—not yet traced to the convention—the excess might have been nearer 500,000 tons. Without these we might be, Heaven knows where; production is thus more evenly distributed over the world, including our own colonies, freeing us from the bondage of temporary state-made supplies, and if the continental working man is able to get sugar at a more natural price, thus increasing its consumption, that is a remedy which was loudly called for in this country during the severe pre-convention crisis. The convention itself need not be ashamed of it, though it did not touch the excise duties, and the old system, which led to prices for home consumption in countries of production on the Continent of 300 per cent. of its natural value, would not have lasted much longer, anyhow; on the other hand, French operators already hope the agitation for abolition of English duties will succeed, and that they will reap the benefit.

CLOSED ON HOLIDAYS.

Hudon, Hebert & Co., Montreal, will be closed on Christmas Monday, New Year's Monday, and Jan. 6. All travelers will be off the road from Dec. 23 to Jan. 7.

There's Money in This for YOU!

For no other common sense reason than that it has an established reputation for selling readily, day in and day out, without resistance. There's no shrinkage, no waste, no deterioration. It makes the Tea Department of your business immune from the attacks of the fiercest competition.

Surely this is comforting and profitable.

Sealed Packets Only.
Black, Mixed or Natural Green.

Wholesale Terms on Application.

"SALADA" TEA CO., Toronto and Montreal.

COLES Electrically Driven Coffee Mills.

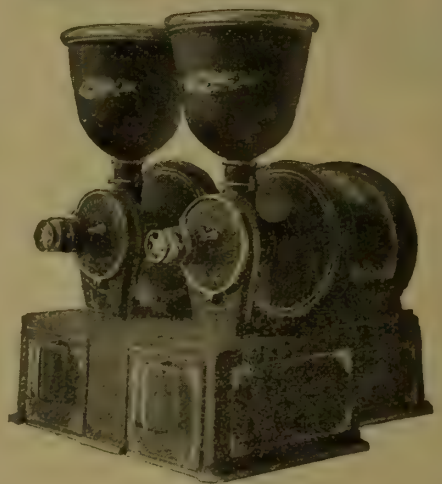
GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing ear of grinders and s v ing current.

Our Grinders Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute. Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

Lily White Gloss Starch

stands out well in your stock. It will catch your customer's attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-pound drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock?

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Dec. 15, 1904.

Groceries.

BUSINESS among the jobbers during the week has been on the quiet side. Retailers have in a large measure stocked themselves with their requirements, and it is not expected that much active business will be done between now and the end of the year. Orders will be mainly for such lines of fruits and holiday requirements as have been insufficiently ordered. Moreover, as is always the case now, buyers are looking forward to stock-taking time, and closing up of books for the year. Jobbers are also doing little heavy buying for similar reasons, and trade consequently is tapering off. Comparisons with last year's trade are in favor of better Fall and Winter orders, and as reports from travelers are optimistic as regards the coming year the trade has a confident tone.

The feature of the week is the strong position of sugar, and the advance of 20c per 100 lbs. since last issue is accepted as a precursor of still higher prices in the near future. The statistical position is certainly a strong one, and warrants careful consideration on the part of the trade. Coffees are also showing a strong front, and reports from Brazil and Santos would indicate an advance. Spices maintain their firm position and tone, though locally there is not much activity noticeable. Foreign dried fruits are unchanged. Valencias seem to be weakening, and low quotations are being offered on certain grades. California navel oranges are arriving more freely, are in excellent condition both as regards color and maturity, and are meeting with ready sale. In fact it is stated that they are in better condition in every respect than has ever been the case in this market. Sorrento oranges and Jamacias are also in good favor with the trade. Almeria grapes are in good demand. The condition of the fish trade is most satisfactory, the cold weather and the special fast days of this and next week are stimulating trade. Syrups and molasses, particularly the former, are showing good demand. A slight advance is noted in Barbadoes molasses. Maple products are in increasing favor, and more attention is being paid to these goods than appears to have been the case in former years. The tea market shows a quiet condition, little heavy trading being done, though the general tone of the market is firm. Ceylon and Indian greens are given out as stronger, and cable advices from Calcutta note an advance of a farthing. Some trading has been done in low grade Japans, presumably on a speculative basis. Christmas goods, such as figs, dates, nuts, layer raisins, are interesting and fair demand prevails. Butter and cheese are showing some little better tone, and the former particularly seems to warrant following. Export orders are comparatively light, and the foreign buyers are still somewhat chary in paying demands of holders on this side, but it is expected that when the conditions are thoroughly judged a resumption of a more pronounced character will result abroad. Poultry is coming in fairly well though the high price asked by country dealers for Christmas turkeys in restricting orders. Ordinary stock is in fair supply and selling well.

SUGAR.

The sugar market still continues interesting, and prices have been advanced 20c per 100 lbs. since last issue, making extra granulated $5.35. St. Lawrence Sugar Refinery is asking $5.45. The tone of the foreign market is decidedly strong, and from the statistical position it may be assumed that a still further advance may be looked for.

Granulated, bbls.	$5 35
" ½-bbls	5 50
" bags	5 30
Paris lump, boxes and bbls.	5 85
" ½-boxes and ½-bbls.	5 95
Extra ground, bbls.	5 75
" " 50-lb. boxes	5 95
" " 25-lb. boxes	6 05
Powdered, bbls	5 50
" 50-lb. boxes	5 70
Phoenix	6 25
Bright coffee	5 15
" yellow	5 05
No. 3 yellow	5 10
No. 2 "	4 75
No. 1 " bbls.	4 75
No. 1 " bags	4 70
Raw Trinidad	3 90
Trinidad crystals	4 05

SYRUPS AND MOLASSES.

Barbadoes molasses is reported somewhat higher this week. Stocks are not moving rapidly, as most of the orders have been filled before the close of navigation. In sugar syrups there seems to be a better demand going among the trade, as is usual at this season of the year.

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Local trade maintains a firm tone. New York markets are reported as continuing active. Some strong speculative buying was noticed, mostly on account of interests looking to supply themselves with their future requirements. Santos advises the crop was growing irregular, and that picking will be difficult without a heavy loss. Receipts also show diminution. This has had a tendency to hold up the market.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

Business has been very quiet in all kinds of spices during the week. The market is firm. In New York the market is reported fairly active. Indications are that peppers, particularly white pepper, may advance shortly. Nutmegs are in fair demand, and prices somewhat higher. Cassias are dull.

	Per lb.
Peppers, black	0 18 0 22
" white	0 25 0 30
Ginger	0 15 0 24
Cloves, whole	0 22 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

TEA.

There has been an improved tone noted in the local market during the week, and firmer prices are asked for Ceylon and India green, as local stocks are getting to be exhausted. Young Hysons and Gunpowders are firm, with some inquiries. Cables at hand from Calcutta report an advance of a farthing in India greens. There has been but little doing in Japans, though in one quarter it is reported that some speculative buying has been done.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

CANNED GOODS.

The canned goods business is in a very quiescent condition at present, and there is practically very little of importance to note. Some 2,000 cases of American pack tomatoes have been sold on the market through brokers, at prices anging from $1.12½ to $1.20. Canned fruits are not in such demand as might be expected. Reports from British Columbia to brokers show firm prices for salmon. Some B. C. fresh herrings are being offered in cases of four dozen, which could be retailed at 10c. These goods are very handsomely put up, and it is altogether likely that a good trade will be built up for same.

Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.	
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s 3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50

IS IT A
RUSH
ORDER?

McGREGOR'S
JAMS, PRESERVES, MARMALADES AND CONFECTIONERY

Entrust it to us.
You will know, too, that the goods will be the best.

McGREGOR-HARRIS CO.,
Limited.
33 Pearl St., TORONTO

Turner's Flavoring Extracts

Unequalled in quality and strength.
Well established on the market.
All who use them duplicate orders.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Green Fruits.

The market generally is fair. California navel oranges are selling very well on account of the good condition in which the fruit is arriving. It was remarked by an importer that his firm had never seen California oranges arriving in this market in such good condition, both as regards color and mature fruit. Three thousand boxes or Sorrento oranges were sold at the fruit auction on Monday, prices ranging from $1.40 to $1.90. Two cars of Mexican oranges brought from $1.65 to $1.90, and several cars of Jamacias from $1.90 to $2.10. Valencia oranges for the Christmas trade are expected this week. Prices will range for ordinary 420s, from $3.75 to $4; large 420s, from $4.50 to $4.75; 714s, from $4.75 to $5. Malaga grapes are selling quite freely and are in good demand at $5.50 to $6.50. Second tide dates are selling at 4c, and a good trade is being done. Cranberries advanced 50c during the week, and higher prices are looked for. Cocoanuts advanced 60c per bag, and higher prices will undoubtedly follow on account of the small crop in Jamaica, and a good demand for same in the U. S.

Cocoanuts, per bag of 100	4 50
Pineapples, 24 to case	4 00
30 to case	3 50
Cranberries, finest dark	8 50
" dark	7 50
" 25 quart boxes	2 25
California Winter Nellis pears	3 50
Jamaica oranges, per bbl.	4 50 5 00
" " per box	2 50 2 75
" grape fruit, per box	3 50 4 00
Florida oranges, per box	3 50 4 00
Florida grape fruit, per box	4 25 4 50
Mexican oranges, per box	2 25
California naval oranges, per box	3 50
New Messina lemons 300's	2 75
" " 360's	2 25
Bananas, large bunches, crated	1 25 1 50
Bananas, 8s, per bunch, crated	1 00
Apples Winter varieties	2 00 3 50
Sweet potatoes, per bbl.	4 25
Grapes, small baskets	0 15 0 20
" large "	0 25 0 30
Canadian Catawba grapes, per basket	0 25 0 30
Almeria grapes, per bbl.	5 50 7 00
Spanish onions, case	3 25

Foreign Dried Fruits.

Currants—No change to report this week.

Valencias—Stocks have been fairly well distributed, and there has been some inquiry for spot stock of layers, which appear to be about exhausted.

Nuts—The only change noted is a slight easiness in shelled walnuts.

French Peanuts—The demand is still maintained, and has the effect of keeping the French market in its previous firm condition.

Dates—Recent London cables quote Hallowees slightly easier for second tide. The quality is reported to be fine.

Figs—Comadras—The market is almost bare of this article, which can now be imported at about the last quotation, notwithstanding the increased trade, the reduction in f.o.b. prices being about equivalent to the increased freight. Stocks generally of all kinds of dried fruits are in small compass, buying this season having been smaller than usual.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05 0 06
Selected, per lb.	0 06½
Layers "	0 07 0 07½

DATES.

Dates, Hallowees, per lb	0 04 0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 13½
Peaches "	0 10½
Pears "	0 13

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
" " Quarter boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " Boxes	3 50
"Excelsior Windsor Clusters	4 50
" " ⅛s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 "	0 06½
" " 4 "	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned	0 04½
Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	00 5½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 08
" " 1-lb. carton	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 25
12-oz. boxes	0 06½ 0 07

NUTS.

Grenoble walnuts	0 12½ 0 14
Tarragona almonds	0 13
Sicily filberts	0 11
Shelled walnuts	0 20
Marbot Walnuts	0 10 0 11
New Brazils	0 15 0 16
Jumbo pecans	0 14
Large "	0 12½

fact that the laboring man can buy 3 cans of peas for 25c, whereas only 2 cans of corn or tomatoes are procurable for this price. There has, however, been a marked improvement in the consumptive demand all round, going to show that Canada is enjoying a period of unwonted prosperity. Canned fruits, fish and meats are quiet and without special feature. We quote the following prices :

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 37½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup 2's		1 57½
" preserved, 2's		1 75
standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" 3's		1 90
" gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats. 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SYRUPS AND MOLASSES.

Syrups and molasses have been quiet during the week under review. New Orleans is steady at an advance in quotations, which extending over the last two months has meant an item of from 1 to 2c. Trade on the whole is expected to be quiet until after the holidays. No West India molasses is to be had in primary markets at the present time, and samples of new crop Barbadoes will not be available until March, 1905. Our quotations are as follows :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

A satisfactory volume of trade in coffee is reported for the week. The firm price of Rios continues, with indications pointing to an advance, and at the same time retailers report a steady trade. Prices in New York advanced from ½ to ¾c within the week. Jobbers report business quiet with buying spasmodic and comparatively small in volume.

According to the views of some of the trade Europe has allowed herself to drift into rather a delicate position by her comparatively light purchases thus far this season of Brazil coffee. The stock of coffee in sight for Europe on December 1 was about 1,500,000 bags smaller than on the same date last year, and about 1,000,000 bags less than on opening of the crop year. Europe for the crop year from July 1st to December 1st had delivered for consumption 4,120,000 bags. The total consumption of Europe for the last two previous years was 9,280,651 bags in 1903-04 and 9,118,621 in 1902-03. Conditional that Europe will take the same amount of coffee for consumption this year as in the past two, there remains 5,000,000 bags to be delivered for the remaining seven months of the crop year December 1st, 1904, to July 1st, 1905. The amount of Rio and Santos coffee marketed to December 1st was about 7,000,000 bags, and taking the estimate of 9,500,000 bags as the total yield of the present Rio and Santos crop, this leaves only 2,500,000 bags to come forward for the seven remaining months of the crop year. The amount of other kinds of coffee received in the United States and Europe from July 1st, 1904, to December 1st, 1904, was 1,800,000 bags. The yield of the coffee crops of the world other than Rio and Santos for the present crop year is estimated at 4,500,000 bags; therefore, leaving 2,700,000 bags to come forward for the balance of the crop, and with the remaining supply of 2,500,000 bags Rio and Santos coffee estimated to be received the balance of the crop year, makes a total supply of 5,200,000 bags, or an excess of only 200,000 bags over Europe's indicated requirements for the same period. As the American market will continue a buyer of coffee, indications are that Europe will have to make further inroads into her stock to meet her requirements. This well-informed members of the trade are inclined to believe she cannot do without advancing prices to a higher basis.

Our quotations are as follows :

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6		0 10½
" " No. 5		0 11
" " No. 4		0 11½
" " No. 3		0 12
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

That tea is one of the quietest departments in the grocery trade at the present time is reported by jobber and wholesaler alike. The market will in all probability brighten up after the new year, when wholesalers are looking forward to increased business. We quote the following prices :

Congou—half-chests, Kaisow, Moning,	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 25
Orange Pekoes	0 23	0 30
Pekoes	0 19	0 25
Pekoe Souchong	0 15	0 17
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 35	0 39
Choice	0 32	0 37
Finest	0 28	0 30
Fine	0 25	0 28
Good medium	0 20	0 22
Medium	0 18	0 20
Good common	0 19	0 20
Common	0 14	0 15

SPICES.

Trade in spices this week is quiet and without special feature. We quote the following prices :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

There is nothing of special interest in rice and tapioca unless it be the fact that large quantities of U. S. rice will probably find a market here during the next few months on account of overproduction in that country. Our quotations are as follows :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat		0 04½
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

SUGAR.

The course of the market during the week has been variable. Shortly after we went to press last week the anticipated reduction in European beet estimates was received, viz.: Germany, 45,000 tons; Austria, 40,000 tons; France, 70,000 tons; Russia, 60,000 tons; a total of 215,000 tons, which with the reduc-

tion of 20,000 tons in estimate of Belgian crop made December 2nd, brings Mr. F. O. Licht's estimate of all Europe to 4,715,000 tons, against the actual outturn last campaign 5,852,043 tons. The effect of this reduction in estimates of 235,000 tons was soon evident, beets jumping from 14s 3d to 14s 6d for December shipment, 14s 7 1-2d for January. New York also responded promptly, large sales of Cuban centrifugals transpiring at a full eighth advance on previous transactions. On the 8th, 50,000 boxes Cubans for January-February shipment were purchased at 3 3-8 c. and f. Since then fully 275,000 bags for January, Janury-February, and January-March shipments were placed with U. S. refiners at 3 1-2c c. and f., equal to 4 7-8c duty paid.

We also note further sale on the 8th of 2,500 tons Demerara centrifugals to Canadian refiners at 3 1-4c c. and f. New York, which was 3-16 above New York parity for these goods on that date.

Since the above large transactions, the market has taken an easier turn, and Europe is reported weak, with business at lower prices, beets declining to 14s 5 1-4d to 14s 4 1-2d and 14s. There was no apparent reason for the break in Europe, unless it was that the market expected a further reduction in the factory estimates of 100,000 tons, or say from 4,630,000 tons to 4,530,000 tons; but as the fabricants have made no change in their previous figure, the bulls seem to have been disappointed, and as they had fully discounted the possible effect of a further decrease, which has not materialized, it will be readily understood why the decline has taken place. In addition to this, cables from Cuba report that there are now 45 central factories in operation, indicating that the making of the crop is in full swing, fully two weeks ahead of last season, and reports say that there is cane enough in the fields for 1,400,000 tons sugar. These factors combined have had a depressing effect on the market, and at the moment all buyers are withdrawn. The opinion is expressed, however, that there need be no change in Willett & Grey's estimate of the Cuban crop of 1,200,000 tons, as it is well known that Cuba never grinds all the cane in the fields, the work usually being interrupted by unfavorable weather conditions.

The earlier advices had their effect upon refined prices, both here and in the U. S., two advances of 10c per 100 lbs each taking place, and New York net basis is now $5.50 for granulated, while here quotations are firm on basis of $5.43 Toronto for extra standard granulated.

Receipts at three Atlantic ports for week ending December 6th were light, viz., 9,159 tons, with meltings of 27,000 tons, and total stock in all hands of 111,214 tons.

Combined stocks of Europe and America at latest uneven dates were 1,805,464 tons, against 2,431,612 tons last year, decrease now being 626,148 tons.

We revise quotations below as follows:

Paris lumps, in 50-lb. boxes	6 08
" in 100-lb. "	5 98
St. Lawrence granulated	5 43
Redpath's granulated	5 43
Acadia granulated	5 43
Berlin granulated	5 38
Phoenix	5 33
Bright coffee	5 23
Bright yellow	5 18
No. 3 yellow	5 13
No. 2 "	4 93
No. 1 "	4 83

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Foreign Dried Fruits

The Christmas trade in foreign dried fruits continues to be the chief item in the grocery trade. Owing to lateness in arrival of fruit, the shipping of orders for the holiday trade will not be completed until the middle of next week. On the whole the fruit trade this year has been satisfactory with the exception of Valencia raisins and other fancy table fruit such as dates and figs. In ordinary varieties of dried fruit, however, the volume of trade was never better.

A cable from Denia, dated Tuesday, Dec. 13, says that stocks of Valencia raisins in Spain have been reduced to about 80,000 boxes. As the average crop of Valencias is estimated at 2,300,000 boxes, it will be seen that there is only a very small percentage left. The cable also states that an advance in the market is expected, and that the low price of Valencias has resulted in a lively demand in Spain. The feeling locally is decidedly easier, and although there has not been any cut so far for immediate delivery The Canadian Grocer predicts that fine select Valencia raisins will be obtainable after the new year as cheap as 5¼c.

The currant market continues strong. During the past week trade has been more or less inconvenienced owing to the late arrival of the steamer Jennie in New York with Christmas supplies, a thing almost without precedent in the history of the trade at this season of the year, when stocks are usually plentiful.

California prunes, large and small sizes, are reported scarce. Apricots and evaporated peaches are scaree and high in price. The rumor as to shortage in candied peels last week has been confirmed. It appears that the trade was overloaded last season, and on that account did not buy so freely this year, with the result that the requirements of the market were underestimated. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 18
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 06½	0 06½
Off stalk		0 05½
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04½	" new choice		0 09½

FOREIGN NUTS.

There is a strong demand for all varieties of nuts. Shelled almonds, Marbot walnuts and filberts are scarce. Shelled walnuts are quoted low in comparison with nuts in shell. Next arrivals of almonds are expected about the first of the year. Cocoanuts are scarce, and there is a fair inquiry for peanuts. During the week English cobnuts have arrived on the market and are selling at 20c per lb. Prices are firm, and although they are not expected to advance no decline is anticipated. Our quotations are:

Peanuts, green, Virginia, per lb	0 08	0 10
" roasted "	0 10	0 11
" Spanish, green, per lb		0 09
" " roasted, "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
" Marbots	0 10½	0 11
Filberts, per lb	0 10½	0 11
Pecans, per lb	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack		4 00
Italian Chestnuts, per lb	0 11	0 12

DRIED FISH.

There is practically no change in the dried fish situation for the week, excepting a scarcity of white fish, which are reported to have been largely shipped to United States markets. Increased business in dried fish is sure to come now that the cold weather has begun in earnest and as soon as the holiday season is over. We quote the following prices:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06½
Labrador herring, per bbl	6 00 6 50
" " per ½ bbl	3 25 3 40
Scaled herring	0 14
Salmon trout, per keg	6 00

BIRD SEED.

Trade is quiet and prices continue unchanged. The outlook is for a quiet market with unchanged price list. Our quotations are:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07

EVAPORATED APPLES.

Evaporated apples are quiet and selling at 5½ to 6c. Increased trade in this article is not expected until January or February of next year.

Country Produce.

EGGS.

The mild weather of a week ago has resulted in a brightening up of the market. The season for exporting has about closed, and more attention will be paid to pickling from now on. Our quotations are:

Eggs, fresh gathered	0 22	0 23
" fresh	0 20	0 21
" pickled	0 19	0 20

MOST DELICIOUS COMBINATIONS OF DAINTIES

ALEXANDER CAIRNS & SONS

St. George Preserve Works - - - - - - PAISLEY, SCOTLAND.

MARMALADES

JAMS AND JELLIES

Patent air-tight cap, 1-lb. glass. Cases 2 doz.

Marmalades

Pure Scotch Orange	$1.60
Finest Home-Made Orange	2.10
Tangerine Orange	2.10
Pineapple	2.20
Ginger	2.20
Green Fig	2.20
Green Fig and Ginger	2.20
Ginger and Pineapple	2.20

Fine Scotch Jams

Strawberry	$2.10
Raspberry	2.30
Assorted	2.10

THE ASSORTMENT CONSISTS OF:

3 Strawberry	3 Red Currant
3 Raspberry	3 Black Currant
3 Gooseberry	3 Greengage
3 Apricot	3 Raspberry and Red Currant

Pure Scotch Orange Marmalade, cases 12/7 lb. tins....$7.00

Bramble Jelly, from the Scottish Highlands, 1-lb. Stone Jars, cases 2 doz..... 2.00

The delicious flavor of the Wild Bramble is fully brought out in this Jelly by judicious addition of a small quantity of other fruit juice.

Cairns' Bramble Jelly is a specially fine Preserve. Indeed, it is quite unique and there is sure to be a large Scotch population in Canada who will appreciate it. It is superior to Preserves made from ordinary fruit. It is manufactured from Wild Brambles.

Quantities of 5 cases or more, one kind or assorted kinds, 5 per cent. Trade Discount.

TERMS:—F.O.B. Montreal, Net 30 Days or 1% 10 Days.

Sole Agents for the Dominion of Canada:

HUDON, HEBERT & CIE.

Importing Wholesale Grocers and Wine Merchants.

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

HONEY.

Conditions of trade continue unchanged. Our quotations are :

Honey, extracted clover, per lb	0 08	0 08½
" sections, No 1, per doz	1 90	2 25
" " No. 2, "	....	1 65

BEANS.

A good demand from Europe has changed the conditions of the market, and owing to the scarcity a stronger advance than what has already taken place is anticipated. During the week hand-picked advanced 5c per bushel. We quote the following :

Beans, handpicked, per bush	1 60	1 65
" prime, No. 1	....	1 45½
" prime, No. 2	....	1 35
" Lima, per lb	0 07	0 07½

SEEDS.

Foreign buyers have made no advances and trade is quiet. Prices continue unchanged. Our quotations are as follows:

Alsike clover, per bush	3 50	6 75
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

Green Fruits.

Trade has improved during the last week, all orders now calling for Christmas goods. Oranges are causing the best inquiry. During the week four cars of Southern California navels have arrived in Toronto. Florida oranges arriving are showing considerable waste and are undesirable for holding any length of time. The season for Jamaica oranges is drawing to a close. Valencia oranges are pale in color and receipts are considerably lighter than in previous years.

Lemons are reported scarce and have advanced. The banana trade is quiet, it being a bad season for this fruit. The cold weather is affecting the fruit. Unusually large supplies of grape fruit are arriving, a good trade having been worked up as this article becomes better known.

The demand for Almeria grapes continues active. Shipments arriving show some waste, the first reported this season.

A good inquiry for cranberries is noted. Early blacks have been removed from the list as their season has ended. Budd's long keepers, although higher in price, have the preference over Late Howes. Seven cars of holly have arrived on the market during the last week, which it is thought will be enough to supply the trade this season. Prices are firm and are expected to remain so till after the holiday season. We quote the following prices :

Jamaica oranges, per bbl	....	4 50
" " per box	2 50	2 75
Jamaica grape fruit, per box	3 75	4 00
Florida oranges, per box	3 25	3 75
Florida grape fruit, per box	4 00	4 50
Florida tangerines (half straps)	....	3 00
Florida pineapple, per case	3 50	4 00
Mexican oranges, per box	....	2 50
California navel oranges, per box	3 00	3 50
" ordinary	4 25	4 50
" large	4 20	5 30
" 714's	5 00	5 25
New messina lemons, 300's, per box	2 50	3 00
" " 360's, per box	2 25	2 75
Bananas, large bunches, crated	1 25	1 50
Bananas, 8's, per bunch, crated	0 75	1 00
Apples, Winter varieties	2 00	2 50
Sweet potatoes, kiln dried, per bbl	....	5 00
Almeria grapes, per bbl	5 00	6 25
Cape Cod cranberries, late Howes	9 25	9 50
" " Budd's long keepers	....	10 00
Smyrna figs, Eleme, four crowns	....	0 08
" " five "	....	0 09
" " six "	....	0 10
" " seven "	....	0 15
" " glove boxes, 1-lb	0 08	0 09
" " Protoben, four crowns	0 10	0 11
" " " five "	0 13½	0 14
Comadre figs	0 03½	0 03½
Holly, Delaware and North Carolina, per case	4 00	4 50

Eben James, Toronto, has received the following cables from Woodall & Co., Liverpool, dated December 12, 1904 : "15,000 bbls. selling. Market active and steady." From M. Isaac & Sons, London, dated December 12, 1904: "Marked here 6d to 1s better."

APPLE SHIPMENTS.

Total shipments from all ports week ending Dec. 3, '04.

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	8,876	364	....	1,720	10 460
New York	3,021	4,026	721	3,247	11,015
Portland, Me.	6,644	....	7,684	....	14,328
Halifax	133	....	....	....	133
St. John, N.B.	418	....	1,557	....	1,975
Total for week	18,592	4,390	9,962	4,967	37,911
Same week 1903	17,040	9,141	6,137	11,595	43,913
Same week 1902	36,931	23 108	941	7,778	68,758
Total since season opened					1,474,681
Same time 1903					2,424.923
Same time 1902					1,635,946

Vegetables.

During the week greenhouse lettuce, mushrooms and carrots have advanced in price. As the majority of purchasers have stocked their Winter's supply, conditions of trade are inclined to be quiet. Cabbage continues scarce. The Spanish onion is gradually taking the place of domestic stock, and at this late period a large amount of the imported stock is being used. California vegetables are arriving on the market. Our quotations are :

Head lettuce, per doz. bunches	0 25	0 40
Greenhouse lettuce	....	0 35
Greenhouse radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	1 00
Dry Mint, per doz bunches	....	0 20
Parsley, "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Carrots, per bag	....	0 60
Beets, per bu	....	0 50
Beets per bag	0 60	0 75
Dry Onions, per bag	1 60	1 75
Dry Onions, per basket	....	0 40
Spanish onions, per case	....	3 50
Green house water cress, per doz	....	0 25
Cauliflowers, per doz	0 75	1 50
Michigan celery, per doz	....	0 50
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Potatoes, per bag	0 80	0 90
Butter squash, per doz	0 75	1 25
Parsnips, per bu	....	0 50
Red cabbage, per doz	....	1 00
" per head	0 10	0 15
Cabbage, per head	....	0 05
" per doz	....	0 50
Turnips, per bag	0 30	0 35
Pumpkins, each	0 10	0 15
Spinach, per bu	....	0 50

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Dec. 15, 12.30 p.m.

(By telegraph.)

BUTTER — Market active. Prices firm. Local price quoted 21c., and if quality fine same figure can be obtained for export.

CHEESE—Strong feeling still obtains. Holders asking 10½c. for fine Ontario, and expect importers to come around to their view as market is firm.

EGGS — No change. Market strong and prices firm. Cold storage selects quoted at 24c. and straights, 18½ to 20½c., according to quality. Montreal limed 19c., and western about 18 to 18½c.

PROVISIONS—Barrel pork and provisions easier. Live hogs firm, selects, 5¼ to 5½c.; mixed, 5 to 5¼c., and sows, 4½ to 4¾c. Dressed hogs steady.

Fish and Oysters.

Trade in fish is quiet, owing to the holiday goods receiving more attention. A better trade, however, is expected after Christmas. The cold weather has caused a brisk trade in oysters. In addition to our list we have frozen fresh water herring, frozen halibut and British Columbia sea salmon. Prices continue unchanged. Our quotations are .

Frozen halibut	0 10	0 11
Sea salmon	....	0 12
British Columbia salmon	0 10	0 11
Whitefish, fresh caught, per lb	....	0 07½
Haddock " per lb	0 06	0 07
Cod, steak " "	....	0 07
Perch " "	....	0 06
Trout, lake, per lb	....	0 07½
Herring, lake, per lb	0 04	0 05
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 07½
Oysters, Long Island natives, per imp. gal	....	1 65
" Baltimores, per wine gal	....	1 30
" "Standards," per small pail	....	3 90
" "Selected," " "	....	4 80
Ciscoes, per basket	1 00	1 25
Kippers, per box of 80	1 00	1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl	....	3 25
" large bbl	....	6 00
Shrimps, per gal	....	1 25
Sea herring	1 00	2 25
Smelts, No. 1	....	0 10
" No. 2	....	0 08
" extras	....	0 12½
Frozen fresh water herring	0 03½	0 04

Grain, Flour and Breakfast Foods.

GRAIN.

During the week peas have advanced 1c per bush. Manitoba wheat, Northern No. 1 has advanced ½ to 1c per bush., No. 2 1 to 1½c, and No. 3, ½c per bush. Red and white wheat have declined 2c per bush. This change in wheat is due, as far as can be learned, to speculation. Our quotations are :

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 06	1 07
" " " No. 2 "	1 00½	1 01½
" " " No. 3 "	....	0 96
Red, per bushel, new	1 02½	1 03
White " "	1 02½	1 03
Barley " "	0 48	0 52
Oats, " "	0 35	0 35½
Peas "	0 74	0 75
Buckwheat "	0 60	0 61
Rye, per bushel, "	0 80	0 81

FLOUR.

Trade continues strong with prices unchanged. The bad times which are current in England among the laboring class have not affected the export trade to that country, although manufacturers believe it will at a later date. We quote the following :

Manitoba wheat patents, per bbl	....	5 00
Strong bakers "	....	5 45
Ontario wheat patents "	5 25	5 30
Straight roller "	....	5 50

BREAKFAST FOODS.

During the week pot barley in bags and in wood has advanced 25c. This advance is owing to the lack of keen competition, the result of one of the larger manufacturing plants being damaged by fire, which has caused a delay in operations. Oats are firm and an advance is expected in oatmeal and rolled oats. Our quotations are :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 55
Rolled wheat in boxes, 100 lbs	....	2 90
" 50 lbs	....	1 50
Rolled oats, standard, carlots, per bbl., in bags	....	4 00
" " " " " in wood	....	4 25
" " " " for broken lots	....	4 40
Rolled wheat, per 100-lb. bbl	....	3 00
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	4 00
" in wood	....	4 25

Hides, Tallow, Skins and Wool.

The market continues firm. Hides, on account of the quality at this time of year—the long hair and dirt caused from animals being penned up—have dropped ½c. Quotations have not been changed, however, and prices as quoted below will be paid for first-class hides. Tallow has advanced ¼c per lb. Sheepskins have advanced ¼c per lb. Our quotations are :

HIDES

No. 1 green steers, per lb	....	0 09½
" 2 " " "	....	0 08½
No. 1 green, per lb	....	0 09
" 2 " "	....	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 10
" " " 2 " " "	....	0 08
" " " 1 15 to 20 lb "	....	0 09
" " " 2 " "	....	0 07
Sheep skins	1 10	1 25

Your stock is not complete if you have not the following goods (for which we are sole representatives in Canada) of highest possible reputation :

Ph. Richard's (St. Jean d'Angely) - - **Brandy**
S. O. V. S. O. P. V. O.
F. C. V. S. O.

Mitchell & Co., Glasgow, - **Scotch Whiskies**
GREY BEARD, in Stone Jars. SPECIAL RESERVE.
EXTRA SPECIAL LIQUEUR. HEATHER DEW.

Mitchell Bros. & Co., Ltd., Belfast, **Irish Whiskies**
CRUISKEEN LAWN, in Stone Jars. OLD IRISH.
SPECIAL RESERVE.

Pollen & Zoon, - - - - **Gin**
FANCY CLEAR GLASS BOTTLES, ½-Gal., ¼-Gal. and ⅛-Gal.
RED CASES—GREEN CASES—VIOLET CASES—WHITE CASES.

Blandy Bros., - - - - **Wines**
PORT, Good Fruity. SHERRY, Manzanilla.
" Invalid Special. " Amoroso.
MADEIRA, London Particular. MALAGA, Pale and Sweet, Blue Label.
" Especially Selected. " " " White Label.
" Very Superior.

DRIED FRUITS, NUTS, SHELLED NUTS

Malaga Table Raisins, Currants, Sultana Raisins, Valencia Raisins

4 CROWN LAYERS. SELECTED. FINE OFF-STALK.
SPECIAL—2000 Boxes (28 lbs.) 4 Crown Layers.
1000 " (14 lbs.) Fine Off Stalk.
1500 " (7 lbs.) " " "

FINEST QUALITY, WHICH WE OFFER AT VERY ADVANTAGEOUS PRICES.

We will receive about the 20th inst, a car of **GRIFFIN & SKELLEY** CALIFORNIA PRUNES in 25-lb. Boxes, following sizes :

50 to 60s 60 to 70s 70 to 80s 80 to 90s 90 to 100s

Also Evaporated **PEACHES, PEARS** and **APRICOTS.**

ASK FOR OUR PRICES, OR SEE OUR TRAVELLERS.

LAPORTE, MARTIN & CIE., LIMITED

Wholesale Groceries, Teas, Wines, and Spirit Merchants, - MONTREAL

TALLOW.

Rendered tallow, per lb	0 04½	0 04¾

WOOL.

Unwashed wool, per lb	0 13	0 14
Fleece wool, new clip, per lb	0 21	0 22
"Rejections"	0 16	0 17
Pulled wools, super, per lb	0 23	0 25
" " extra "	0 24	0 26

SEASON'S REMINDERS.

One of the most attractive of the season's reminders is the Fairy calendar sent out by the N. K. Fairbanks Co., of Montreal. It is a most artistic and delicate piece of lithographing in a series of five large separate panels; the first a calendar, the others representing Morning, Evening, Noon and Night. The series is well worth framing and will add materially to the appearance of any store, and for that matter they are far superior to the pictures often found in many drawing rooms. They are being sent out to the trade and if any readers of The Grocer have not yet received one no doubt a request on their business heading will be efficacious.

NEW CUSTOMS REGULATIONS.

The Department of Customs, Ottawa, last week issued a circular advising collectors that the free entry of catalogues and price lists is to apply when they are imported for wholesale purposes only. These would usually be addressed to dealers or traders. Duty at the rate of 15 cents per pound under tariff item 120 is to be collected on circulars, fly sheets and other advertising matter (except catalogues and price lists for wholesale only), when imported by mail addressed to individuals or otherwise. The distribution of advertising matter being ordinarily of interest to the sender, collectors are advised in respect of quantities of advertising matter, weighing over one pound in the aggregate from the same exporter, that they may notify the sender as to the amount of duty payable thereon and state that the advertising matter will be forwarded as addressed on prompt remittance of duty. When the duty remains unpaid for sixty days, the matter is to be treated as unclaimed and a special notation made thereof without entry on the usual "unclaimed list of uncustomed goods." At the expiration of six months the inspector may direct the matter to be destroyed in default of payment of duty, if the same cannot be sold for a sufficient sum to pay duty and charges as provided in section 37 of the Customs Act.

A BEAUTIFUL CALENDAR.

The Dominion Canister Co., of Dundas, Ont., have got out a 1905 calendar which even surpasses their very fine one of a year ago. On a background of dark grey is a splendid lithographic production of E. Irving Couse's painting, "The Historian." The picture shows an Indian warrior seated on a wolf skin recording old wars on a well-tanned deer skin for canvas. Seated on the ground beside him is an Indian lad of some 12 years, equally absorbed in the art of the painter and the tale of the historian. The coloring is rich, and the calendar most creditable to the Dominion Canister Co. If any of the readers of The Grocer want one of these calendars they should apply early, for they won't last long.

COMMERCIAL SAGACITY.

Vice-President Juhring informs The Canadian Grocer that Francis H. Leggett & Co., brought to New York during the Summer and Fall of 1904 no less than two thousand buyers, entertaining them at luncheon and treating their guests to a revelation of the commercial supremacy of New York. Many of the visitors had not been in New York for years and so interested were they that many have come again and keep coming and purchase liberally. If every great firm in New York would follow the example of Francis H. Leggett & Co., the trade of the city would increase more rapidly than it does. Theirs was a movement which was a blessing to others as well as themselves.

DRESSED BEEF TRADE.

Mr. Nelson Bickerdike has re-opened his commission business for the season at 196 St. Paul street, Montreal, dealing in dressed meats, poultry, hogs, etc. Mr. Bickerdike has been connected with the live stock export and butcher trade for many years and is well-known throughout the city and district. He reports receipt of some large consignments of dressed beef, hogs, etc.

NO CHRISTMAS PRESENTS.

Editor Canadian Grocer:

I was pleased to note a letter from London, Ont., the other day commending the action of the Wholesale Grocers' Guild at their last meeting, held in Toronto, namely, to do away with the Christmas present business. For years it has been a nuisance from start to finish, and I feel satisfied that retailers all over the country will join hands with their wholesale friends in a move of this kind. Why either wholesale or retail grocers should give presents has been always a mystery to me. The profits are smaller and the time longer in these trades than any other in Canada, but the public seem to have used them as a sort of milk cow. Every year even the corner grocery has to throw away dozens of dollars in this sort of thing, and put on his books bread, potatoes, meat, etc., for which he has had to pay cash, while the big departmental stores who sell everything for cash would as soon think of cutting their throats as giving their customers something for nothing. This move of the wholesale grocers all over the Province of Ontario is a move in the right direction.

(Signed,) RETAILER.

CLERKS' MONTHLY MEETING.

The regular monthly meeting of the Retail Grocers Clerks' Association was held at their rooms in the Temple Building, Toronto, on Tuesday evening, December 13. On account of it being a busy month the attendance was not as large as was expected.

PERSONAL MENTION.

Mr. C. St. Clair Balfour, of Balfour & Co., wholesale grocers, Hamilton, was a visitor to Montreal during the week and paid friendly visits to his confreres and friends in the trade.

Mr. W. H. Sutton, president of the Orme & Sutton Rice Co., of New Orleans, New York and Chicago, was a caller on the Toronto grocery trade this week and favored The Canadian Grocer with a friendly visit.

Mr. John Campbell, of the Acme Can Works, Montreal, was a caller upon the Toronto trade this week. His firm have lately installed a new system of gas lighting in the Montreal factory which he claims is one of the most complete and unique on the continent.

HINTS TO BUYERS.

Laporte, Martin & Cie., Montreal, are making special offers to the trade in Smyrna figs. Layers, 3, 4, 5, 6 and 7 crown—10 and 15 lb. boxes; finest quality.

Laporte, Martin & Cie., Montreal, have just received shipment of Valencia raisins, best quality, at exceedingly low prices. These should have arrived end of November, but on account of delay will be sold at bargain prices.

For the Christmas and holiday trade Laporte, Martin & Cie., Montreal, are making inducements to the trade in Blandy Bros. (London) fine porto sherry, Madeira and Malaga wines.

Warren Bros. & Co., Toronto, report large sales of their "Red Shield" brand maple syrup.

Warren Bros. & Co., Toronto, are offering peels at exceptionally low prices to clear out stock.

SUCKLING & CO.

SPECIAL SALE OF

OFFICE FURNITURE!

On Tuesday, December 20th,

Commencing at 11 o'clock, a m., at our Warerooms, 66 and 68 Wellington-street West, Toronto, consisting of

Roll and Flat Top Desks, Tilting and Arm Chairs, in wood and leather upholstered, Typewriters' Desks and Chairs, Vertical Filing Cabinets, Card Index Cabinets, Flat and Loose Leaf Filing Cabinets, Sectional Filing Cabinets of all descriptions, Cheque Files, Document Files, Commercial Report Cabinets, Steel Vault Busses, Steel Filing Cabinets, Etc., Etc.

The above are all New Goods and high-class throughout.

DESCRIPTIVE CATALOGUES

Will be Ready on FRIDAY, when the

OFFICE FURNITURE

May be Inspected

WITHOUT ANY RESERVE.

Making Mistakes

is a common experience. We have found grocers reject Blue Ribbon Tea because some other package tea turned out a failure. And some who began with Blue Ribbon switched off for a time to a package tea that cost less. But experience has taught them the goodness of

Blue Ribbon *Ceylon* Tea

and they sell it now with unshaken faith.

Business depends upon the law of supply and demand, and this in turn upon the quality and standard of merchandise sold. For superior quality and uniform high standard **CHASE & SANBORN'S COFFEES** are unequalled.

CHASE & SANBORN

The Importers, Montreal

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, December 15th, 1904.

SUGAR continues to be the centre of attention in local grocery circles, and it is still advancing to unusual figures. Its probable course is very hard to predict. It was expected after the close of navigation that there would be an advance, as the extra cost of bringing sugar to Winnipeg by an all-rail route is about 10c per cwt. But, contrary to expectation, the first change after navigation closed was a decline of 5c per cwt. in the price in barrels, and this was in effect only a few days when it was followed by a sharp advance. Other price changes are not numerous this week. Foreign dried fruits are moving faster perhaps than any other class of groceries, and prices this week are unchanged. In canned goods the feature of the market is still the scarcity of tomatoes, and new supplies are being imported from the United States. Duty and freight amount to a very considerable item, but no further supplies of Canadian goods appear to be available. There has been a slight advance in Rangoon rice quotations, which will be found below. The Christmas trade appears to be up to expectations, and all the wholesale houses appear to be very busy. Collections are reported to show an improvement.

Sugar.

As noted above, the strong position of sugar is the feature of the market this week. Sharp advances in price have taken place, and it seems likely sugar will continue to be held at an unusually high figure. It should be noted, however, that as yet the recent advances apply only in the west to the Winnipeg market. For shipments from Brandon west of Portage La Prairie, the old prices still apply. We quote as follows :

Montreal granulated, in bbls	6 00
" " in sacks	5 95
" yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 90
" in sacks	5 85
Icing sugar, in bbls	6 35
" " in boxes	6 55
Powdered sugar, in bbls	6 15
" " in boxes	6 35
Lump, hard, in bbls	6 70
" " in ½ bbls	6 80
" " in 100-lb cases	6 70

Canned Goods.

There is an active trade in canned goods, but prices are stationary at present. As noted above, canned tomatoes are still in very scant supply, and importations from the United States are commencing. We quote :

Apples, 3's, 2 doz. cases, per case	2 45
Cherries, red pitted, 2's, 2 doz.	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, "	3 35
Pears (Bartletts) " "	3 60
Peaches 2's, " "	3 85
" 3's, " "	5 85
Raspberries, red, " "	3 00
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, heavy syrup, 2 doz. per case	2 90
" green gages, 2 doz. case, per case	3 20
Tomatoes, 3's, per 3 doz., cases	3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes "	5 25

Spices.

No changes have been made this week in the spice market. The holiday demand has stimulated trade slightly, but business is not very active. We quote as before :

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15

Rice, Tapioca, Etc.

The market is quite firm, with a recent slight advance in Rangoon rice. We quote as follows :

Rangoon rice, per lb	0 04
Patna " "	0 04⅝
Tapioca, per lb	0 03¾
Sago, "	0 03¾

Syrups and Molasses.

In sympathy with the increasing strength of the sugar market, syrups and molasses occupy a particularly firm position. No advance has been made, but prices are undoubtedly very firm. Business continues to be of seasonable proportions. We quote :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03¼
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02⅝

Coffee.

The coffee market continues quiet but strong, in sympathy with advices from foreign markets, which seem to indicate a stiffening of prices. We quote as before :

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 14

Nuts.

Christmas trade in nuts continues very active, but supplies seem to be ample. We quote :

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Foreign dried fruits are in very active demand at present for Christmas trade. Valencia raisins are is none too abundant supply, in view of the active demand, although large quantities were put in stock this season. We quote :

Valencia raisins, Trenor s, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb packages per package	0 06¼
" " choice seeded in 1-lb packages per package	0 08
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04¾
" 70-80 "	0 05¼
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07¼
" silver "	0 09¼
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 05¾
" wet cleaned, per lb	0 06¼
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06¾
" Vostizzas, uncleaned	0 06¾
Dates, old, per lb	0 05
" new, (present delivery) per lb	0 05½
" new, (delivery January) per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04¾
Apricots, choice, in 25-lb, boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Evaporated apples, new, 50-lb. cases	0 06¼ 0 06¾
" " 25-lb "	0 06¾
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Green Fruit.

An active holiday trade in many lines of green fruits, domestic and foreign, is reported. Snow apples are now practically off the market, and quotations are omitted below. Spys and other high-grade Winter apples are in active demand, and in not very large supply. Oranges and lemons are firm in price. Washington pears (Winter Nellis) are now off the market, their place being taken by the California variety, which sells at an advance of $1 per case. We quote :

ORANGES.

Washington navels, 126's	4 25
" 150's	4 50
Extra fancy navels, 170's to 250's	4 75
Fancy navels, 25c per box less.	
Mexicans, 126's	3 75
" 150's to 250's	4 00

LEMONS.

California lemons, 300's to 360's	6 00
(10c. off 5 case lots of oranges and lemons).	

PEARS.

California pears, per case	4 00

CRANBERRIES.

Jersey cranberries (long keeping stock), per bbl	11 00

HONEY! HONEY!

A few tons of the very finest Western Ontario

White Clover Honey

Also a small quantity of

Buckwheat Honey

that will interest the trade.

WRITE OR WIRE.

MORLEY PETTIT
Marble Apiaries
BELMONT, ONT.

All About Tea
From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

TECHNICAL BOOK DEPT.

MacLean Publishing Co., Limited
10 Front St. E., Toronto

APPLES.

Fancy XXX Winter apples (spies) per bbl	4 00
Fancy XXX Winter apples, red varieties, per bbl	3 25
Greenings and other green varieties, per bbl	3 00

GRAPES.

Malaga keg grapes, per keg	8 00

Onions.

In seasonable demand at former prices. We quote :

Native onions, per lb	0 03
Spanish onions, per case	1 75
" " large case	5 00

Oysters.

Oysters continue in brisk holiday demand at prices formerly quoted, which were :

Standard, per gallon	2 00
Select, "	2 25

Flour.

The flour market continues quiet and featureless, and former quotations still obtain. We quote :

No. 1, patent	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Breakfast Cereals.

No change in price is reported this week. We quote as before :

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, per sack	1 70

Honey.

Honey continues in seasonable demand, with no new features of interest. We quote :

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	4 50
" " 10-lb tins, 2 in case, per tin	1 00
Fancy comb honey, per doz	2 40

Eggs.

All indications point to an advance as supplies are very short, and there is a good holiday demand. Prices quoted are wholesale prices to the retail trade. Eggs are packed in cases which cost 25c each, and which are not returnable. We quote :

Eggs, fresh	0 26
" finest glycerine pickled	0 24

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Dec. 8th, 1904.

IF conditions were the same as last year outside the grocery and provision trade, the business this year would be considerably ahead of last season. This year the absolute failure of the fishing prevented the distribution of large amounts of money among people who perforce have to spend it and has been one factor in keeping trade at the normal. Following, is the closing down of almost all the big lumber manufacturing mills in the city, and the throwing out of employment many men, just at the season of the year when all should be at work. This latter is the result of the depression caused by the flooding of the only market in Canada, namely, that of the Territories, by the rough lumber from the State of Washington, owing to the absence of a duty. As it is, the merchants have hopes, based on present indications, that business this year will exceed that of last.

The Customer's Side

Your customer places his confidence in you. He doesn't know the goods. You do. Your customer knows how they look but he doesn't know the vital points.

You can rest easy if you can say " these are CLARK'S make, every tin is guaranteed and that's all one needs to know."

Clark's Meats are Guaranteed

Just Arrived, Seasonable Sellers

Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots,** and **Rose Leaves, Violets** and **Buds.**
Choicest on the market.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

W. P. DOWNEY, 26 St. Peter St., MONTREAL

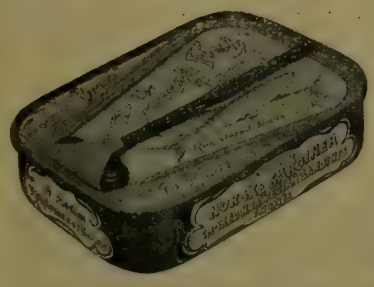
EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. # COCOA



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand
Norwegian
Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

Butter, both creamery and dairy, has stiffened, and advanced one cent in price. Further raises are not improbable as the figure is very firm, and the demand is very good. Eggs, cheese and lard remain steady. There is no further movement in the price of flour, which has taken so many jumps of late, that the price is nearly $1 ahead per barrel than what it was before the raises commenced. An advance is looked for in canned tomatoes. Orders are being filled very slowly, and present prices are very firm. Sugar is unchanged since the raise last week. The tea business has been stimulated by the advance of about two cents per pound in the primary markets of Ceylons and Assams. Coffees are firm, and several shipments have recently been made from this side to the United States.

There may be an advance also in Japanese oranges. There is a shortage now, as this popular fruit is in great demand, and the consignments which arrived on the Tartar are about exhausted. The Empress liner arrived this morning, but it is not expected that she has many

on board, her cargo space having been otherwise taken up. What are on, are mostly consigned to Winnipeg, and unless they are too ripe for shipment further east, this market will be unsupplied until the arrival of the Pleiades, about the 21st or 22nd. If these conditions prevail, prices will go up to-morrow. At present they are selling retail for 50c per box, which holds about six dozen.

That is about the only feature in fruit. There was a glut in the banana market in the first part of the week, and dealers could not get rid of their stock. The fruit was of especially fine flavor and size and was well ripened. Potatoes are very firm, and an advance is not unlikely. In fact, there seems to be a general rise in all the necessary foodstuffs here this season, first one thing and then another, until the prices of household articles are all very high.

* * *

Trade with Mexico was discussed at the meeting of the Board of Trade on Tuesday evening, when there was present Mr. C. E. Harvey, agent of Andrew Weir & Co., of Glasgow, who is out looking over the ground. Mr. Harvey expressed disappointment that there was not already some trade existing that might be developed, and the members present who knew something of the situation were rather pessimistic in the discussion of the prospects. Nearly all the dealers here have already undertaken to secure information regarding the demand in that country for what British Columbia has to offer, with the result that there is nothing doing, and little in sight. They regard the visit of Mr. E. E. Sheppard as entirely without results, as he was not posted, and erroneous impressions have followed. Mr. C. M. Beecher, vice-president of the British Columbia Mills Timber and Trading Co., gave an instance of this. On his return, Mr. Sheppard called at their office and told the manager that some trade might be done with Peru and Chili, naming some of the large firms there. He suggested that prompt action be taken, so that the fruits of his labors might be taken advantage of, and was surprised when the manager told him that the B. C. M. T. & T. Co. had done business there for thirty years. Names of firms dealt with were given, of which Mr. Sheppard had never heard.

The trade with Mexico is mainly held by Americans, who have business connection in that country, where Americans are the principal people engaged in the enterprises. It was suggested that if the Government wanted to bonus a line for the development of trade it should have looked around. North China offered the best field in the world. There were abundant resources, return cargoes were in sight, and British Columbia and Canadian firms already had business connection there.

* * *

Canada has the reputation of being slow, and certainly conditions in the west do not indicate her zealous enterprise. The last instance is the capturing of the trade of Fernie, and the increasing business of the Crow's Nest mining towns by Spokane merchants. The Great Northern line into Fernie has been completed, and no sooner is the last rail laid, than the first carload of general goods enters from Spokane. There is considerable jubilation in Fernie, as it is felt if goods are bought there, a market will be opened up for coal and coke in the mining towns of Montana, Idaho and Northern Washington. The Great Northern will extend its line right into the heart of the best district in British Columbia in 1905, the Similkameen and Nicola, and it is only reasonable to suppose that the trade will deviate south. There is a route for a direct line from the coast cities, but the Government is inactive and as a result will see the business of these districts go to the States. It was the same with the Yukon, and the cream of the trade was gone before Canada woke up to its possibilities. The present Provincial Government, while not altogether incompetent, is either afraid or unable to take any decisive step for the progress of the province.

* * *

A mackerel, closely resembling the Atlantic coast variety, was caught at Nanaimo last week, and the general belief is that this fish abounds in local waters. Since the fact was made known, W. Christie, manager of the C.P.R. telegraphs at Victoria, has received word from Bamfield, the land terminus of the Pacific cable, that large numbers of fish resembling the Atlantic mackerel have been caught on the west coast this Summer. Some of the operators are from Nova Scotia, having seen service at the terminus of the Atlantic cable, and are familiar with the species.

Prices are sky high at Fairbanks, in the Tanana—pepper, $2.50 per pound; sugar, 50c per pound; candles, $15; coal oil, $20 a case; canned oysters, $5; fresh steays, $3.50 per pound, and eggs $75 a case.

Halibut has been very scarce during the past few weeks, brought about by continual bad weather in the north, and the inexperience of the new crews shipped by the fishing companies here.

Another effort is being made to have a market established in this city, and a strong recommendation to this effect will be made to the incoming City Council.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Dec. 1904.

OUR local Board of Trade held its annual meeting during the past week and Mr. H. B. Schofield, of the firm of Schofield Bros., wholesale paper dealers and local agents for E. B. Eddy Co., was elected president. Mr. Schofield is one of our successful young business men and for several years has taken an active interest in the work of the board. Mr. Alex. Macauley, of Macauley Bros. & Co., dry goods merchants, is vice-president.

As yet we have no snow in St. John, but in other parts of the province there is enough for good going. The weather is cold. Christmas business is active, retail business being particularly good. Wholesale business is rather quiet. Markets show little change. Sugar is again higher and very firm.

Oil.

In burning oil there is considerable competition and prices are reported rather lower. The price is off again from half to one cent, depending upon the locality. Sales are large. The oil wagons do the city business. Linseed oil is unsteady; prices for later delivery are well below present prices. Turpentine is unchanged. Lubricating oils have much attention and a good business is being booked. Cod oil is higher; supply is not large.

Salt.

There are but light arrivals of Liverpool coarse salt. The Winter port boats are charging high freights and the dealers will not make contracts. There are fair stocks held and the demand is not active at this season. The salt people think the steamer people will meet them with a lower rate. If they do not, it will mean higher prices for salt.

Canned Goods.

Dealers are getting larger quantities of corn and tomatoes than they expected, but even so stocks will not be large. Already quite a quantity of American corn is here: full prices are asked. Peas are full stock. Salmon is unchanged. Fruits, except gallon apples, are held firm. Lobsters are high and few sold. In domestic fish, sardines have been an average pack and in finnan haddies and kippers there is a fair supply. Clams are but a light stock.

Green Fruits.

In apples there is a fair sale. Best quality brings a fairly full price. Ontario spies are quite freely sold. In oranges some nice Florida fruit is offered. Jamaica oranges are particularly nice. Valencias are now here; it is yet early for good stock. Lemons are low. Cranberries are higher and there is a good demand. Malaga grapes are higher and quality is good.

Dried Fruit.

Business is active. The demand for raisins is in seeded. It is difficult to tell the difference between the freshly seeded and the new. Many who paid the extra price for new doubt if they got them. Those who bought the freshly seeded are well pleased. In loose, few are sold. The stock of Valencias is very small. Dates are holding quite firm. The early ones come from New York. Figs have a fair sale. Peels are reasonable this year. Currants sell freely and prices are low. Evaporated apples keep low. Onions are rather higher. Some Valencias still offered.

Sugar.

Prices are again higher and the market is firm. Our dealers have confidence in the situation and have this week bought for January shipment. As noted

before the guild is very popular, dealers knowing they could not otherwise get their full profit.

Molasses.

There is no change in price, market is firm. Sale is chiefly for Porto Rico. Fair stocks are held.

Fish.

With the cold weather there is increased business in fresh fish. Frozen fish trade is a large factor in the fish business here in the Winter season. In dry codfish the very high price is still asked. There is but a fair sale. Pickled herring are high. Smoked herring show a good sale. This is the one cheap line.

Flour, Feed and Meal.

In flour, Manitobas are lower, but as yet there is no change in Ontarios. Oats are lower and oatmeal is not as firm though little change has yet been made here. Market is quite well stocked at the full figure. Cornmeal is high. Beans, unchanged. Barley in very light demand. Peas scarce.

MOLASSES COMBINE.

THE Canadian grocery trade will be interested in the following article which appeared in a recent issue of the Barbadoes Advocate:

"The Agricultural Society has for some considerable time been engaged in considering what means should be employed to restore Barbadoes molasses to the high position it once occupied; and some progress seems to have been made towards achieving this desirable object. At the meeting of the Agricultural Society held recently the molasses question was again brought up and some important statements made.

"The suggestion made some time ago that steps should be taken to arrange for some agreement between the molasses producers of Porto Rico and those of this island, with a view to fixing prices, has so far progressed that a committee has been appointed to handle the matter. The result of its labors will be anxiously awaited. If it succeeds in effecting a combine with Porto Rico, the future of our molasses will be secured in more ways than one. Such a combination would, of course, assure our planters of a legitimate price for their produce."

Anything savoring of a molasses combine would meet with the unanimous disapproval of wholesaler as well as retailer in this country, who think that the price of molasses ruling to-day is quite high enough and a fair enough figure for the producer. The history of combines in food products everywhere has been to boost prices to an abnormal height, but apart from this consideration it is stated in influential circles that any endeavor to manipulate the molasses market must have the effect of blocking trade in this article between Barbadoes and Canada, which can hardly be in the best interests of the producer in that island.

S. H. Ewing & Sons, Montreal, are quoting whole leaf sage, savory and thyme, in 400-lb. bale lots; also barrels of rubbed and powdered sage, etc., at very interesting prices to the trade.

Always

When any article appeals for your patronage for any other reason than genuine worth it may be depended upon that there is something the matter somewhere. On the other hand, goods that are well known and appreciated for their quality have a turnover that is rapid and easily made. On such goods no money can be lost or tied up for any length of time. With our Pickles the care necessary to turn out a quality product is taken from the time the seed is planted, followed by every improvement in handling that will tend to bettering them in any way. For instance, we make a Vinegar specially for our own Pickles that is everything experience has taught us a Pickling Vinegar should be. We show two lines: "Lion," 20-oz. bottle, 3 doz. to case, $2.00 per dozen; "Premier," in bbls, 6 doz., $1.00 per doz., or in cases of 3 doz., $1.05 per doz.

THE OZO CO., Limited
MONTREAL

G·F·
SUTTON
SONS & Co's
WORCESTERSHIRE
SAUCE
·A1 QUALITY

SHAKE THE BOTTLE.
WORCESTERSHIRE SAUCE
SIXTEEN PRIZE MEDALS
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.
Possessing a peculiar piquancy & flavour the superiority of which is more generally useful than any other sauce.
MANUFACTURED BY
G·F·SUTTON, SONS & Co.
Osborne Works, Kings Cross, LONDON, N.
SIXTEEN PRIZE MEDALS AWARDED
FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING

Window and Interior Displays

Timely Hints and Suggestions

Seasonable Display.

IT is probable that the initial recognition of the value of window dressing arose from the demand of the moment, rather than from any abstract impression that profit and good reputation would result from an attractive arrangement. Based on this idea the window was found to pay. To-day the same class of display is just as profitable.

The window dresser who acts with the settled opinion that all that is necessary to give the window its greatest importance is to decorate it in such a way as to attract the public, even though it may be filled with lines carried in stock, is missing the main mission of the display space. An elaborate, artistic window is a good thing, but if it advertises canned goods in the fruit season it will sell nothing.

A window dresser must first of all grasp the knowledge that much of the attractiveness of any display depends upon the demand or the use there may be for the articles shown. His main task, and his most difficult one, is to discover the line that should be specialized each week, or each change of arrangement. He must keep his eyes open to the stock, he must see what is "sticking," he must consider the season's requirement; and when this is accomplished, and not till then, he must work out the design for the display.

It is not what window will be profitable? but what window will be most profitable? Certain lines sell all the year round, but every line has a season when it is most in demand, and just at the approach of this is when that line should be seen in the window. Don't wait until the demand is on in full blast. Anticipate it a little; be the first in town to show the line, if by so doing the display is not too premature. A window may sell some goods now, but two weeks sooner or later the same window might sell much more. It is in the clear comprehension of seasons that the superiority of one dresser over another is noticeable, as much as in the ingenuity of the arrangement. This superiority may not be so evident to the careless outsider, but it is certainly important in the business.

In this task of determining the best line for the coming display, the fellow clerks and the employer can greatly assist the window dresser, as they know perhaps better than he the things that are in demand, or the lines that are overstocked or spoiling in their own department. To sell goods in season and thus prevent their overstock or spoiling is much better business than to sell the same amount of other lines out of season, and have the seasonable goods deteriorate in value by remaining on the shelves.

This Week's Illustration.

This window is a special New Year display with color scheme in white and green. The window is triangular in shape with a base of 14 feet and background 5 feet high. The background is white canton flannel, hanging from a rafter running the whole length of base with a railing of wood covered with white paper, and on the outside covered with moss. White paper is stretched at the back of this to throw out the effect of the railing.

A 12 inch plank 10 feet long is covered with white canton flannel and placed across the front of the background and 8 inches from the same, resting on two pillars (of three sides) also covered with white canton flannel and crossed and re-crossed with green ribbon. The edge of the board is 11-2 inch royal purple silk ribbon shirred by a machine and the words "Ring out the old, ring in the new" are cut out of white and dark purple paper and pasted on the flannel.

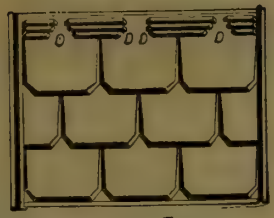
In the centre at the back is a half circle of gold cardboard from which strips of purple crape paper form a sunburst.

The railing is painted dead white. The clocks are drawn on oak veneer cardboard, the one on the left showing 5 minutes to 12 and the other 12 o'clock. The bell is cut out of 1-2 inch lumber, padded with cotton batting, covered with purple velvet and edged with small electric lights. This bell is connected with a motor which keeps it moving back and forth. The floor is covered with white cheese cloth.

New Year Window, Dressed by J. E. Whiteside for Fred. Carne, Jr., Victoria, B. C.

APPLES FROM WOLVILLE, N.S.

Wolfville, N. S., is the centre of a large apple buying and shipping section, and European buyers are frequently met during the harvesting of the crop. The question of direct shipments from Wolfville to England has for some time been under consideration by shippers, and on Monday last the Barquentine Scotia, Capt. Lee master, sailed from that port with a cargo of 8,517 barrels of apples. As this is the pioneer shipment of fruit from Wolfville to England, its outcome will be watched with interest by the fruit growers of the province. R. E. Harris and E. M. Vaughn accompanied the shipment to London, in the interests of the shippers.



Eastlake Steel Shingles

either Galvanized or Painted

Are Always Reliable They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKES for the roof—fullest information if you write.

Metallic Roofing Co., Limited,

WHOLESALE MFRS., TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Birds Thrive on

Brock's Bird Seed

and die on others—a proven fact.
Therefore sell Brock's.

NICHOLSON & BROCK, TORONTO

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Eby-Blain Co., Toronto, have a soap in 3-lb. preserved peaches at a very attractive price.

H. P. Eckardt & Co., Toronto, report a large business doing in candied and drained peels, at the prices they are selling at.

White & Co., Toronto, are expecting a car of California vegetables, consisting of celery, cauliflowers, green peas, egg plant and tomatoes. They are also making a special sale of "Broncho" brand California navel oranges, received from the Redlands district.

McWilliam & Everist, wholesale fruit merchants, Toronto, are expecting a car of Spanish Valencia oranges, and a consignment of Italian chestnuts and English cobnuts.

Clark's Chicken Soup, to retail at 10c, is in stock with the Eby-Blain Co., Toronto.

Leonard Bros., Montreal, are offering fresh frozen salmon and halibut, and these classes of fish are splendid buying at prices quoted to the trade.

Buyers of Eleme figs will do well to communicate with H. P. Eckardt & Co., Toronto, who are selling at low prices.

The Dawson Bros. Commission Co., Toronto, have received a car of "Redland Beauty" brand Southern California navel oranges; a car of Northern California stock, and a car of Mexican oranges.

Husband Bros., Toronto, have received a car of Mexican oranges, and a car of navel oranges, from Redland, California.

H. P. Eckardt & Co., Toronto, are offering special value in curling brooms, with either bamboo or wooden handles.

New pack "Aylmer" Chicken Soup and Boned Fowl is in store with the Eby-Blain Co., Toronto.

Leonard Bros., Montreal, report arrival of several cars of fresh frozen sea herring, and prices are very reasonable.

Mr. J. W. Windsor reports arrival of carload of fresh B. C. herrings in cans. cases four dozen, which he is offering at low prices to the trade.

E. D. Marceau directs the attention of buyers to values in Gunpowder, Young Hyson and Japan teas, also Madame Huot's coffees.

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price **$2 00.**

Sent postpaid upon receipt of price.
TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

Established 1870 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the
Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK.
Small's

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

COMMISSION AGENT with A1 connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

COMMISSION AGENT with good connection in Montreal, is open for two or three good lines in grocers' sundries; for information address Box 203, CANADIAN GROCER, Montreal. (52)

TRAVELLER WANTED.

WANTED—A traveling salesman for one of the largest wholesale grocery houses in the Maritime Provinces. Must have good references, be a first-class salesman and have a good knowledge of the grocery trade. Write P. O. Box 561, Halifax, N.S. (51)

BUSINESS CHANCES.

THE Locators. W. B. Herbert, general manager; largest and oldest exclusive business brokers in the west. Address The Locators, Merchants Bank Building, Winnipeg, Man.

GROCERY — In Winnipeg, established over 20 years; splendid connection; with first-class customers; can be bought for $4,000; clearing a net profit of $3,000. The Locators.

GROCERY—Another can be bought at a smaller figure, for $1,500; making $2,500 a year. This is a genuine snap at this figure. The Locators.

GROCERY—Yet another for a smaller figure in the heart of the city; price $700; can be bought for $450 cash. The Locators.

GROCERY—For $700 cash on one of the best streets; good growing trade increasing daily; rent $25. Enquire about this. The Locators.

WE never were in such a strong position to handle our clients and give them satisfactory results. The Locators.

WHEN you realize that buyers register with us by the hundreds you will see that our position to sell is very strong. The Locators.

SEND for our free book of Business Opportunities in the Great West.

FOR above or any other business, address, The Locators, Merchants Bank Building, Winnipeg, Man. (51)

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
Butter, Cheese, Eggs, Bacon, Apples, Poultry

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code — CARDIFF, Wales.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

STOKES BROTHERS
General Merchants **Exeter, England**
DEALERS IN
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence Solicited.

Art Pottery Decoration in Canada

THE potter's art reaches away back into ancient history, its very origin being shrouded in the misty past. For instance there is every reason to believe the Chinese understood how to make pottery long before a line of their national history had been written. Thousands of years ago Egypt was famous for its pottery; from the Egyptians the Greeks learned the art, and from the Greeks the knowledge passed into Italy, Etruria in Tuscany, and on to Rome. Speciments of Etruscan pottery are the delight of collectors, and it was from some admirable specimens preserved in the British Museum that Wedgewood evolved his scheme of rivalling in England the product of the Etrurians. In 1763 he invented the new ware known to the trade and the world as Wedgewood, or Queen's ware, and the extensive works throughout Staffordshire are today a monument to the genius of this Britis hworkman.

The art of manufacturing china as its name implies is supposed to have come from China, though the common commercial term is porcelain, a Portugese word meaning a cup. Porcelain means something finer in the earthenware line, not only as regards texture but semi-transparency and beauty of color. Pottery and stoneware are opaque; glass is extremely transparent, while porcelain seems to come between the two. The Japanese are noted for the excellence of their porcelain, the secret of which they keep to themselves.

It is not the purport of this article to go into the various details of the manufacture of china, porcelain, earthen or other ware handled by crockery and glassware houses, but to draw the attention of readers of The Grocer to an establishment in the city of Montreal so closely allied to these industries as to make it the subject of a short sketch. The decorating of china ware has become as much, if not more, of an art than the manufacture of the goods itself, and to anyone examining the beautiful work displayed in any crockery store, particularly those in larger centres, it must be evident that the work requires skill and talent of no mean order. Germany, France, Belgium and England for instance in the several districts where china, porcelain and glassware are made, employ thousands of expert artists to produce the beautiful ornaments seen in our stores. But to readers of The Grocer's crockery department it may come as news that in Canada we have works turning out work that compares favorably with anything on the continent. We refer to the Montreal China and Glass Decorating Co., 50 St. Paul street, under the proprietorship of Jacob Gelz, and when it is stated that Mr. Gelz is a master in every branch of the art from ordinary plain glazing to the finest genre and landscape painting, raised parte work, gilding and firing in its every detail, Canada may well be proud to number among its artisans such finished workers as Mr. Gelz.

Mr. Gelz is a German, trained and brought up in the works of Villeroy & Boch, Dresden, the largest china manufacturers and decorators in the world. Here he served an apprenticeship of eleven years, then attended the Dresden Art School. After finishing this course he entered in turn the various factories of Villeroy & Boch, acquiring a thorough knowledge of every branch of the business, "unter" and "ober" glazing and decorating all kinds of ware. There are so many different branches of this art of decorating that it is unusual for a single artisan to take them all up, the plan being for one man to confine his attention to one or other of the many phases. Mr. Gelz's desire, however, was to acquire thorough knowledge and consequently he has devoted many years to the study of his chosen art.

Eighteen years ago Mr. Gelz came to America and for seven years was employed in potteries and decorating establishments located at Trenton, N.J., in West Virginia, and Liverpool, Ohio. Eleven years ago McDonald's of St. Johns, P.Q., engaged him and after remaining with that firm for a year he decided to open up on his own account at 559 St. Paul street, Montreal. Here he built his ovens and plant. The business from the start was one that received encouragement from the trade; it has grown steadily from year to year. About five months ago a new set of ovens was installed under his own supervision, which are, according to Mr. Gelz, as fine as anything of the kind in America. Mr. Gelz employs a considerable number of artists for certain branches of the work, but the most critical attention is given to every detail by himself. During a visit of a representative of The Grocer to the works Mr. Gelz explained the system of glazing, decorating and firing and exhibited samples of art work turned out by him. One specialty in which Mr. Gelz has won distinction is in decorating crests, monograms, etc., for club, hotel and family ware, some of Canada's leading clubs and families possessing tableware of his decorating. In tinted toilet sets and raised paste work, burnished gold and lettering work, as well as glass decorating Mr. Gelz is an artist and the work turned out is invariably of the highest merit. His operations are confined strictly to the jobbing trade and it speaks well for his workmanship when it is stated that for years the most critical houses in the trade have honored him with their custom.

Canadians when buying handsomely decorated dinner sets, toilet ware, glass ornaments, etc., may reflect with pride upon the knowledge that the motto "Made in Canada" can aptly be applied to the finished work of a goodly share of such ware, and certainly a branch of trade of which there are so few exponents in Canada deserves the best of encouragement. With his new plant and equipment it may be expected that Mr. Gelz will bring the reputation for high class work of the Montreal China and Glass Decorating Co. still more to the front in Canada.

THE JOHN L. CASSIDY CO. LIMITED

MONTREAL.

French China
English Pottery
Silverware
Cutlery

Jardinieres
Vases
Lamps
Cut Glass

EVERYTHING IN

CROCKERY

AND ALL THE STAPLES

B. H. M.

FOR THE VERY CHEAPEST LINE OF

WHITE WARE

IN THE MARKET GET OUR

No. 41

PARTICULARS ON APPLICATION.

BARNARD & HOLLAND CO.

MONTREAL

VITRIFIED

JOHN MADDOCK & SONS, LTD., ENGLAND.

JOHN MADDOCK & SONS LTD ENGLAND ROYAL VITREOUS

E. W. Klotz, 24 Wellington Street West, Toronto

Import Headquarters

Preparations for 1905 Import Season well under way.

English lines now ready.

Dinner, Toilet and **Hotel Ware,** the very best, because it's **Maddock's.**

Allerton's China and **Earthenware** Specialties cannot be beat.

German and **Foreign** samples of **Fancy China** and **Glass** now in transit and more to follow.

Further particulars next month.

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

Business Changes

ONTARIO.

BATES, PEACOCK CO., manufacturers of cream cheese, Hamilton, have dissolved partnership; J. W. Bates continues.

Torrance & Park, grocers, North Bay, have been burned out.

John Proctor, of John Practor & Son, grocers, Toronto, is dead.

The business of Myron Werner, miller, Fisherville, is advertised for sale.

The assets of Israel Belanger, grocer, St. Albert, are to be sold on Dec. 20.

Jas. Kerr, baker and confectioner, Courtright, has sold out to N. Perry.

Wm. Cranley, tobacco dealer, Pembroke, has been succeeded by M. Legge.

The assets of Wm. Hogarth & Son, Mattawa, were sold by auction Dec. 17.

The assets of R. Franklin & Co., general merchants, Maxville, are to be sold.

Jos. Cross, cigar manufacturer, Port Arthur, has assigned to Geo. H. Rapsey.

The assets of McCrimmon & Co., general merchants, Williamstown, have been sold.

The stock of McCrimmon & Co., general merchants, Williamstown, was sold on Dec. 9.

Wm. Russell, baker and confectioner, Oil Springs, has been succeeded by E. S. Russell.

S. W. Crawford, general merchant, Sowerby, has assigned to Wm. Thompson, Blind River.

Jos. Schultz, grocer, Copper Cliff, has assigned to C. V. Price, sudbury; meeting of the creditors held Dec. 17.

L. A. Guerin, general merchant, Moose Creek, has assigned to W. A. Cole; meeting of creditors held Dec. 15.

QUEBEC.

The assets of J. T. Pigeon, grocer, Montreal, are to be sold.

The assets of Ed. Jean, general merchant, Amqui, have been sold.

The assets of Osias Legault, grocer, Montreal, were sold on Dec. 16.

W. J. Steele, general merchant, Calumet, is offering to compromise.

L. G. Belzil, general merchant, St. Fabien, is offering to compromise.

The assets of J. D. Plourde, general merchant, St. Tite, have been sold.

Adrien Lesieur, general merchant, St. Elie, has assigned to H. Lamarre.

The stock of P. E. Poirier, general merchant, Fraserville, has been sold.

J. A. Carles, general merchant, St. Boniface De Shawinigan, has assigned.

Harris, Irwin & Co., wholesale fruit dealers, Montreal, have compromised.

The assets of J. A. Marchand, general merchant, Fraserville, have been sold.

The assets of G. F. Croasdale, general merchant, Cross Point, have been sold.

The assets of J. P. St. Laurent, general merchant, Isle Verte, have been sold.

J. A. Dagenais & Co., fruit merchants, Montreal, have dissolved partnership.

H. Thanvette, general merchant, Nominique, has assigned to Chartrand & Turgeon.

C. Dignard has registered C. Dignard & Cie., biscuit manufacturers, Montreal.

The assets of J. A. Otis, general merchant, St. Felicite, are to be sold December 20.

Geo. A. Drummond has registered as president of the Canada Sugar Refining Co., Montreal.

The assets of C. Fregeau & Co., grocers and liquor merchants, Montreal, have been sold.

The assets of D. Bellehumeur, general merchant, St. Guillaume D'Upton, are to be sold on Dec. 21.

J. Walker and R. J. Longmore have registered under the style of Walker & Longmore, general merchants, Inverness.

J. B. Mathieu and J. E. Desjardins have registered under the style of Mathieu & Desjardins, grocers, Montreal.

W. F. Cockshutt, M. P.

R. Lamoureux and Jos. N. Gagnon have registered under the style of Lamoureux & Gagnon, tobacco dealers, Montreal.

John Stratakos and A. Roomanos have registered under the style of A. Roomanos & Co., fruiters and confectioners, Montreal.

MANITOBA AND N.W.T.

Annie E. Black, grocer, Minnedosa, has sold out to M. Nystron.

W. Brodie, general merchant, Bruderheim, has sold out to W. Leslie.

A. Dowad, general merchant, Kelloe, has sold out to McCutcheon & Wellar.

Maloney & Harrison, general merchants, Edison, have dissolved partnership.

The bailiff is in possession of the premises of A. Leger, general merchant, Altamont.

Rudy & Otterson, general merchants, Hanley, have dissolved partnership; N. A. Rudy continues.

B. W. Kert, general merchant, Dominion City, has assigned to A. W. Johnston.

NEW BRUNSWICK.

Helen McLachlan, grocer, Nelson, is dead.

M. A. Finn, wholesale liquor merchant, St. John, is dead.

S. S. Deforest, wholesale grocer, St. John, has suspended payment.

BRITISH COLUMBIA.

A. E. Buchanan, grocer, has had E. W. Lesson appointed trustee.

The stock of J. McDonald, grocer, New Westminster, has been sold to A. M. Beattie.

NOVA SCOTIA.

A. I. Hart, general merchant, Baddeck, has assigned to official assignee.

BUSINESS MEN IN PARLIAMENT.

W. F. Cockshutt, M.P., Brantford.

AMONG Canadian industrial cities, Brantford occupies a foremost position, and it is seemly that her representative in Parliament should be a business man, possessing those level-headed, far-seeing and practical characteristics especially evident in men whose lives are devoted to commerce. Mr. Cockshutt, just such a man of business, is well fitted to discharge the duties of a member of Parliament, and to represent his native city at Ottawa.

Mr. Cockshutt is the second son of the late Ignatius Cockshutt, and was born in Brantford in 1855. He attended school at Brantford and at Galt, later proceeding to England, where he entered the produce firm of Thomas Furness & Co., Hartlepool, Durham.

Following this he spent some time in the tea warehouse of Bates, Evans & Co., London, where he completed his business training. On returning to Canada Mr. Cockshutt managed his father's business, which had been founded by his grandfather in 1829, until March 15, 1882, when he bought out the stock and completely refitted the double store — one devoted to hardware and the other to groceries. The former he recently sold, but the latter he still continues. His largest interests are, however, centered in the Cockshutt Plow Co., a firm engaged in the manufacture of plows and other agricultural implements.

Mr. Cockshutt has always been a strong supporter of the Board of Trade both in Brantford and Toronto. He has twice held the presidency of the Brantford board, in 1889 and in 1904, and is a member of the council of the Toronto board. He has three times been selected by the latter board as their representative at the congresses of the Chambers of Commerce of the Empire. Mr. Cockshutt is an eloquent speaker, and his entry into Parliament will add one more to the ranks of the orators.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S THE ORIGINAL MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

"The Standard Goods of Canada."

BOECKH'S BRUSHES and BROOMS

DO YOU HANDLE THEM?

United Factories, Limited,
Head Office: TORONTO.

BRANCHES:
MONTREAL
LONDON

Everybody Can't do It

—You can provide a factory as good as ours, and ovens as good as ours, and flour equal to that we use—and yet it doesn't follow that you can make

PERFECTION CREAM SODAS

There are experience and skill and willingness to be added. We have these extra qualities and we mix them all in with the dough—The result, in our hands, is sure.

And we have established a national sale for our sodas, so good are they.

Order them.

We ship anywhere in Canada. Equalized freight rates.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

GERMAN SURTAX AND CANADIAN TRADE.

THE following interesting figures regarding the effect of the German surtax on the raw and refined sugar trade of Canada have been submitted by the authorities at Ottawa:

In 1903 we imported for consumption from Germany raw beet sugar to the amount of 74,000,000 pounds of the value of $235,716. Of refined sugar we imported 13,286,374 pounds of the value of $456,528. Since the surtax went into operation Canada has bought scarcely a pound of either raw or refined sugar from Germany, the trade having been completely lost. The trade in raw sugar, which Germany formerly enjoyed with Canada, has been diverted to the British West Indies, while Great Britain chiefly supplies the demand for refined. This diversion of trade is well illustrated by the following figures: Whereas in 1902-3 our importations of raw sugar from the British West Indies amounted to 98,000,000 pounds of the value of $1,681,525, in 1903-4 they amounted to 279,000,000 pounds of the value of $3,350,745. As to refined sugar we took 4,097,077 pounds from Great Britain in 1902-3, an amount which last year increased to 9,445,912 pounds. Germany's trade with Canada has been completely wiped out, not only in sugar, but in cement also. Of the latter we formerly took immense quantities. There has also been a great decrease in importations from Germany of brushes, buttons, collars, combs, cotton and woolen goods, iron and steel manufactures, fur skins, gloves and mitts, and glass and china-ware. The surtax not only applies to goods the growth, produce and manufacture of Germany, but to goods, the chief value of which was produced in Germany, although they may have been improved in value in another country. During the fiscal year 1903-4 $683,000 of goods from Great Britain was entered under the surtax. The increase of duty under the surtax on German goods for the last fiscal year amounted to $381,761.

Do You Know Winona?

Between Hamilton and Grimsby —under the shelter of the mountain —on the south shore of Lake Ontario, in the paradise of fruit growers.

This is where we have wrought for the past thirty years, growing nursery stock, operating a fruit farm, shipping fruit to buyers in Canada and Britain, and now we are making

E. D. S.
JAMS
JELLIES
and
SEALED FRUITS
(IN GLASS)

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

COWAN'S COCOA

Maple Leaf Label
Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS, and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

REPEAT ORDERS

A good many dealers who bought

STEWART'S
FINE CHOCOLATES

in fancy boxes—bought liberally, as they supposed—have had to send in for more.

We shall fill late Christmas orders same day as received for

CONFECTIONERY
OF ALL KINDS

We wish our many friends throughout Canada a very Merry Christmas.

ANNOUNCEMENT

Our Travellers will be out the first week in January with the finest showing of EASTER GOODS ever offered in Canada.

A. J. STEWART, LIMITED
Makers of
STEWART'S FINE CHOCOLATES
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

ELITE

¼-lb. blocks.
6-lb. boxes, 30c. per lb.

Breakfast Cocoa

¼ and ½-lb. tins.
7-lb. boxes, 35 and 40c. lb.

Prepared Cocoa

¼-lb. tins.
7-lb. boxes, 32c. per lb.

Diamond Chocolate

8s, 6s, ¼s.
12-lb. boxes, 25c. per lb.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Goods to Push in 1905

Jersey Cream Yeast Cakes
Jersey Cream Baking Powder
Social Teas, Coffees, Cocoas
Old Church Canned Goods
Old Church Pork and Beans
Old Church Ketchup
Jersey Extracts
Jersey Mustard. Absolutely the finest Mustard in the world.
Jersey Cream Jelly Powders
Standard Brooms
Lumsden's Lye

We want to make these lines our leaders and ask the trade's assistance—merchants who are willing to take up and push the above fine goods. We will make it well worth their while. Send for a trial order by mail.

LUMSDEN BROS., - - Hamilton, Ont.

For
Xmas Trade

IF there's anything you've overlooked ordering in **Oranges** (Californias, Floridas, Jamaicas, Mexicans) **Lemons** (Messina and Palermo) **Almeria Grapes, Figs, Dates, Nuts, Holly, Etc.,** remember that our Mail Order Dept. is in capital working order, and can help you out at short notice.

Call up Long Distance Phone Main 645, or wire.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire o phone your orders which receive prompt attention
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Robbing Canadian Apple Shippers.

THE New York Journal of Commerce makes the following interesting statement: "The produce trade—export and domestic—of this city is much wrought up just now regarding the cable quotations for American apples in the English market. George A. Cochran, of Boston, a recognized authority on the fruit trade, who receives quotations by cable, and to whose attention the matter was brought, insists that a coterie in England has systematically banded together for several years past to get the product of the apple growers of the United States and Canada for little or nothing. He says: "They resort to different tactics each year to accomplish this purpose, and this year, fortunately for them, they had fairly good crops of apples in Europe to harp on. This they magnified to such an extent that it made many growers in this country feel as if they were going to get little or nothing for their fruit."

Mr. Cochran declares that these particular dealers have agents in Boston, Montreal, Toronto and Nova Scotia, and he continues: "They consist of fruit merchants in Liverpool especially, where the worst of them hold forth, but they are in Glasgow, London, Manchester and other markets. They advertise freely through the papers here as receivers of apples on the other side. They put their consignments into the fruit auctioneers' hands for realization, and here is where the iniquitous work comes in. The fruit auctioneers are fair, but these dealers manage at the auctions to secure the most desirable lots, and re-sell the apples at private sale at high prices. They return to the shippers on this side account sales based on the auctioneers' returns."

This is a matter that merits thorough and immediate investigation by the Canadian Commissioner in Great Britain. The majority of English commission merchants doing business in Canada are known to be entirely above suspicion in this particular. At the same time, for their own protection, as well as for the protection of Canadian shippers of produce to Great Britain, an exposure of the guilty parties is necessary.

Electricity and the Fruit Store.

We are amongst those who believe, says Fruit Grower, that to no section of the trading community is the electric light more essential than that of the up-to-date retail fruiterer. A large share of the loss incurred by the fruiterer and green grocer is due to gas lighting and the heat and fumes caused thereby. This is especially the case where the shop and store premises are enclosed, or partly enclosed, during the day, which is the case with many shops both large and small, especially in the cooler and shorter days which are now upon us. The action of the gas and the heat immediately affects ripe and ripening fruit, setting up a state of decay which speedily affects the appearance and condition of the fruit.

New Fruit Warehouse.

DURING the past week a representative of The Canadian Grocer had the pleasure of visiting the fine new wholesale fruit warehouse recently erected by H. Walker & Son, Guelph, Ont., for which it is claimed there is nothing more complete in equipment on the North American Continent. This firm have every reason to be proud of their new quarters; as far as floor space, light, and conveniences are concerned the warehouse is unique for its kind. The exterior is of red pressed brick two stories high with basement, double plate glass front, and covered passage ways for loading and unloading in stormy weather, besides lane running the whole length of the building which will be utilized as a private railway siding.

The interior is finished throughout in natural wood, the business offices of the front being particularly bright and attractive, while the storage rooms proper finished in Georgia pine present an appearance not often seen in fruit warehouses. The plant is supplied with large fruit curing rooms, electric hoists, and an up-to-date steam heating and flue ventilation system. The chief impression, however, one gets in wandering over the warehouse is that of spaciousness, although the comparatively large floor area does not seem to be a whit too large for the accommodation of the firm. Everywhere were to be seen piles of fruit boxes, packages, etc., ready to be shipped for the holiday trade.

Mr. Walker says the Christmas trade

in fruit has been more than satisfactory this year. California navel oranges are arriving in excellent condition and fully a fortnight earlier than in previous years. The market for grape-fruit is growing steadily in Western and Northern Ontario and Mr. Walker thinks it will not be long before this article goes into general consumption. Business conditions in Western Ontario generally are promising; the consumer is apparently enjoying good times, the volume of trade done by the wholesaler as well as the retailer being decidedly on the increase.

Mummy Nuts.

In passing the commission house of Batch & Linders, in Fulton Market, New York, a few days ago, a representative of The Grocer noted a bag containing nuts that resembled large pine cones and labelled "African Mummy nuts from the Bekee Islands." Upon inquiry he learned that they retailed at 5 cents each.

Mummy nuts when placed in the oven and subjected to heat open revealing an almond shaped nut of good flavor on each leaf of the cone. Wishing to obtain further information for the benefit of the readers of The Grocer, the question was asked, "Where are the Bekee Islands" He was politely informed they are twenty-two miles due south of the Shekee Islands.

Christmas Price List.

The trade seem to be vieing with one another at this season in distributing descriptive literature, the most recent offering being that of McWilliam & Everist, wholesale fruit and commission merchants, Toronto, in the form of a complete holiday price list of green and foreign dried fruit, foreign nuts, produce, holly, etc. Retailers should write for this list at once; it will assist them materially in filling Christmas orders.

Fruit Notes.

It is rumored that a fruit growers' association will shortly be organized in New Brunswick.

T. S. Armstrong opened up a fruit and confectionery store in Kincardine, Ont., on Dec. 10.

W. L. Dewar, of Milltown, N. B., has started in the grocery, fruit and confectionery business.

The T. Upton Co., Hamilton, wish to announce that all orders for Upton's Orange Marmalade are now being filled with new season's goods. Also, that they are putting on the market for the first time grape-fruit marmalade.

SORTING-UP ORDERS.

For Xmas Fruit. Only one week left. You will surely be out of one line, low in another, and will want it quick.

REMEMBER WE SHIPPED OUR XMAS GOODS VERY EARLY THIS YEAR.

BEAR IN MIND
CUCUMBERS
TANGERINES
CALIFORNIA CELERY
CALIFORNIA CAULIFLOWER
PINEAPPLES
SWEET POTATOES
GRAPE FRUIT

WHITE & CO.
TORONTO.

W. B. STRINGER
J. J. McCABE

KEEP! KEEP!

'Phone Main 5672.

Keep your on our prices as given in our Circulars.

They're close and the quality of the Fruit we offer is fine.

61 Front E., Toronto.

W. B. STRINGER & CO.

Fruit Brokers

SUGARS LIMITED
MONTREAL.

Manufacturers of high-grade SYRUPS and MAPLE CONFECTIONERY.

Illustrated price lists on application. They will interest you.

THEY ARE HERE NOW AND PLENTY COMING FOR XMAS

EXTRA FANCY

ALSO

New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.

HUGH WALKER & SON, Guelph, Ont.

California Navels
Florida and Sweet
Sonora ORANGES
NEW LEMONS
MALAGA GRAPES
CAPE COD CRANBERRIES
BARRELS AND BOXES

TRADE MARK

This design a guarantee of quality.

RED-BROWN WRAPPING

All Weights FOR FURNITURE PACKING All Sizes.

Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

D. E. ROBINSON & CO.
INGERSOLL

Established - - 1886

HOMER REID
MEAFORD, ONT.

Wholesale dealer in and manufacturer of

EVAPORATED APPLES

Write for prices.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

FLOUR AND CEREAL FOODS

Flour Trade of Japan.

SPECIMEN views regarding the flour trade of Japan have been submitted by A. MacLean, Canadian Commercial Agent to Japan, under the heads A., B. and C., as leading importers residing in that country.

A., with general reference to the flour trade, says that their firm, wherever they are located, in Britain, in India, in China, and Japan, are always disposed to prefer British and colonial products. They would especially prefer Canadian flour, for both sentiment and quality, but unfortunately circumstances operate against its extensive importation. The high price which it commands at the place of growth and manufacture makes it too expensive for the larger Japanese market, notwithstanding which there is enough marketed to show what could be done if there were enterprise and energy behind it. This firm say that they share in the expectation of demand probable when the war is over and Corea and Manchuria come under Japanese influence; but that even then, if the Canadian exporters don't support their product with business energy, it may be distanced by that from the United States and Australia. Some system, they thought, should be adopted of keeping Canadian flour on the Japanese market, for it was going to be worth making preparation for its ultimate supply.

The firm represented by B. say that Washington and California flour, otherwise "American," has its place in Japan. It is mainly presented in certain brands, of which the well known "Gold Drop" is the chief; the trade have come to know the brand, and feel that they are well served by it, and therefore it is called for. The importer has no prejudices, only he has a preference for what the market has come to want and to call for. Under these circumstances, B. thinks that it is the part of the Canadian exporter to place his brands on the market, and to stand behind them until, like "Gold Drop" and others, they are able to stand alone. In short, B. says Canadian trade wants pushing. It does not matter to his firm whose goods they sell; inducement is everything.

C.'s firm in flour and butter deal mostly with Australia, but would like to do business in like lines of Canadian goods if they could. They quote the difficulty of the higher price, the unaccustomed color, and the fact that American flour has secured a foothold, which Canadian flour has not. American flour gave satisfaction to its users, and had full possession of the market; therefore, new competitors coming in would require for a time to adopt exceptional means to get a share of the trade. When people were satisfied with what they were using, they would yield slowly to a higher priced article, even although it might be better beyond dispute.

These firms, thus expressing themselves, have dealt and are dealing betimes in Canadian produce, and they may be said to have correspondents in Canada, who are pressing Canadian produce upon them; but those correspondents are thousands of miles away; and as has appeared in some deterrent cases, are not in any way assured to be of the requisite personal responsibility. The conclusion, therefore, is that, by some responsible medium right on the spot, Canadian trade in flour, butter, condensed milk, lumber, and so on, should be represented in order that progress may be accelerated beyond the progress of drift.

Concessions to U. S. Millers.

AS a direct result of recent agitation on the part of leading milling interests in the United States, the drawback system, which remits the duty on raw materials imported for manufacture for the export trade, is about to be extended to cover Canadian wheat mixed with American wheat in the production of flour designed for foreign markets. The Administration has virtually decided to adopt this course, though the formal order will not be issued for several days.

As the drawback law has been applied, Canadian wheat could be brought into this country in bond, ground into flour, and the flour exported without the payment of any duty on the wheat, provided the identical flour and by products were exported. Under another plan the duty was paid when the wheat was imported, and when it was shown that an equal amount of flour had been exported the duty was refunded. The millers complained that neither plan worked to their best advantage, as they were forced to keep the Canadian wheat separate, and to export the by-products, while the best results are obtained by mixing hard Canadian wheat with the soft wheat from Kansas and other western states. Hard wheat can be secured in the northwestern states, but it costs 17c a bushel more than the Canadian hard, and the millers contended that they could not pay the higher price and export flour at a profit. They are willing to pay the American price for flour made for American consumption.

The decision is a distinct concession to American flour manufacturers and will, it is thought, enable them to hold their own in European markets, which has been more or less problematical during the past few months on account of the shortage and high price of wheat in the United States.

Quaker Oats Mills Closed Down.

The American Cereal Co. have closed down their mills at Peterboro, Ont. It is stated that the reason is the recent advance in Canadian freight rates, which practically prohibits this firm from putting their products down at the seaboard on the same basis as those manufactured in their U. S. mills. It is well known that the American Cereal Co.'s products are largely exported to foreign countries, and that freight rates are a material consideration in connection with the cost of delivery and competition.

The shutting down of this industry is a serious set-back to Peterboro, particularly at this season of the year. As to when the mills will resume in all departments depends solely on an early adjustment of freight rates. It is thought, however, that they may be operated to meet the domestic trade.

Growing Milling Industry.

IN conversation with a representative of The Canadian Grocer the other day, Mr. F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Co., stated that fully fifty per cent. of the flour going into consumption in Newfoundland at the present time was Royal Household. He did not think the people anywhere could be too enthusiastic about this brand, and it was his unalterable purpose to maintain and, if possible, improve it, no matter what the cost might be.

The demand for Royal Household was such as to tax the present milling capacity of the Ogilvie firm to its very utmost. Work was being rushed on their large plant at Fort William, which when completed would be one of the largest milling plants in the world, with a capacity of three thousand barrels per day, to be run in connection with their three-quarters of a million bushel fireproof elevator recently erected at Fort William. This would make six mills owned and operated by the Ogilvie Milling Co., located as follows: Two in Winnipeg, one in Fort William, and three in Montreal. The largest single mill in the Empire was their "Royal Mills" in Montreal, with daily capacity of four thousand five hundred barrels.

Death of Mr. John Goldie.

On Dec. 8, in Guelph, occurred the death of Mr. John Goldie, second son of Mr. James Goldie, Sr., president of the Goldie Milling Co. Deceased had been suffering from nervous prostration for the past four years. He was born in Paterson, N. J., nearly fifty-three years ago. At the age of 9 he came to Guelph, and while still a young man connected himself with the Goldie Milling Co., in whose interests he labored untiringly and successfully up to the time of his fatal illness.

The Cream of Comfort

Borden's Peerless Brand

Evaporated Cream

UNSWEETENED

For Army and Navy men in camp or on the march; "afloat or ashore." It has a natural flavor without that scalded milk taste, a light cream color, uniform consistency and perfect keeping quality. Available in every manner as a substitute for ordinary milk or cream..

Try it in

Cocoa, Tea and Coffee.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St, TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

BENSDORP'S ROYAL DUTCH COCOA

There's no better Cocoa made, and it costs only ½ a cent per cup.

Remember the Cocoa with the Yellow Wrapper.

THAT'S BENSDORP'S.

For prices and particulars

WILLIAM H. DUNN, - Montreal
Importer and Distributing Agent
Province of Quebec and Eastern Ontario

The BEST grocers sell the BEST flour.

Proven Best by Daily Test.

Life is a Game

In the game of Breakfast Foods it is known to pretty nearly every grocer in Canada that

Orange Meat

is trump.
Yet we want to assure you that Orange Meat is not trump by accident. We have "fixed" things, as they say in election language.

A secret—
We have made Orange Meat so good that the people like it better than any other cereal they can get.

Your wholesaler has Orange Meat.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

The New Process Flour.

MOST women have learned the disadvantage of having two different kinds of flour in the house, one for bread the other for pastry. At last a leading company has been successful in inventing a process by which flour can be milled equally good for bread, cake, and pastry, and the many housewives and cooks who have tried it can substantiate this fact. The flour that goes the farthest is the cheapest, and when you can buy fine, pure, white and healthful flour why buy poorly milled flour, that will not bake into as much food product as the flour that your grocer will ask a few more cents for? In the long run a man eating seven pounds of the best flour would get as much nourishment therefrom, and be free from existing impurities, as a man eating ten pounds of ordinary flour which will not bake bread and pastry equally well.

In this new process the interior of the kernel of the wheat is reached, affording more gluten, less starch, more bran and shorts for the miller, but pure, nourishing, and invigorating food purified by electricity for the people.

It is every housewife's ambition to have the best for her table, the most for her money, and therefore she must see that the grocer supplies the family with the best flour.

Cereal Notes.

Mr. J. Black has joined the firm of Bruce, McBean & Co., grain brokers, Winnipeg.

The Frontenac Cereal Co., Kingston, have received an order for two carloads of their breakfast food products, to be shipped to Australia.

The Diamond Mills, formerly owned by Watt Bros., Ridgetown, Ont., have been purchased by Messrs. Buckborough & Simpson, and will be known in future as the Ridgetown Milling Co.

Navigation on the Upper Lakes for the season 1904 was closed on Dec. 11, when the steamship Huronic left Fort William for Sarnia laden with 60,000 bushels of grain and 850 tons of flour.

Official figures of Great Britain's wheat crop are given as 36,880,000 bushels, as against 47,624,000 bushels last year, and are rather less than expected. The oat crop is given at 159,260,000 bushels, against 155,850,000 bushels last year.

CANNED GOODS AGENCY.

The Grocer has an inquiry from a Liverpool commission man of experience and connection who is anxious to secure the agency of a Canadian canned goods house to sell on commission. Particulars may be had by addressing the Advertising Manager of The Canadian Grocer.

FUTURE OF JAPAN TEA.

THE CANADIAN GROCER has received the following communication from P. C. Larkin, of the Salada Tea Co., Toronto:

Editor Canadian Grocer:

The letter of Mr. Bernard, agent for Bernard & Co., of Japan, re Ceylon and India green tea, in your issue of December 2 was most interesting reading to me. In it we have a letter from one of our opponents telling us that our business is "going to the dogs." Well, there are very few "live" merchants who have not heard like stories about their affairs from their opponents, and therefore, we can look with equanimity at Mr. Bernard's assertion. By a strange coincidence though, the same morning of your issue we received a circular letter notifying us that Hunt & Co., of Yokohama, "have now established branches of their business in Colombo and Calcutta," therefore another Japan firm has taken up the Ceylon and India green tea trade. Will any of your readers presume that Hunt & Co. would go into the Ceylon and India green tea trade if they saw it declining? or will not every reasonable person suppose that it is because they have great faith in the Ceylon and India green tea trade? However, figures speak better than any inferences.

The imports of Japan tea into Canada in 1899 amounted to 11,666,757 lbs. During that year, 1899, we put Ceylon green tea on the Canadian market. In 1903 the imports of Japans had fallen off to 4,879,078 lbs; showing that nearly two-thirds of the entire Japan tea imports into Canada had disappeared. During the same period the imports of Ceylon and India green tea into the United States and Canada amounted to over 20,000,000 lbs.

Any person engaged in the Japan tea trade alone, who can look with the optimism that Mr. Bernard does at those Government figures showing such a rapid decline every year in the imports of Japan teas, and a correspondingly rapid increase in imports of Ceylon and India green tea, has certainly the courage of a "Mark Tapley." I am not afraid to put on record my prediction, and it is, that in a very few years Japan tea will have entirely disappeared from the Canadian market just as China blacks have, and the downfall of the latter I foretold twelve years ago when there were few believers. Cup quality tells in the long run, and it will tell in favor of Ceylon and India greens just as it has in blacks.

(Signed) P. C. LARKIN.

Write or Phone Us

For Prices on

Rolled Oats, Standard and Granulated Oatmeal, Flaked Wheat,
Granulated Wheat, Pot and Pearl Barley, Split Peas,
Gold Dust Cornmeal, All Kinds of Feed, Pea Meal,
Ground Wheat, Ground Oats, Ground Corn,
Grain of all Kinds.

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons	wine measure,	$4.50 per case,
12 half-gal.,	"	4.80 "
24 quarts,	"	4.80 "
24 pints,	"	2.50 "
5 gal. tin,	imp. measure,	4.00 "

PACKED IN WOOD

12 gal. kegs,	- -	5¾ cts. per lb.
27 " bbls.,	- -	5½ " "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY

MONTREAL, - - QUE.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Make More of Cigar Department.

RETAIL grocers might make more of the cigar and tobacco department which some of them maintain than they do now. It is merely a matter of knowing how and of trying the proper quality of goods. No smoker, no matter how little experience he may have had with rather low grade cigars, is going to buy freely of poor stock if it is possible to get better, and most towns of any size now have some place, if it is only a barber shop, where cigars can be bought.

If retail grocers would put in a small stock of good, but moderate priced cigars, choosing good brands and always keeping the stock up to the standard, they would speedily built up a profitable trade. While it might not be a large department it would add its proportion to the general profits and be another reason why customers should visit a grocery store. It is said that the only men who buy cigars from grocers are the hired men who come off the farms on holidays and Saturday nights, but that isn't quite true, even if grocers have few cigars that are satisfactory to anyone else. The thing to do is to make the department attractive and undertake to compel customers to buy more freely of better goods.

A small stock of five-cent cigars, some good smoking tobacco, some good plug tobacco and some pipes and smokers' articles would not require much investment, nor much space, but they would add their quota to the business of the store and cause smokers to patronize it more freely.

There are many country villages where there is no regular cigar or tobacco store. These villages ought to be good places to establish such departments and place them upon a profitable basis immediately.

It would be well to advertise the department as freely as its size and importance appeared to warrant, in that way attracting attention to it at the opening. In some instances it might be possible to secure samples of tobacco or little cigars to distribute to such persons as might come in for the first time.

It would always be comparatively easy to replenish stocks, for wholesale grocers nearly all have large cigar departments. Many of them even sell to regular cigar stores that do a big business. It is not conceivable that they can't supply a small grocer. This matter can be looked up very easily, and if you haven't such a department it would be a good thing to establish one as soon as you can make arrangements.—New England Grocer.

Smokers' Presents.

If a retail grocer or general merchant thinking of sending a Christmas present to customers, friends or employes in remembrance of valued orders or services rendered, nothing is more suitable than a box of cigars, a meerschaum pipe, a cigar case, cigar holder, or a tobacco pouch.

This is the season when the public are disposed to invest freely in holiday gifts for their friends, and the retailer will do well to make the most of his tobacco department in this connection. He will find it well worth his while to talk tobacco to customers, particularly if they have friends who are partial to a pipe or good cigar, and if he be a smoker himself he will be able to add from his own experience the persuasive information that there is nothing in the world so thoroughly appreciated at Christmas time by men who indulge in a smoke as a box of dainty cigars, a pipe or some other of the numerous smokers' accessories.

Ontario Tobacco Crop.

RECENT reports from correspondents on the tobacco situation in Ontario speak well of the tobacco crop, both in regard to quality of leaf and character of curing. Others state that the lateness of the season at planting rendered it impossible to raise a first-class brand of leaf in certain sections. Some of the crop got nipped by the frost, but as regards both yield per acre and quality the return is about average.

The farmers of Essex County are well satisfied with the season's crop; the amount of tobacco raised was not as great as in other years, but the price realized was larger. The Empire Tobacco Co. alone is said to have purchased three hundred thousand dollars worth of Essex tobacco, and other tobacco manufacturers bought equally largely.

Sumatra and Borneo Tobacco.

"STATISTICS for the year 1903-04 crop of tobacco from Sumatra and Borneo are now to hand. Perhaps the most noticeable feature of the general situation is that although the crop is the largest on record, exceeding last year's record by between 6 and 7 per cent., not one bale of leaf remains unsold," says the London Financial News. "This fact, coupled with the firmness shown at all the Autumn sales and with an advance of about 8 per cent. in the price of the Sumatra crop, and of about 18 per cent. in that of the Borneo crop, points to a very large increase in consumption and augurs will for next season. The combined crops of 1903 sold this year amounted to 271,211 bales, against 256,102 last year. Sumatra and Borneo figure respectively for the two years, in bales, as follows:

	1903.	1904.
Sumatra	241,238	254 168
Borneo	14,864	17,043
Total	266,102	271,221

"At present the outlook for the new season, which will open in March, is dis-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

You are Reminded that

we have put up **Pebble** Cigar (our 5-center) and **Pharaoh** Cigar (our 10-center) in handsome form, 25 to the box, for

CHRISTMAS PRESENTS

Can you not handle a few of these boxes, to the satisfaction of a good many of your customers who have to solve the gift question?

There's a nice thing in it for you.

But you'll have to hurry. Christmas is coming.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

Everybody Knows

—or should know—
that there is no
Smoking Tobacco
that equals

T & B

And Therefore

this being so, it is
but right that the
grocer should sell

T & B

The 10c. Size is a Good Seller.

Geo. E. Tuckett & Son Co, Limited, Hamilton.

tinctly favorable ; but tobacco is a more speculative crop even than hops, and, as they say in Amsterdam, 'Tobacco, my dear sir, is either gold or iron.' At the same time the dividend records prove that, given a good estate and good management, the yield on an investment spread over a series of years is usually a very handsome one."

Tobacco Notes.

N. T. Kreig, of Hespeler, Ont., has opened up a tobacco store at Preston.

Thousands of pounds of tobacco leaf of excellent quality were raised during the last season at Kelowna, B.C., and it is thought the experiment will result in a large industry springing up in British Columbia in tobacco culture and the manufacture of cigars and plug tobacco.

Mr. Louis Jacobs, representing Levi, Blumenstiel & Co., 147 Water Street, New York, dealers in leaf tobaccos, was a caller upon the trade in Montreal last week. The Grocer met in Mr. Jacobs an old acquaintance of early days in Hamilton. Mr. Jacobs has done well since taking up his abode across the line, and now represents one of the best known leaf tobacco houses in the trade.

Should be in the mouth of every smoker. What

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

If people like

McALPIN'S TOBACCOS

—and they do—why don't you sell them

McAlpin's Tobaccos?

SMOKING

Tonka

Solid Comfort

Pinchin's

Hand Made

CHEWING

British Navy

King's Navy

Beaver

Apricot

There's more money in them for you than in any other Tobaccos sold.

McALPIN CONSUMERS' TOBACCO CO. LIMITED

TORONTO

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

GETTING INFORMATION ABOUT YOUR SUBJECT.

By E. St. Elmo Lewis.

THE very first thing that an ad-writer must do is to understand his subject. It is not necessary, however, that an ad-writer should know how to build an engine in order to advertise one. Some people seem to think that because an advertising man cannot make an article he cannot advertise that article. I venture to say that Mr. John Wanamaker cannot go into a silk factory and make a piece of silk; but Mr. Wanamaker can sell it.

The principal thing that you want to know about goods is the selling point; therefore, instead of going to the fellow that makes the goods, go to the salesman who sells it. The salesman who sells the article learns early in his experience to judge his people. The only difference between the salesman and the ad-writer is that the ad-writer appeals to a number of men at one time, where the salesman appeals to but one or two. Therefore, before you write an advertisement, go to the man who sells the goods and who knows how to sell them, and get him to talk to you just as if you were going to buy the goods, only you must impress upon him that you are supposed to be a man who knows a great deal about them, therefore he has to put some very strong arguments to convince you that his goods are superior. If you have a proposition where you have low-priced goods, your salesman will talk to you very strongly upon the great bargain quality. If you have a proposition where quality is the consideration, the salesman will tell very little about prices, but a great deal about quality, and the character of his establishment.

Understand that you must write your advertisements to meet the kind of people to which the store or business caters. The higher class of society doesn't make so much point of price as it does of quality. The lower classes, having less money, must look more to price and less to quality.

It is not necessary for me to go into any discussion as to which is the better way of buying, any more than to show that these are the conditions which the advertising writer must solve; therefore, he has no choice in the matter, but he must write his advertisements to interest the class of people. This principle applies to a retail business in a small country town as well as it does in a big city. It applies to manufacturers large or small. It applies to general advertisers everywhere.

I want to impress upon you one thing. Don't write smart advertisements which contain nothing but a catchy phrase and some glittering generalities about the business. For instance, to start out an advertisement, "Is John Smith Crazy?" and then go on to say, "We don't care if he is, but you will think we are crazy when we tell you that we are selling our $1.50 shoes for $1.25."

Now, if you analyze that advertisement carefully, you will see that the advertiser has been so bent upon getting a bright idea into his advertisement, that he has utterly failed to note that he hasn't said what he intended to say. He hasn't said that he sells the $1.50 shoes for $1.25, but he has simply said that the buyer would think he was crazy when he said it.

I think you will admit, with me, that such an advertisement would generally be considered evidence of insanity, yet how often do we see advertisements exactly like this in the quality of its foolishness?

Don't try to be smart, but rather try with all your powers to keep from being smart. The smart man generally takes up 95 per cent. of his time in living up to his reputation for smartness, and the other five per cent. in devising some manner by which his advertisements can be made to sell goods.

The thing that sells goods in an advertisement is an argument. I don't tell you to make your argument cut and dried, but have some information in your advertisement; therefore, get information. Get hold of the man who sells the goods, as I told you before, and get all you can out of him—pump him dry. Ask such people as you may know, who buy his class of goods, how he stands; what kind of goods he sells, and find out what they would want to know about the goods before they would buy them. Remember that is the principal thing. It is not what the seller likes to talk about, but what the buyer must know which should go into an advertisement. Remember, people want facts told in an interesting and attractive way. Then apply your own good sense to the information you get. Study human nature, and especially the kind of human nature to which you are going to appeal.

As you go along you will have a bright idea now and then. Carry a little book with you. Jot it down. Keep that little book with you all the time. Don't put a bright idea into an advertisement right away. Possibly it will be a great deal like an advertisement I mentioned in the forepart of this lecture. It will sound different when you come to look at it next day.

If you are going to advertise a subject which has been advertised before, get the other people's advertisements. Read them carefully. See wherein they are strong or weak. Criticise them; place your own advertisements alongside of them and see if yours are any better.—Reproduced from Impressions.

The Ultimate Gain.

MANY a man in considering the question of advertising looks only at the immediate outlay he is called upon to make if he begins to advertise, and neglects to give due consideration to the ultimate gain. Why the conditions surrounding an advertising venture should be regarded as being different from the conditions attendant upon the opening up of a new store or a new department, is hard to understand, but it is a fact that many a man who has decided to advertise looks for immediate and equivalent returns. Suppose, for example, that John Smith goes to Edmonton to open up a general store there, what right has he to expect to do a profitable trade from the very first day? If he is a man of sound judgment he is content to do business at a downright loss for a period of many months in the confidence that the future will recompense him for the unprofitable beginning. He does not reckon present loss but regards only the future gain. Suppose, again, that William Brown, of Kingston, decides to add to his general dry goods business a men's ready-to-wear clothing department. It is clear as day that he will have to invest a good deal of money and wait and work a good many months before the new department can be made to show an adequate return.

So is it with beginning to advertise. There must be investment covering possibly months before the merchant will find the new influence he has set at work yielding the desired returns. To look for magic results is so manifestly out of the true order of things that it would seem necessary only to point out the folly to make a man see things in their right light.

The truth remains, however, that some men find it almost impossible to face the question of advertising sanely and resolutely, leaving to the future the sure reward. It is with them a form of gambling, legitimate of course, but the issue is altogether doubtful.

FREIGHTS AND CHARTERS

RATES in Canada have been advanced to the all-rail basis now that river navigation inland has closed. Mr. G. M. Bosworth, fourth vice-president of the C.P.R., has issued the following circular: "In order to provide the stiffening for the early steamers from West St. John, the C.P.R. Co. was obliged to haul, before the close of navigation, a certain quantity of wheat from Fort William to West St. John at a figure greatly below cost, or otherwise the steamers would have been unable to sail. After the close of navigation on the lakes, the rates were advanced to an all-rail basis."

A slight advance in freight rates from Toronto east to the coast has taken effect in wheat and other grain, namely 4c per hundred to the Maritime Provinces and 1 1-2c to the seaboard. Quotations on oats showed an easier tendency early in the week in view of the increased rate, but in other grain little effect was noticeable.

Ship owners are not over jubilant regarding the St. John shipping and it is certain that the C.P.R. having their own railway as a feeder to the steamship lines on the Atlantic as well as the Pacific have a marked advantage over the other lines. For instance the Allan Line claim that they run to St. John because of their mail contract, not because they get the best cargoes there. The Government compels them to make a Canadian port their terminal with all mail boats.

Rates are exceedingly low and the amount of cargo going forward to the different ports is not large. Some slight stimulation for the Christmas import trade has taken place in the way of dried fruit cargoes, etc., but inland buyers state that such lines as Persian dates and currants and raisins have principally come by New York. Not one new charter has been recorded.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	Rotterdam.
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	....	.....	....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.....	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl.	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	....	†Fine20 12/6	†Fine20/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

TROUBLE IN CALIFORNIA.

Considerable excitement has been occasioned in large American cities regarding delay in deliveries of seeded raisins from California. Private advices attribute the difficulty to short crops and bad drying weather. Another suggestion is to the effect that new goods are being held back to stimulate the sale of old stock. This latter statement, however, is said by experts having first-class connections in the west to be unfounded.

Mr. A. P. Tippet, a leading broker in Montreal, makes the following statement to The Canadian Grocer regarding the situation: "All Griffin & Skelley's contracts for raisins in the district have been filled and no supplies were shipped later than November. As regards the present position we have no opinion to offer, but our impression is that the fruit situation in California is pretty much an unknown quantity at the present time and will continue so until all contracts have been completed. No reliable new fancy seeded are now being quoted and old fancy seeded are unobtainable; in regard to old seeded, the danger is much exaggerated as old raisins will not deteriorate for many months if made from sound stock."

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

December 15, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
8-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

IO BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 56
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case		$0 40
½ " 4 " "		0 75
½ " 3 " "		1 25
1 " 2 " "		2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
OceanBaking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " L, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 05
" " 7-lb. cotton bags, per bag	0 15½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 55

You Are Sure

That you are doing the following:

Making Money
Building Up Business
Giving The Best

When you sell peels made by

AGENTS
ROSE & LAFLAMME
MONTREAL

BATGER AND CO.

Good Value to Your Customer

Paterson's Worcester Sauce.

ROSE & LAFLAMME,
Agents, Montreal.

Large Profit To You.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz. to case	per doz.,	$	.90
½ " "	4 " "	" "		2.40
½ " "	2 " "	" "		4.75
1 " "	1 " "	" "		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction

Household words for 50 years

Edwardsburg

"Silver Gloss" Starch, Best for laundry work.

Benson's

"Prepared" Corn, Best for cooking.

—A record of purity in manufacture
—unequalled by any similar goods on
—the Canadian market.
—Every store in the land sells them.

FOR SALE BY EVERY JOBBER.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
30 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

		Per doz.
"	" 5 doz., at.	$ 1 40
"	" 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	I case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 26

Orange Meat.

Cases, 36 15c. packages $4.50
5 case lots 4.40 (Freight paid.)
Cases, 20 25c. packages 4.00
5 case lots 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

DUPUIS.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ¼-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ¼-lb. (containing 30 1-lb. and 60 ¼-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ¼-lb.	"	2 75
No. 3, " { 30 1-lb. / 60 ¼-lb.	" }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	$ 2 85
5 cases	2 75

"BEE" BRAND.

		Per case
"Bee" brand, 8 oz., cases, 120 pkgs.		
" " 10 oz., cases, 96 pkgs.	}	$3 75
" " 16 oz., cases, 60 pkgs.		

Soap and Soap Powders.

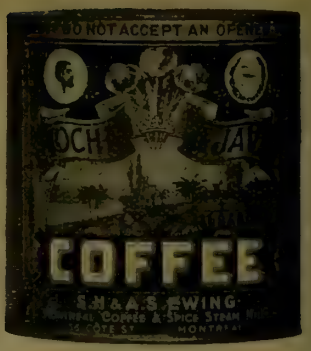
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. H. DUNN AGENT.

A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling



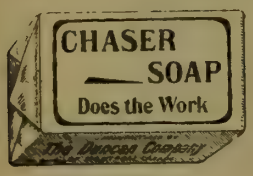
"Prince of Wales"

MOCHA & JAVA COFFEE

Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING
ESTABLISHED 1845.

Importers and Manufacturers
55 Cote St., MONTREAL.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50
ulinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkgs, cases 5 doz., per doz.	1 00

less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

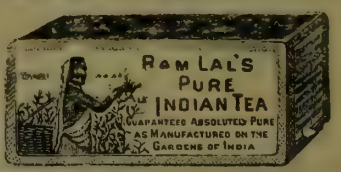
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 36
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 30
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb.	1 56

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 30
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold ½ lbs. for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	70
" " B Red	40	60
" No. 1 C Pink	35	50
" 2 C Orange	30	40
" 3 C L. Blue	22	30
" 4 C L. Green	20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 61
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 68

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 80
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 2 doz. 10c.	1 00

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the cope of the clipping industry.
s We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Christmas Hustling!

Mail or wire your orders for any special or sorting up lines you may require and we will attend to it promptly.

DO IT NOW
and sell the goods.

GOWANS, KENT & CO.
16 Front Street East
Branches at Winnipeg and Montreal
TORONTO

IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. This is why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED.
WALKERVILLE, ONT.

TWO GOOD SELLERS.

KKOVAH PLUM PUDDINGS.

Packed in 1-lb., 2-lb. and 3-lb. delft basins. A rich home-made English Plum Pudding. Put up in a clean and attractive form.

KKOVAH MINCE MEAT.

In 1-lb. and 2-lb. stone jars. A home-made Mince Meat of highest quality. Made by people who know how.

JAS. R. GREIG, MONTREAL, Sole Canadian Agent for Kkovah specialties.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, DECEMBER 23, 1904. NO. 52

Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

OUR WISH

May your holiday trade be brisk and profitable and may 1905 bring happiness to your home and prosperity to your business.

Christie, Brown & Co., LIMITED

Toronto and Montreal

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

It's Not Advertising

which has built up the demand which exists for that best of cough remedies—

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Merit, and the cures it has worked, are what made the business.

Every dealer who wants to keep his customers well should recommend it.

J. L. MATHIEU CO., LIMITED

PROPRIETORS SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS for headache, etc., are also proving very successful.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

West India Cane Sugar

and

Coarse, Medium and Fine Grain

"Crystal" Brand
Granulated Sugar

Made in Wallaceburg by WALLACEBURG SUGAR CO., LIMITED

67%
Pure Oil!

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap—*Seven per cent.!* It seems a trifling matter perhaps yet it may make or mar your success in holding a customer's permanent trade.

The "Shell" Brand of Castile Soap is packed only by Couret Frere, of Marseilles, France. Highest quality always, in one pound bars and upwards.

Pressed cakes in boxes also. Sixty-seven per cent. of Pure Oil in the "Shell" Brand.

"Shell" Brand Castile Soap

Sold by Leading Wholesalers.

"Thistle" Brand

Maple Syrup that makes the mouth water for "more." The real syrup of your boyhood days—the "Thistle" Brand.

You best preserve your customer's interests by selling what they expect and want and yet so seldom get — palate-tickling maple syrup—the "Thistle" Brand.

Maple Syrup

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO.,

AGENTS,

8 Place Royale, Montreal,
20½ Front St., Toronto.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like thi , but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests ?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention ?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you ?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
20 Front St. E., - Toronto, Canada

We Wish All a Very Merry Christmas.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us. Goods reshipped. Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

If YOU wish to sell goods in the WEST
WRITE **CHAS. MILNE** THE MERCHANDISE BROKER
VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

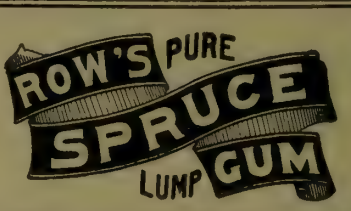
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited **WINNIPEG, MAN.**

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.



ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars
ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Herbs—In ¼-lb. packages.

Special quotations for Whole Leaf Herbs in 400-lb. bales. Also Rubbed and Powdered Herbs in barrels.

Sage, Savory, Marjoram, Thyme.

—Our Herbs enjoy a special reputation for quality. These goods are most seasonable now. We solicit a trial order.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

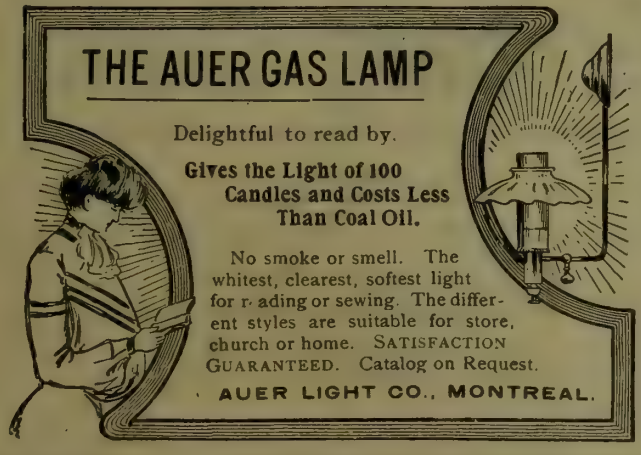
Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

"STERLING" BRAND PICKLES

These pickles are delicious. Wouldn't you prefer to sell the very best of everything? Customers appreciate this kind of treatment.

We make **good** pickles and we put them up attractively. The result is they command a ready sale.

ALWAYS IN DEMAND

The T. A. LYTLE COMPANY, Limited

Manufacturers of **High-Grade Pickles**

124-128 Richmond Street West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

"Playing to the gallery"
is the custom of the cheap artist.
True merit needs no recourse like this.

So it is in business life,

JAPAN TEAS

require no "fire-works" advertising—their merits win the appreciation of every lover of **pure, healthy, nourishing** tea, and **once won**, always held.

The wise grocer knows this and sells

JAPAN TEAS

To the Retail Grocery Clerk.

Send to the N. K. Fairbank Company, Montreal, for particulars of our premium plan, by which we are attaching coupons to the following specialties, and get valuable premiums

Fairbank's Gold Dust Washing Powder.
Fairbank's Glycerine Tar Soap.
Fairbank's Fairy Soap.
Fairbank's Copco Soap.
Fairbank's Scouring Soap.
Fairbank's Sanitary Soap.

We pay our salesmen to sell goods to the merchant. Why not pay the clerk to sell goods for the merchant?

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

It Does You Good

to sell goods that have proved themselves to be unequalled for quality and strength like

Jersey Cream AND Reindeer Brand

Condensed Milk. These reliable brands not only give perfect satisfaction but build up your reputation for handling goods that are right.

A MERRY CHRISTMAS.

W. G. A. LAMBE & CO., Agents

The language of advertising is very much the same all over. Everybody claims to make the best goods, and grocers must find out by actual experience what to let alone. We guarantee you against loss by refunding money in all cases where

DWIGHT'S COW BRAND SODA

proves in any sense unsatisfactory. Business hasn't drifted our way blindly, and there's no reason why we shouldn't get all the trade there is in baking soda.

You run no risk at all in recommending "Cow Brand."

JOHN DWIGHT & CO.
TORONTO.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

The growers of

CEYLON TEAS

have peculiar pleasure

in wishing their

thousands of friends

among the

Canadian Grocery Trade

A Very Merry Christmas

ALWAYS THE SAME

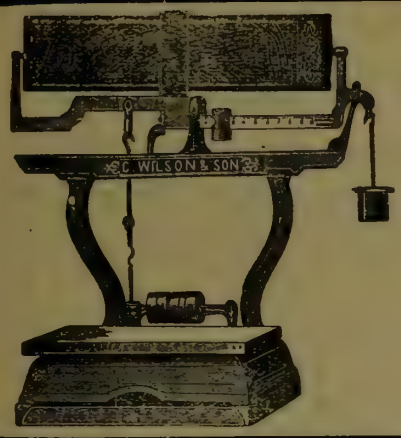
Never changes—the standard of quality in black lead

JAMES DOME

There is no better stove polish you can buy

WE WISH YOU A MERRY CHRISTMAS.

W. G. A. LAMBE & CO., Canadian Agents. **KEEP UP YOUR STOCK.**



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

Good Cheer

Many a Christmas offering of table delicacies will include

Southwell's

Jams and Marmalade

Their quality is gift quality —the highest quality.

Sole Canadian Agents,

Frank Magor & Co.

403 St. Paul St., MONTREAL

The makers of

IVORINE

Cold Water

STARCH

wish you

A Very Merry Christmas

and

A Happy New Year

We acknowledge with our best thanks your good will as exemplified by our excellent sales record for 1904.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

The GRAY, YOUNG & SPARLING CO., Limited

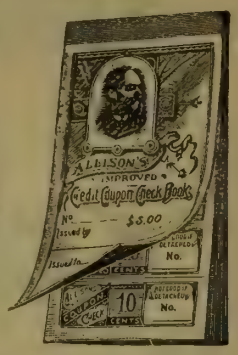
Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

A Two Cent Mistake



Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

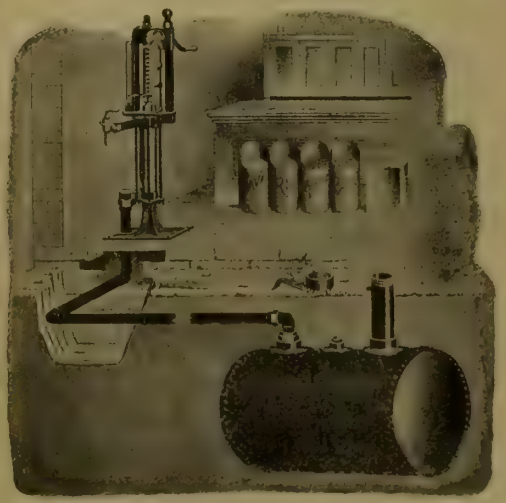
THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the



PUMP IN STORE—TANK BURIED.

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the insurance companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free.

ASK FOR CATALOG "B"

S. F. BOWSER & CO., 530 FRONT ST., WEST, **TORONTO.**

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

---

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

The

Pure Gold Manfg. Co.

Limited

Toronto

Wish the Grocers of Canada a prosperous Holiday Trade and Compliments of the Season.

Christmas Trade—Hurry-up orders for our lines will have prompt attention.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT FOR CANADA.

FINEST GROWN IN GREECE.
Approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

GUESSING ENTERPRISES

form a prominent feature in many newspapers nowadays.

They afford relaxation for a leisure hour, but the guessing idea is a dangerous one to incorporate into business.

Guessing is barred out of all the relations that **Wood's Coffees** bear to the seller and the public. Every pound is known to be the best in grade as represented.

The buyer of hap-hazard goods is a guesser, not a winner.

CANADIAN FACTORY AND SALESROOM,
No. 428 St. Paul St., - - MONTREAL.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

THE NAME
"GOODWILLIE"
ON FRUITS IN GLASS
IS A GUARANTEE OF
QUALITY AND EXCELLENCE
UNEXCELLED

ROSE & LAFLAMME
MONTREAL

MY CHRISTMAS VISITORS

or The Grocer's Conscience Awakened

By W. H. SEYLER

THE clock in the store below had just buzzed out the hour of two a.m., December 25th, '99. I say buzzed, because the active verb "strike" was not applicable to the store clock of Johnson's grocery, if we except the periods of cessation from labor which at uncertain and unexpected times overtook this old relic of the early part of the century. As the last wheeze died out on the night air, I woke up with a start and a shiver; the start occasioned by an undefinable and unnatural feeling of uneasiness, something suggestive more of mental perturbation than physical discomfort; the shiver caused by a sudden rush of cold air up the stairway and through the open door of my room.

At first everything seemed still in the house, nothing breaking the thickness of silence that surrounded me save the gusts of wind against the window, and the jerky ticky-ty-tock-tock of the old clock down below. As the silence was becoming too oppressive and unbearable, I threw back the coverlet and was on the point of jumping out of bed to strike a light, when I felt a noise. Yes, I distinctly felt it, strange as this may sound, and it was more painful to me than a blow on the head. My heart stopped beating for a moment, and I had near fainted. I endeavored to rise, but found I couldn't stir an inch. All my faculties, physical and mental, had "struck."

Once more I felt the noise. This time it was taking character to itself; it sounded like the subdued hum of many voices, and seemed to be directly below me in the shop, near the foot of the stairs. I could not locate any particular sound in the hum, and my first thought naturally was of burglars; but surely burglars could find but little ready cash in our till, and Johnson's hospitality was so well known in the neighborhood that not even the light-fingered gentry had ever attempted to take what was free to every poor and deserving person on inquiry. If not burglars, what then? Ghosts? That thought made me smile even in my anxious position. Ghosts in this 19th century, and the latter end of the century at that! Besides, I took no stock in these intangible visitors from the Beyond, and my attempts at spiritualistic meetings to provoke the presence of the departed (one Smith who owed me a trifle over $10) had resulted in nothing more than the arrival of a long-haired and long-whiskered artist dressed in a sheet, and who betrayed his earthy substance by demanding of me an additional dollar for extra services, as the said Smith had taken up his permanent residence in the most southerly and torrid portion of the Unknown regions, and the labor of the medium was consequently more exhausting than in ordinary seances.

Suddenly I heard a distant and undoubted sound of moving bodies in the store, accompanied by the most peculiar conglomeration of noises, rattling of tins, banging of boxes, rustling of paper and tramp, tramp of feet on the stairs. Great Caesar's ghost! they were coming upstairs. I tried once more to jump out of bed towards the match-box near the dresser, but found myself held down as if by iron hands. My eyes turned towards the door, were paining me with their tension, and were ready to burst with trying to pierce the darkness.

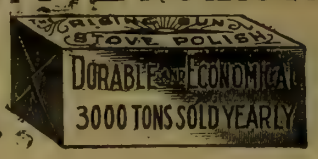
The noises approached nearer and clearer and, I judged, were now at the turn of the stairs over the back warehouse. Another minute and they must reach the door, when another element, and certainly a very comforting one, entered into affairs; a light—faint at first, then growing stronger as the noises approached nearer—shone up the stairway and lit up a zig-zag crack in the panel of the door, opposite the foot of my bed. With a more comfortable feeling stealing through me, I awaited the arrival of the midnight intruders. Tramp, rattle, rustle, clang, bang, they came up the stairs, the bright light at last bursting into the room and dazzling my eyes with its brilliancy. Involuntarily I put up my hands before my face, the glare was so strong and bright. By the time I had accustomed myself to the light the whole band had entered the room and scattered themselves in every direction.

Great heavens! One look at my visitors and reason nearly left me. Who was that halting in front of the bed? Who but myself! Now, friends, don't run away with the idea that this was all a dream, a myth. It was too real, the whole event too protracted, too painful to be a vagary of a tired brain. Was I dead, and this my spirit come to visit its earthy shell again? Evidently not, for I was sitting none too comfortably in my bed, and could plainly hear the wind howling and blustering up and down the street at intervals, and the window rattling frightfully. Then, if not "I," who was this other self, this "dead" image of myself? We have all at some time, or various times in our lives, been taken for someone else, mistaken for someone else and put to no end of trouble and inconvenience by this "someone else" without being able to satisfactorily locate this personage. I remember, when residing in Detroit some years ago, having to pay for this "someone else's" shaves at the barber shop in Fort street, which I, or rather "we," patronized, but hard and long as I endeavored to meet this individual I never succeeded. But here at last I was face to face with myself. Eureka! I must confess, however, that I did not feel flattered at the picture I presented—to myself. True, outwardly I was the same; same hat, boots and clothes, the same piebald spot on the off side of my moustache, yet there was a something in the expression of my features which seemed at variance with my wonted countenance. There was a look in my face I had never seen before, nor ever imagined could be there—a look betokening inward dissatisfaction and disgust, a look of remorse and sadness, a sort of "mene-mene-tekel" look of accusation and doom. What could it mean? I studied myself carefully for a few moments, then seeking for an excuse of my presence here before myself, I turned my attention to my, or rather my alter ego's, companions.

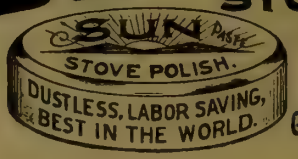
I stated before that I was shocked beyond measure to see myself before myself, but the effect produced on myself (that is the self that was sitting up in bed) on viewing the motley crowd scattered through the room, was the opposite of serious. I burst out laughing, and laughed till I thought every bone in my body was disjointed. I fairly rolled over the bed in my uncontrollable mirth, and my other self even seemed to be affected by the hilarity. He smiled faintly, reminiscently as it were, thinking perhaps for a moment of some enjoyable time long gone by when we were very intimate. Laugh! why, a tombstone would have waltzed with the footboards.

Have you ever witnessed a calithumpian or carnival procession? Yes? Well, you are then aware of the variegated crew that usually form for parade. This crew before me was the most unique, diversified, nondescript and ridiculous assemblage that ever met human gaze. To describe all the peculiarities and oddities of my visitors would take up too much time and space, but one feature they all had, or rather did not have in common; they had no heads, yet were able to speak and laugh. They all had legs and arms, and but for their heads acted like human beings. Among, and most noticeable among, the gang, were two tin gallon measures, one a trifle shorter than the other, two wooden vinegar measures, same dimensions as the tin ones, two sacks of tapioca, several boxes of Valencia raisins, one somewhat aged in appearance, a couple of old tomato cans, each with a hole in the top, a can of baking powder with a glass dish hanging to its side, a chest of Assam tea and a half chest of new season's (sic) Congou, a sack of imported salt, a caddy of Canadian grown tobac-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

co, a bale of nuts labelled Grenoble, and an array of spice tins branded "Pure" cassia, ginger, cloves, and so on through the list of condiments, and a dozen or so other different commodities of the trade. Leaning up against the washstand near the window, were two long narrow bundles of paper in the form of rolls tied with a blue ribbon at one end. One bundle was a little the longer, and was tied with a scarlet ribbon, and pasted all over with bank bills of the larger denomination and branded "Wholesale Grocers' Guild;" the other bundle bore the legend "Retail Grocers' Association." These last named articles attracted my attention more particularly, and—but I anticipate.

Having taken note of the company as hastily as I could, I ceased my laughter and turned my attention again to myself, or rather my "double-ganger," with a puzzled and inquiring look. Interpreting the same correctly, he turned slightly aside and made a step towards the bed and whispered, "You wish to know who I am and what all this means (indicating with a jerk of the thumb over the left shoulder, the other visitors). I am your Conscience, and these are a few of the victims of your double-dealing and treachery, deceit and fraud. I am come this night of good will towards all men with the very best of intentions to save you from yourself, to show you the iniquity of your business transactions, to point out to you that the respectability of your trade is but a sham, and that at bottom, you who are considered a paragon of uprightness in business dealing, who hold a leading position in a prominent church in this town, whose very name is a gaurantee of the good quality of your groceries who—"

"Hold on a minute there, not so fast," I ventured to break in. "Reserve your invectives and reproaches. Why should you single me out for such uncalled for and cruel reprimands and disturbances? I do not see the force of it all. I am only a salesman. What's the matter with ringing up Johnson himself? Telephone 036. You don't see the force of it, eh? Sorry for you my worthy self." To which came the answer. "I have nothing to do with Johnson. You see, I have a sort of family interest in you, for we are old friends (nodding familiarly to me), and though you have at various times endeavored to drown me and my still small voice, I am bound to have it out with you tonight, and in order to more clearly impress upon you the truthfulness of my statements I have brought a few arguments along" (pointing around to the company). "Cover yourself up closely, you might take a chill before I am through with you."

"But my dear sir," I hazarded to say, "I didn't ask you to enlighten me on my own affairs, and can but stigmatize your uncalled for intermeddling as a deliberate insult to my business integrity. I—"

"Cant' help it, old boy, you've got to hear it, and as the glorious dawn will soon be breaking and my companions have a few more of your stripe to visit I must get through—"

"I wish you'd get out," I yelled.

"Oh I know you don't like me to trouble you—"

"A conscience you know is a very unpleasant thing to carry about with oneself, especially if engaged in the retail grocery trade. It won't mix like sand and sugar—"

"Chestnuts! sand and sugar," I remarked. Thinking to put an end to this talk I turned my attention from myself, that is my other self, and surveyed the "horrible examples" scattered about the room. My Conscience, divining my intention, emitted a short, sharp whistle, and the four gallon measures trotted up before the bed and bowed gravely.

"Well," I asked, "who and what are these?" "These," said the other I pointing to the two smaller measures, are known as wine measures, the larger ones are the Imperial. Now how often have you forced the contents of the larger into the smaller measures, and sold them as a standard Imperial gallon? Come now."

I tried to reply, but a look from my Conscience—and the words remained unsaid.

Next, with a bumpity-bump that fairly shook the whole building, came the two sacks of tapioca.

"What's this?" I inquired.

"Ah, how innocent! You know very well that this one to the right is the genuine article, the cassava of Brazil, while the other is a child of old London, and never crossed the equator—northwards. How many sacks have you sold as the genuine article, or mixed the inferior with the better?"

Again I hung my head. Conscience was correct.

The two boxes of Valencia raisins were next marshalled before me, one of them limping badly as if with rheumatism or old age—"These said my Conscience, observing that my head was bent shamefully on my bosom, "these speak for themselves. I need not comment on how many thousand pounds of the old ones you have dressed up and syrupped up and sold as new goods. Ah! we know it."

The tomato cans followed the raisins, but rolled towards the bed very slowly, as though loaded with dynamite. "You know us of course," they chorused together. "We've been here some years now, and although the wind has been taken out of us once, we're very much afraid we can't last much longer. Most of our kinsmen have gone over the counter as new goods, fresh, full weight 3 lbs. when you know that—"

I held up my hands deprecatingly, and cast a pitiful look towards my accuser, but I could see no forgiveness in his face, and I was self-condemned.

The Prize Baking Powder can, with its glass dish, and the two chests of tea, followed by the imported salt and the caddy of home grown tobacco, next obtruded themselves before me, and started an argument about frauds: superiority of ingredients, and such words as terra alba, ad lib., starch and cabbage leaves, seemed to be bandied about freely, and I don't know how long they would have kept up the discussion had not my Conscience admitted my guilt to them and they withdrew to make room for the Grenoble walnuts—This foreigner complained grievously of treatment he had received at my hands, said he was being called on to bolster up the reputation of some of his friends from Boredaux, and his own reputation had been seriously damaged. I also acknowledged the fault, and seeing my

YOU HAVE OUR BEST WISHES FOR

A Merry Xmas and
Happy and Prosperous New Year

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

Excellence our **Aim** in **Coffees.**

Our **MECCA** cannot be beaten.

Ground or whole from 2-lb. tins to barrels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.
Command the best Coffee Trade by Selling MECCA.

JAMES TURNER & CO., Wholesale Grocers. Hamilton.

WE want to thank our many friends for their generous business throughout the year and wish them the compliments of the season.

OUR travellers will see you after January 1st, 1905, and in the meantime, our Long Distance Telephone is still : : : : : 596

BALFOUR & CO., Wholesale Grocers *HAMILTON*

Wishing our Customers and Friends

A

VERY MERRY CHRISTMAS

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada

He Pleased the Drummer.

A Drummer sat in a big hotel,
He was off his feed, not feeling well ;
As he looked over the bill of fare
He said to the waiter "Roast Beef rare."

He further remarked "I don't feel right
And I'll have to tempt my appetite."
Then he ordered dessert with grace and ease,
"Pass the MacLaren Imperial Cheese."

The waiter winked with a knowing eye.
"Our Landlord is of Imperial shy.
You see boss, he's a Landlord new
And thinks most any old cheese will do."

The host was a man of fertile brain
The drummers who quit came back again ;
He got next with the food to please
And laid in a stock of MacLaren's Cheese.

Now, this Landlord drives a four-in-hand
And puts on style to beat the band.
He's money to burn and takes his ease,
And he owes it all to Imperial Cheese.

"Nothing Better."

genuine contrition and shame, my Conscience turned to me with the remark: "Do not be afraid of this exposure, it will mark a turning point in your life, will lead you to a conception of true salesmanship, to sell goods on their merits, and to the knowledge and belief that good goods and fair prices will pay in the end. You may consider that I have been severe on you to-night. I have let you down easy, so to speak. I might call to witness what you know and I know is the greatest fraud in the trade, the adulteration of spices, but I think that ground cocoanut shells, peas, starch, terra alba, and other articles will hereafter be sold by you for what they are, and not as components of pure spices. What I have said to you to-night has been spoken with the best of motives and kindliest feelings towards you, and although I thought you case hardened I feel that you will learn wisdom, especially such wisdom as will stand you in good stead in your calling. Good morning to you, and a very Merry Christmas and Bright and Happy New Year."

THE CULTIVATION OF TEA.

THE CANADIAN GROCER has pleasure in publishing in this week's issue an interview with P. C. Larkin of the Salada Tea Co., Toronto, on "The Cultivation of Tea."

Tea is indigenous to India, not to China or Japan, therefore, tea must have originally been brought from India to China, and thence probably to Japan.

The difference in the methods of cultivation practised in the respective countries is a difference that is likely to come from cultivation as a side issue by the ordinary farmer in China and Japan, and by important companies with large capital invested and whose only business is the cultivation of tea in India and Ceylon.

In China or Japan the bush does not attain anything like the size or vigor it does in Ceylon or India. In fact, in China and Japan the bush is of stunted growth with a very small leaf, whereas, in India and Ceylon the growth is most vigorous and the bush has to be pruned severely and often. In China and Japan the leaf is plucked by the farmer or his family, rolled by hand, and fired in

A MERRY CHRISTMAS

TO ALL

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

copper pans over charcoal fires, very small quantities being made at a time. This is afterwards purchased by traveling merchants who bring it down to the seaport, and there dispose of it to European buyers, who mix or blend large quantities, which are boxed, matted, labeled and shipped to European countries.

In India and Ceylon every garden has its own brand or name, under which monthly shipments are made. This is stamped on every chest leaving that garden, along with the name of the grade, Orange Pekoe, Pekoe, or Pekoe Souchong.

These gardens are conducted by European overseers, who employ large numbers of natives to do the plucking. The rolling is done entirely by machinery, as well as the firing of the tea, in fact the packing into the boxes is also done by machinery.

In China and Japan the season is comparatively short, namely, about three months at the utmost, during which tea is plucked, the very earliest teas (those plucked in April or May) being the best. In India the season is much longer, being spread over six or seven months, and some of the very finest and most expensive teas are made at the very end of the season, there seeming to be no material difference in quality. In Ceylon the tea is literally plucked the whole year around, as there is no Winter in that country, and equally good tea is produced in evry month except during the rainy season, when the bush flushes so quickly that the labor at hand is sometimes not enough to handle the tea properly. Therefore the gardens during these couple of months produce generally tea inferior to their average output.

Everything depends in all tea-growing countries on the elevation at which the tea is grown. Tea is grown in India and Ceylon at a sea elevation, and also at an elevation of 7,000 ft. At the higher elevation the amount of leaf per acre is very small compared with that plucked at the lower elevation, but on the other hand the flavor is infinitely better, the leaf appearing to possess more of that essential oil in which the flavor of tea consists.

As to the appearance of tea, this counts for nothing, because at the very lowest elevation the same appearance of leaf is plucked as at the very highest, but the finest leaf at the lowest elevation would be infinitely inferior to the very coarsest leaf grown at an elevation of six or seven thousand feet.

Tea has been grown in North Carolina for very many years back, the garden there being assisted by considerable donations from the American Board of Agriculture, but the quality of tea is probably the worst produced in all the world. A considerable quantity of tea is grown in Java every year, but this also seems to possess a peculiar distinctive and objectionable flavor that any tea man can tell the first moment of infusion. Java teas bring a very low price in the market. Natal has of late years also produced some teas that are a grade or two better than Java's. Indeed the shrub is a hardy one and could be cultivated in nearly any country in the world.

The whole question is one of labor, and any country not possessing very cheap labor could not afford to grow tea.

MET WITH AN ACCIDENT.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, had the misfortune some three weeks ago of meeting with an accident which has seriously affected one of his eyes. A false step in leaving the house jarred the eye in a most singular manner, and burst a blood vessel. It was thought by his medical attendant that a few days rest and attention would restore the blur, but progress has been slow towards clear vision. Mr. Tippet is trying to attend to business at the office, but finds it difficult to satisfactorily attend to his duties and it may be necessary in order to restore the eye to its natural strength to undergo an operation.

GROCERS AT HOCKEY.

The Toronto Wholesale Grocers' Hockey League have elected the following officers for the season 1904-05: Patrons, H. P. Eckardt, F. W. Humphrey, T. Kinnear, W. A. Warren, and J. L. Watt; hon. president, J. I. Davidson; hon. vice-president, Fred. Date; president, W. H. Millman; vice-president, T. Kinnear, Jr.; secretary-treasurer, B. R. Brown, 19 Front street east.

The league is now composed of four teams, but it is expected other teams will fall in line.

Upton's

Home-Made Cranberry Sauce

in 1-lb glass jars. Very seasonable just now.

Upton's

Home-Made Grape Fruit Marmalade

in 1-lb. glass jars. Something new and very fine.

ONCE INTERESTED, ALWAYS INTERESTED!

That's why it's worth so much to you to get your customers acquainted with

"Halifax" Brand of Prepared Codfish

They will never lose their interest in it, for it makes food too tasty to be forgotten. It is, therefore, an article that has permanency. It is not a passing fad, but a staple article, and you can handle more and more of it every year; and, what is equally to the point, you make a good, sure and quick profit in handling it.

BLACK BROS. & CO., LTD.

HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, - - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - - VANCOUVER, B.C.

FRESH AND CURED FISH

To Improve Halibut Fisheries.

AS a means to the improvement of the halibut and other deep sea fisheries on the Pacific coast which are considered to be of even greater importance to the Dominion of Canada than even the salmon industry, the Victoria, B.C., Board of Trade is recommending the Federal Government to appoint a practical expert who will make a complete study and survey of the fisheries, and of available markets and means of transportation.

There is a strong sentiment in British Columbia in favor of a co-operative system of receiving, storing, preparing and marketing fish products and of establishing cold storage plants and central offices in telegraphic touch with market points from which shipments can be systematically directed on a similar plan to that of the Fruit Growers' Association of California.

In view of alleged discrimination in favor of an alien company which is driving Canadian fishermen out of the halibut and other deep sea fisheries the Victoria board will also urge upon the Government the necessity of at once removing any existing discrimination in favor of any company or individuals and to do all in its power to place all engaged in the fishing industry on a footing of equality.

Shortage in Salmon.

Writing from Seattle, Wash., Brady & Co. say: "The world's canned salmon pack for 1904 apparently will be 1,750,000 cases short of the average pack for the previous three years. This shortage, the lower prices prevailing over 1903, and the unlooked for demand from Japan for the cheaper grades, are the three important factors bearing on this year's history of canned salmon. The principal item of note in connection with salt fish was the sensational jump on red Alaska pickled salmon from $7 to $10 per barrel. With this stock well sold up, pink whole fish will probably advance after the holidays. Stock on hand is fair."

Prospects for Smelt Fisheries.

The prospects for a successful smelt fishing season in the Maritime Provinces are not very encouraging, says the Moncton Times. Thus far weather conditions have been good, but the catch is small and the fish are even smaller, more than half these brought to the market being blinks, and the proportion of extras very small. Unless there is an improvement the fishing in and around Richibucto will be a failure. In Buctouche, where the heavy catch usually takes place at the beginning of the season, very few have been caught up to the present time and these very small. Reports from Miramichi are to the same effect.

Salmon for Japan.

It is expected that 32,000 tons of dog salmon will be shipped from Vancouver to Japan during the next few months, and one firm alone is declared to have orders on hand for 16,000 tons, the remainder of the total being divided up between the smaller companies doing business there. The largest portion of these consignments will have to be shipped on steamers departing from Seattle, as there is not enough space available on the regular transpacific liners from the British port. At present dog salmon is jobbing at about $30.50, and if 30,000 tons is taken as a fair estimate of what will leave the other side this season it will mean total purchases at Vancouver aggregating $750,000.

Japanese Fisheries.

The National Geographic Magazine describes Japan as the leading fishing nation of the world. Its principal fisheries are: Herring, worth $4,000,000 annually; sardine, $3,700,000; bonito, $2,000,000; red snapper, $2,000,000; mackerel, $1,000,000; horse mackerel, $900,000; yellow tail, $1,000,000; cuttlefish, $1,500,000; anchovies, $800,00; prawn, $700,000, and salmon, $600,000. These values are obtained from the actual sales in Japan, where the purchasing power of money is much greater than in the United States, consequently they cannot be fairly used for purposes of comparison with the values of our own fisheries. Moreover, all of the products of the fisheries of Japan are consumed at home.

Manitoba Fish Trade.

Messrs. W. W. Fryer and M. Ewing, of the Ewing & Fryer Fish Co., of Selkirk, Man., were in Winnipeg last week, guests at the Mariaggi. In the course of an interview regarding the condition of the fish trade they stated that the catch of whitefish and pickerel has not been equal to expectations during the past season because of the storms that prevailed on the lakes. Prices are fair, however, and there is a good demand, which favorable conditions are expected to compensate the members of the fish trade for the diminished catch. The supply from Lake Winnipeg has been particularly good, amounting, it is said to 6,000,000 lbs. This is undoubtedly a "fish story" for it is told about fish, but the figures are said to be quite authentic. In view of the diminished supply from other sources, the Lake Winnipeg fishermen are to be congratulated.

Failure of Bank Fisheries.

According to the St. John's Herald, Newfoundland, there were nineteen vessels engaged in the bank fishing this year, the total catch amounting to 16,922 quintals, a reduction of 5,000 quintals from 1903. Even with the extraordinarily high prices now ruling there does not appear to be any money in the trade and some are thinking of ceasing operations permanently.

From the south coast comes the news that St. Pierre is in a state of destitution. The fisheries this season have been worse than ever and people are leaving the island in scores at every opportunity.

Fish Notes.

Mackerel has been discovered on the coast of British Columbia.

The fisheries of Nova Scotia will, it is anticipated, be again in decline when the official figures are out. Their value in 1902 was $7,351,753, as against $7,950,548 for the previous year.

A fish-curing industry has been started at Barbadoes and is already shipping its products to Demerara and Trinidad. Scandinavian and other vessels are reported to be purchasing the fish freely.

The H. E. Baker Co., has been organized with share capital of $31,000 to operate the lobster fisheries on the southern shore of Cape Breton and carry on an extensive canned goods business.

A special general meeting of the British Columbia Packers' Association has been called for December 19 to discuss the advisability of raising additional working capital for the season of 1905.

It is reported that the total production of French sardines this season will not exceed 610,000 cases, and that the Portuguese pack is an utter failure. As a result of scarcity of labor and high prices demanded by the fishermen, the manufacturers have been compelled to fix proportionately high prices for the manufactured product.

The Canadian season for lobsters opened on December 15 and supplies from now on will arrive from the Maritime Provinces. During the past five months dealers have had to procure supplies from Portland and other United States markets, paying an unusually high price.

There is reason to believe the action recently taken by the Ontario Fisheries Department with the American States bordering on the great lakes to secure uniform laws and regulations for the better preservation of the lake fisheries will be fruitful of good results. During the past week the department has received communications from four of the States anxious to co-operate, namely, New York, Ohio, Minnesota and Michigan.

KING OSCAR SARDINES

Open a can

You will find about

30 small fish

free from

Bones or scales

packed in the

Purest Olive Oil

Investigate

the question of

Profit.

They pay you well.

The attractive package

helps the sale.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton

Canadian Selling Agents

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Package Rice

In 1-lb. and 3-lb. pockets.
100 lbs. to the bale.

QUALITY
CLEANLINESS
CONVENIENCE

Sent to the grocer in 100-lb. Bales.
100—1's.
33—3's.

GIVE YOUR ORDER

To EBY, BLAIN CO., LIMITED, Toronto
DAVIDSON & HAY, LIMITED, "
BALFOUR & CO., Hamilton.

ORME & SUTTON RICE CO.,

MILLS: NEW ORLEANS.

104 WALL STREET NEW YORK

BRANCH OFFICES: Philadelphia, Bourse Bldg.
Chicago, 41 River St.
Toronto, 50 Front St. East.

1842——1905

TO OUR CUSTOMERS AND MANY FRIENDS

WE WISH

A Merry Christmas

AND

Most Prosperous New Year

MAY OUR RELATIONS BE AS CORDIAL AS IN THE PAST

L. CHAPUT, FILS & CIE., WHOLESALE GROCERS MONTREAL, CAN.

Importers of Teas, Coffees, Wines and Liquors

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC Montreal OTTAWA

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Fearman's

ENGLISH : : MINCE MEAT

You cannot buy any finer fruits or spices than are used in making it. You cannot exercise any more care in putting it up than we do. We save you all trouble, care and expense and give you Mince Meat as pure and as delicious as any made at home.

We pack it in bbls., half-bbls., 70-lb. kegs, 28-lb., 12-lb. and 6-lb. pails, and shall be pleased to have your order.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Beef in Great Britain.

THE farmers of Great Britain cannot produce more than 60 per cent. of the meat required for domestic consumption, according to the Hon. Mr. Dryden, Minister of Agriculture for Ontario. Imports of meat into Great Britain will increase, moreover, because its population is growing at the rate of 400,000 a year, and in addition to this the consumption of meat per head of the population is steadily increasing. Twenty years ago the annual consumption of meat per capita in Britain was 77.4 lbs.; to-day consumption is 88.4 lbs. per capita annually. In 1903 the total importation of live cattle was 546,000 head, an increase of 103,000 as compared with the year preceding.

Imports of dead meat come under three heads: Fresh, supplied from nearby European ports; and chilled and frozen. About half the chilled meats is supplied from the United States, while the other half of the chilled and all the frozen comes from Australasia and Argentine. In this trade there is no sentiment whatever. Quality is the first consideration. For the best there is always a good sale, while poor stuff is never anything but a drug on the market. The opinion of the trade in Great Britain is that the quality of Canadian beef has greatly improved in the last few years. If this improvement is to continue certain things are necessary: First, the entire separation of beef production and dairying. Second, an export trade in dressed meats should be established in Canada, because among other things there is always danger of an outbreak of disease in this country that will render impossible the landing of a single live bullock in England from Canada, thus temporarily paralyzing our beef industry. In connection with the live beef trade the facilities at Birkenhead, where Canadian cattle are slaughtered, are badly in need of improvement.

Clover and Butter Making Industry.

The failure of the clover crop is telling seriously on the butter making industry, and one creamery at least in Western Ontario is about to shut down for a few months. The manager informed a representative of The Grocer that he was not getting enough cream from the neighboring farmers to pay the wages of the man who drove his wagon and team round the farms.

Will Can Meats.

Park, Blackwell & Co., Toronto, have decided to engage in canning meats, principally beef and pork, and are now installing the necessary machinery. Their meat canning plant will be in operation in the course of two months.

What John Bull Buys From Uncle Sam.

Figures just compiled by the Department of Commerce and Labor show that the exports of meats and provisions to the United Kingdom from the United States for ten months of the present year, 1904, are as follows:

	Quantity, lbs.	Value.
Fresh beef	219,335,357	$20,171,257
Fresh and salted pork	59,928,847	5,093,354
Bacon	171,847,800	17,166,921
Hams	137,318,321	15,099,694
Salted and cured beef	13,920,384	774,520
Canned beef	24,956,106	2,506,870
Lard	169,799,154	13,116,622
Oleo oil and oleomargarine	17,426,779	566,663
Total provisions, meat and dairy products, value		$137,117,466

The same classification shows the total exports of meat and dairy products from the United States to Great Britain for the ten months of 1903 to have been $150,109,880, which indicates a serious falling off in the total for this year as compared with 1903.

Benefit of Cool Curing Cheese.

Letters received from dealers in Great Britain who have received consignments of cool cured cheese from the Dominion Government curing stations, are unanimous in their approval of the excellent quality of the article, and go so far as to advise the general adoption of similar methods in the handling of the Canadian product. They say that cool cured cheese is far superior in keeping qualities, flavor, etc., to that handled after the ordinary fashion and that it brings on an average 1-2c per pound more. It is a simple matter of arithmetic to figure out that if Canada's entire output of cheese were handled as it is in the Government cool curing stations its value in the British market would be increased by approximately $800,000, by no means an inconsiderable item.

Beef Trust War.

Five of the largest packing houses in the United States, namely, Swift & Co., Armour & Co., Cudahy & Co., the Hammond Packing Co. of Chicago, and the Hammond Packing Co., of Pueblo, Col., have been attacked by the authorities of the State of Montana, on the ground that they are blocking the stock raising industry of the state, and that they have practically a monopoly of the sale of meat products, which is detrimental alike to individual shipper and consumer.

The attorney-general has not only asked that these companies be prevented from doing business in Montana, but that their property be forfeited as well as their franchises to do business, and that a fine be imposed.

Dairy and Provision Notes.

The fourth Maritime Winter Fair was held last week at Amherst, N.S.

The Eastern Ontario Live Stock and Poultry Show will be held at Ottawa on March 6—10, 1905.

Professor Robertson retires from the office of Commissioner of Agriculture and Dairying on December 31.

The dairymen of Eastern Ontario will hold their twenty-eighth annual convention at Brockville, Ont., on Jan. 5, 6 and 7, 1905.

In spite of the rapidly growing meat exports of Argentina, that country exports nothing in the line of provisions but imports all her hog products amounting to $110,000 yearly.

The Wm. Ryan Co., Toronto, have bought J. B. Ogilvie's pork packing establishment in Aylmer, Ont., and will enlarge it to the capacity of 400 hogs per week.

The cheese and butter factory at Harrietsville, Ont., will be enlarged and improved, the alterations including among other things a new cold curing room modelled after the Government cold curing stations.

FRESH PORK SAUSAGE MEAT

is a good line for holiday trade. Nicely chopped, spiced or plain. Packed in 12-lb. cartons, or wooden pails. Fresh every day, at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

PURE CREAM TARTAR

Gillett's

Positively and absolutely the purest

Put up in

¼-lb. Paper Pkgs., ½-lb. Cans, 10-lb. Boxes.
½-lb. " " 1-lb. " 25-lb. Pails.
1-lb. " " 5-lb. " 100-lb. Kegs.
360-lb. Barrels.

CREAM TARTAR on the market.

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Owing to the fact that the trade is inquiring more freely for poultry and holiday necessities, business in cured and smoked meats is quiet. A continuation of present conditions is expected until after the holiday season. In fresh meats lamb has advanced and is now selling at from $8 to $9.50. Light hogs, owing to a larger supply, have declined in price, and are now selling at $6.25. Our quotations are as follows:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	8 00	9 50
Veal	6 00	8 50
Hogs, light	....	6 25

Cheese—Although times are hard in England the masses find that cheese is about the cheapest food they can buy and a large amount of business is being transacted. Some reports state that cheese advanced sixpence during the week. Owing to the increase in exports large cheese and twins have advanced 1-4c per pound. Our quotations are:

	Per lb.	
Cheese, large	0 10¾	0 11
" twins	0 11	0 11¼

Butter—Many factories report difficulty in securing a proper grade of milk for manufacturing creamery butter. As a result creamery prints and solids have advanced 1c per pound. The cool weather has caused a better inquiry for large rolls of dairy butter, which has resulted in an advance of 1c per pound. A larger amount of dairy butter for export is noticeable. Creamery is expected to remain scarce with firm prices ruling. Owing to the high prices it is difficult to obtain a foreign market for creamery. We quote the following:

	Per lb.	
Creamery prints	0 23	0 24
" solids, fresh	0 21	0 22
Dairy prints	0 17	0 19
" in tubs	0 14	0 17
" large rolls	0 17	0 18

Poultry—Some dealers claim that receipts are fully equal to the demand, which means a better supply than last week, while other dealers complain still of shortage in supplies. Everyone fears the market will be flooded with trukeys, geese and ducks during the next few days which will cause a big decline in prices. Although opinion varies as to the amount arriving, everybody agrees to the changes which have taken place in the price list. A wide range has been quoted on dry plucked Spring chickens, hens, and ducks. Geese have advanced 1-2c per pound. Everywhere is noted a good inquiry for fowl. On account of the high price of cranberries many of the poorer class of people are purchasing geese or ducks. Large numbers of poorly plucked fowl continue to arrive which bring an inferior price. Considerable quantities of Canadian poultry, consisting of turkeys and geese, have gone forward to the Christmas market of England. Our quotations are:

Chickens, spring, dry plucked	0 08	0 11
Hens	0 06	0 08
Geese	0 09½	0 10½
Turkeys	0 14	0 15
Ducks	0 09	0 11

Montreal.

Provisions—A fair amount of business is being done in all lines of provisions, and the demand is good from both local and country buyers. Smoked meats appear to be on the increase, on account of the approaching Christmas holidays. Dressed hogs are in good demand for small lots, and sales of fresh killed abattoir have been made at $7 to $7.25, and country dressed at $6 to $6.75 per hundred lbs.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07½
" " 60-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 52½
20-lb. tin pails, each	....	1 42½

John Lethem & Sons, Leith, Scotland,
invite correspondence with Manufacturers and Shippers of all classes of goods, suitable for Grocers, Bakers, and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

AGENCIES WANTED FOR BRITAIN.
European and Canadian references and an extensive connection are points upon which I rely.
CANNED GOODS, DRIED FRUITS, HONEY, PEAS.
A. S. DUFFUS, Jr., 9-10 St. Mary-at-Hill, LONDON, E.C.

DAVID SCOTT & CO., Est. 1878
ENGLAND, 10 North John St., LIVERPOOL
Splendid connections and references. Try us with a shipment of CANNED GOODS. T.A.-Scottish, Liverpool.

Hamilton Wickes & Co.
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
Butter, Cheese, Eggs, Bacon, Apples, Poultry

E BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code — CARDIFF, Wales.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

STOKES BROTHERS
General Merchants Exeter, England
DEALERS IN
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence Solicited.

Established 1870 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the
Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK. Small's

GET IN LINE WITH THE REST
and get your share of the profits that are being made on the sale of
EAGLE BAKING POWDER
Don't delay but write at once for particulars to
J. H. MAIDEN
MONTREAL.

PEACOCK BRAND of MINCE MEAT and CREAM CHEESE
Merry Christmas To You All.
BATES, PEACOCK CO.
HAMILTON.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.
WALTER WOODS & CO.
Hamilton and Winnipeg.

WHITELEY, MUIR & CO., 15 VICTORIA ST., LIVERPOOL, ENGLAND
We handle consignments of CANADIAN MEATS, CHEESE and BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW

FISH and OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

EGGS
We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

HONEY! HONEY!
A few tons of the very finest Western Ontario
White Clover Honey
Also a small quantity of
Buckwheat Honey
that will interest the trade.
WRITE OR WIRE.
MORLEY PETTIT
Marble Apiaries
BELMONT, ONT.

Turner's Flavoring Extracts
Unequalled in quality and strength.
Well established on the market.
All who use them duplicate orders.
SEND FOR PRICE LISTS.
Turner & Co.
23 Jarvis St. Toronto.

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 2-lb. tins)	0 08½	0 09½

Cheese—There has been some trading done the past week at prices ranging from 10 1-4c for eastern goods to 10 1-2c for western cheese. It is understood that cable orders also have been more in evidence and at limits which would tend to show that merchants in the United Kingdom expect their markets to materiallv improve, for in most cases the prices paid c.i.f. were higher than the prices that are reported as ruling in their home markets. As Quebec, owing to the increased make of butter, has undoubtedly produced less cheese this season than for many seasons past, and as the bulk of this province's make consists of white, there are some holders who expect that before long white cheese will rule a premium over colored. The receipts of cheese since close of navigation are less than half of those of the corresponding period of 1903, which proves conclusively that very little cheese has been made during November, whereas during the last ten months of the preceding year the make was exceptionally large.

Butter—There has been a brisk trade done for home trade and a larger export business has been put through than ever before for the quality of goods that are now being sold. Prices have run from 21 to 22c as to grade and quality seems to have given satisfaction to United Kingdom importers.

St. John.

Provisions—Business is very quiet, particularly in barrelled pork and beef. Prices remain unchanged. In lard, quite full stocks are held, price is rather unsettled. This is a busy season in fresh meats and poultry. Our market is looking its best. There is a fine display of beef. While western beef holds firm light local beef is low. Lamb is plentiful and unchanged. Except by the steamers mutton has little demand. Veal is scarce. Pork is rather higher. All lines of poultry are high.

Mess pork, per bbl	$15 00 $17 00
Clear pork "	17 00 20 00
Plate beef "	13 00 14 00
Mess beef "	10 50 12 00
Domestic beef, per lb	0 04 0 05
Western beef "	0 07 0 08
Mutton "	0 04 0 05
Veal "	0 06 0 07
Lamb, "	0 06 0 07
Pork "	0 05½ 0 06
Hams "	0 12 0 13½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 08½ 0 08½
" " pails "	0 08½ 0 09
Refined lard, tubs	0 08 0 08½
" " pails	0 08½ 0 09

Butter—The cry is for good butter. There is plenty of medium quality. Prices are firm.

Creamery butter	0 22 0 23
Best dairy butter	0 18 0 20
Good dairy tubs	0 15 0 17
Fair "	0 12 0 14

Eggs—Full prices are asked for fresh stock. There is fair supply of case eggs.

Eggs, hennery	0 25 0 28
" case stock	0 23 0 25

Cheese—Market is rather firmer. Demand rather quiet.

Cheese, per lb	0 10½ 0 11

Winnipeg.

Butter—Very little fresh stock is obtainable and the market is without new features. We quote:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 27

Cheese—The cheese market continues firm and without quotable changes. We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Cured Meats—The cured meat market is experiencing considerable activity and prices are well maintained. We quote, as before:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 13½
" " heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 09
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15
" " spiced rolls, long	0 10
Manitoba butts	0 10
" " skinned	0 10½
" " boneless and rolled	0 11½
" rolls, boneless	0 11½

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 10
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	11 00
Standard mess pork, per bbl	16 00
Manitoba " "	20 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, net cooked, per lb	0 04
" hocks, " "	0 04

Lard—We again quote as follows:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. " "	1 80
" 3-lb. tins, per case 60 lbs	6 00
" 5-lb. " "	5 85
" 10-lb. " "	5 70
Pure lard in bbls, per lb	0 08½

CHANGING HIS FOOD.

AT a meeting of the insurance experts of New York the other day, we were told that the span of life in America is growing longer, that the average American of to-day lives to be about five years older than the American of fifty years ago. That is, we have been gaining a year in every ten. Statistics also show that the race is producing larger, stronger, finer men and women. We are taller, weigh more, do more work than our grandfathers.

Why? Many influences are, of course, at work in producing these interesting changes; advanced medical science has practically conquered the contagious diseases and has largely decreased infant mortality; improved sanitary and hygienic science has saved the lives of thousands of city dwellers; but, after all, no single influence is so important to the welfare of our physical being as the food we take into our bodies. "As the coal is, so is the engine."

No study, then, could be more interesting and important, as bearing on this question, than an investigation of the

WISHING YOU AND YOURS
—A—
BRIGHT AND MERRY
CHRISTMAS

AS OUR TRAVELLERS WILL BE WITHDRAWN DURING CHRISTMAS WEEK, WE WOULD ASK YOU TO SEND US YOUR SORTING ORDERS.

WE WILL SHIP PROMPTLY.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS TORONTO.

changes in our food fashions. Do we eat the same things that our grandfathers did? If not, what is the trend of our diet—toward the food of the vegetarian, which includes the much advertised modern food products, the "cereals," or toward the old diet of the meat-eater?

Upon this point the last census gives us striking and conclusive information. It shows, indeed, the most extraordinary changes in our diet, and changes that point to a single, consistent tendency.

In short, we are becoming more and more a nation of vegetarians.

In the matter of mutton, for instance, every 100 Americans in 1850 consumed 94 sheep, nearly a sheep to each man, woman, and child; in 1900 the consumption had been reduced to 50 sheep to every 100 persons—a reduction of almost half. More remarkable still has been our turning from pork. 118 hogs to every 100 persons in 1850—more than one hog for each man, woman and child—to 43 hogs in 1900. We are still large eaters of beef, however, though here, too, there is a reduction of 20 per cent. from 25 beeves to 100 persons in 1850, to 20 beeves in 1900.

But what of milk, butter, cheese, eggs and poultry, which must be considered as meat foods in contradistinction to those which are strictly vegetarian. Here, too, though the statistics do not cover the whole period of 50 years, we find interesting changes; mostly large increases. For example: In 1880 the supply of eggs was 920 dozen for each 100 persons, and in 1900 it reached 1,700 dozen. In the same period the supply of dairy products increased by more than threefold. The only dairy product showing a decrease is cheese: 50 years ago each person ate 4½ pounds annually; in 1900 the amount had dropped to one-half pound.

Reducing all these various meat products to a common denomination—dollars and cents—we find that our meat diet as a nation has decreased in 50 years by about 36 per cent.

To make up for the decreased meat diet there is but one way to turn. Have we increased our vegetable food—our wheat, corn, oats, potatoes, garden vegetables, fruits, sugar?

The census gives interesting results. In 1850 Americans consumed 430 bushels of wheat for each 100 persons; in 1900, 623 bushels—a very marked rise. Corn and potatoes give very similar percentages of increase. But the most surprising change is in the consumption of oats, presumably on account of the improved methods of the manufacture of oatmeal; 90 bushels in 1850 to 386 in 1890—over four-fold in forty years. During the last decade, however, the consumption of oatmeal has lost ground relatively, dropping to 361 bushels for each 100 persons. This decrease is probably due to the substitution of other "cereal" and "breakfast" foods, which have in some families wholly taken the place of oatmeal.

Now, take the market garden products, fruits and sugar. Any one who will stop to think of the present-day grocery store with its rows upon rows of inviting canned goods—tomatoes, corn, peas, beans, and all manner of fruits, and of the excellent displays of green vegetables and fresh fruits, from huckleberries to watermelons, will find himself convinced of the important part these foods play in our common diet. And then our candy item, our preserves item; no one whose memory can supply a comparison of the candy stores of thirty years ago with those of to-day can fail to be impressed with the increase of sugar consumption. Here, indeed, the figures tell a striking story: in 1850 each man, woman and child in America ate 23 pounds of sugar; in 1900, 65 pounds of sugar. And in the 20 years since 1880 the consumption of market garden products and fruits has increased more than threefold.

And here is another interesting point: Ten years ago potatoes outranked market garden products more than two to one. The last census put them in the

DON'T BE DECEIVED

Some irresponsible parties are offering MAPLE SYRUP under a similar brand to ours at ridiculously low figures. Pure goods cannot be produced at their price. The Pure Food laws of Canada prohibit the sale of Compound Maple Syrup unless branded as such.

CABINE MAPLE SYRUP IS PURE SYRUP

(DON'T GET MIXED IN THE NAME)

CABINE SYRUP CO., MONTREAL

opposite relation, potatoes falling behind by nearly ten million dollars. One of the most striking features of this increased eating of market garden products is indicated by the remarkable increase of land covered by glass to supply our modern bills of fare with early and late "green stuff."—Pearson's Magazine.

A LOYAL SOUVENIR.

Hudon, Hebert & Cie., wholesale grocers, Montreal, are sending out to their friends and patrons two large lithographs of His Majesty, King Edward, and Her Majesty, Queen Alexandra. These two lithos are splendid representations of their majesties, and Hudon, Hebert & Co. will be pleased to mail a set free to the trade, provided The Canadian Grocer is mentioned in application.

PERSONAL MENTION.

Mr. C. Richardson, formerly of Edward Adams & Co., wholesale grocers, London, is dead.

Mr. W. P. Downey, Montreal, has returned from New York where he had been during the past week.

Mr. W. H. Halford, representing S. H. Ewing & Sons, Montreal, is calling upon the trade in Toronto and the west this week.

Mr. C. L. Wallace, of Wallace Bros., general merchants, Woodbridge, Ont., was seriously injured by an accidental discharge from a gun last week.

Mr. W. J. Fraser, an old and well-known retired merchant of Halifax, N.S., died on Dec. 16. Mr. Fraser was at one time the principal member of the commission firm of Fraser, Paint & Co.

Mr. Geo. Lindsay, representing Hudon, Hebert & Co. in Manitoba, is at present in Montreal. Mr. Lindsay reports business as very good and prospects encouraging for the future. His stay will be a brief one, as he expects to be on the stamping ground by the first of the year.

Mr. Wm. H. Dunn, Montreal, left for New York on Monday to spend his Christmas holidays. This has been his customary vacation for fifteen years, and coming as it does at the end of the business year Mr. Dunn combines a little business with pleasure.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Husband Bros., Toronto, have received two cars navel oranges grown in the Redland district, one car northern California navels, one car Florida oranges, and one car St. Nicholas brand new Messina lemons.

In store with J. H. Maiden, Montreal, shipment of Diamond Crystal Salt, Shaker brand. Mr. Maiden reports increasing sales for these goods.

A fine line for holiday selling is "Sweetheart" soap. The Eby-Blain Co., Toronto, are agents.

Dawson Bros. Commission Co., Toronto, have received one car Mexican oranges and one car navels. They have also received a consignment of figs which they will offer at a very low figure to parties inquiring for quotations.

The Eby-Blain Co., Toronto, are offering Fard dates at specially low prices.

Wm. H. Dunn, Montreal, has received a carload of Cornes (French) walnuts, which he will close out to the trade at tempting prices. A post card will bing prompt quotation.

The Eby-Blain Co., Toronto, have a snap in mixed pickles in 5 gallon pails.

N. & M. Smith & Co., Halifax, advise a temporary scarcity of Nova Scotia fish, and in consequence an advance of 25c has been made on Labradors.

Hudon, Hebert & Co., Montreal, draw the attention of the trade to the patent wax butter boxes for which they are selling agents for Eastern Canada. These are offered at very close prices. Inquiries from the trade will receive prompt attention.

A. G. McNabb, Barrie, Ont., has enlarged and redecorated his grocery store and has now one of the neatest and most up-to-date stores in Barrie.

CEYLON GREENS

We have special values in all grades from **11c.** up—write for samples.
Also full range of Teas of all other kinds. Mention the price you want; we have it.

GREEN COFFEES—all kinds in stock.

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET **MONTREAL**

To all our friends and patrons, prospective and otherwise, we extend a Hearty Greeting and wish you all a

Merry Christmas

and a

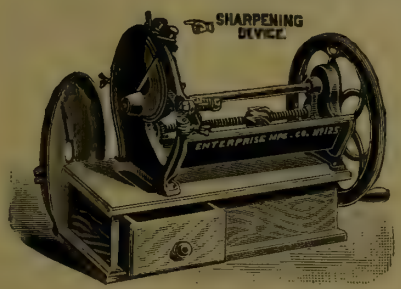
Prosperous New Year

SNOWDON, FORBES & CO.,

BEE STARCH CO. - MONTREAL
ROWAT & CO., - GLASGOW, SCOT.
JOSEPH TETLEY & CO., LONDON, ENG.

"ENTERPRISE"

Rotary Smoked Beef Shaver
With Patented
Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power

No. 512, - - - $13.50

We also make
Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free
Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

XMAS ..1904..

Business Review and Changes for 1905.

Xmas is right with us and the rush will be over next week—you will then doubtless review your year's business.

The results on the whole will probably be satisfactory, but most of us will likely discover that certain lines have not moved just enough—their sales have been below the mark.

A good reason for this condition will likely be found in the goods and now is the time to switch over to a popular line.

We have improved a good many lines for next year—have studied all our goods—and those which are not up to the Gorman & Eckert standard will be replaced by better lines. New lines will also be handled to meet new conditions.

It won't cost you anything to consult us on your slow-moving lines—you don't have to handle our lines because you do, but we may be able to help you out.

We hope your 1905 trade will show an increase over 1904, and we think we can help you to do it.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

No Poisonous Dyes
No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agents.

J. N. CREED & CO.
HALIFAX, N.S.
or **J. S. CREED,** Board of Trade Bldg., **MONTREAL.**

RETURN
Due 12/06
to Dunn
Cut Book No.
Page No. 58

POPULAR LINES
FOR YOUR
Coffee Trade.

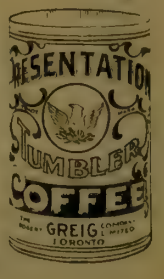
Surpassing Milk Pail
AND
Presentation Tumbler

A Handsome Tumbler in each Package.

THESE ARE GREAT SELLERS.

The Robert Greig Co.,
LIMITED
Coffee Roasters,
TORONTO.

Our Complete Catalogue for the asking.



Ammonia.
Gorman, Eckert & Co., London, Ont.

Auctioneers.
Suckling & Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Canned Goods
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Gillard, W. H., & Co., Hamilton.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dunn, W. H., Montreal.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M. Co., Boston
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Sovereign & Lynx Brands.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Duffus, Alex. S., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines
Turner & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Simpson, R. & J. H. Co., Guelph.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co. Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Honey.
Pettit, Morley, Belmont, Ont.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. N., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Greig, Jas. R., Montreal.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Rice.
Orme & Sutton Rice Co, New York.

Salt.
Gray, Young & Sparling Co., Wingham.
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Cabine Syrup Co., Montreal.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.
Hamilton, Yeast Co., Hamilton, Ont.

INDEX TO ADVERTISEMENTS.

Adamson, J. T., & Co. 59
Allison Coupon Co. 8
American Tobacco Co. 66
Auer Light Co 3

Balfour & Co. 13
Baker, Walter, & Co. 8
Barnard & Holland 53
Bates, Peacock Co 23
Bickle, John W., & Greening 18
Biermann, E., & Co. 23
Black Bros. & Co. 16
Blue Ribbon Tea 45
Bowser, S. F., & Co. 8
Bradstreet's 8
Braid, Wm., & Co 69
Brantford Starch Works 34

Cabine Syrup Co 26
Canada Maple Exchange 23
Canada Paper Co. 59
CANADIAN GROCER 2
Canadian Press Clipping Bureau ..... inside back cover
Canadian Swiss Trading Co. 53
Capstan Manufacturing Co 3
Cassidy, J. L., Co 53
Castle, F. J., Co 26
Ceylon Tea 6
Chaput, L., Fils & Cie 19
Chase & Sanborn 45
Christie, Brown & Co. ..outside front cover
Clark, W. 47
Coles Manufacturing Co 34
Colson, C. E., & Son ..outside back cover
"Commissioner" Tea 8
Common Sense Mfg. Co 51
Cowan Co. 56
Creed, J. N., & Co. 28
Cullen, Orlan Clyde 52

Davidson & Hay 15
Dawson Commission Co. 58
Dingle & Stewart 2
Dominion Molasses Co. 5
Dominion Packing Co 20
Douglas & Ratcliff 30

Downey, W. P 47
Duffus, A. S. 23
Dunn, Wm. H. 60
Dutch Chemical Works..inside back cover
Dwight, John, & Co. 5

Eby, Blain Co 25
Eckardt, H. P., & Co. 37
Edwardsburg Starch Co 71
Empire Tobacco Co. 64
Enterprise Mfg., Co. 27
Epps's Cocoa. 47
Ewing, S. H. & A. S. 72
Ewing, S. H., & Sons 3

Fairbank, N. K., Co. 4
Fearman, F. W., Co 20
Fortier, J. M 66
Foster Pottery Co 2
Frontenac Cereal Co 62

Gibb, W. A., Co. 58
Gillard, W. H., & Co 10
Gillett, E. W., Co., Ltd. 22
Gorman, Eckert & Co. 28
Gowans, Kent & Co. ..outside back cover
Gray, Young & Sparling Co 8
Greig, Robt., Co. 28

Hamilton Cotton Co. 36
Heinz, H. J. Co. 30
Hill, Evans & Co 3
Hudon, Hebert & Cie. 43
Husband Bros. & Co. 58

Imperial Biscuit Co. 55

James' Dome Black Lead 7
James, F. T., Co 24
Japan Teas 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner" ....inside back cover
Kinnear, Thos., & Co 14

Lake Huron & Manitoba Milling Co. .. 63
Lambe, W. G. A. 2
Lamont, Corliss & Co. 55
Laporte, Martin & Cie 48
Lawson, Reginald 2
Lethem, John, & Sons 23
Little, Geo. 23
Lowney, Walter M. Co. 57
Lucas, Steele & Bristol 13
Lumsden Bros 41, 57
Lytle, T. A., Co. 3

Maiden, J. H. 23
Mathieu, J. L., Co. ....inside front cover
Matthews, Geo. Co 22
Metallic Roofing Co. 52
Millman, W. H., & Sons 2
Milne, Chas. 2
Montreal Maple Co. 55
Mooney Biscuit and Candy Co. 56
Morse Bros. 12
Mott, John P., & Co 57

Mackintosh, John 53
MacLaren's Imperial Cheese Co 14

McAlpin Consumers Tobacco Co .. 66
McCann, Wm., Milling Co 63
McDougall, D., & Co. 66
McGregor-Harris Co. 36
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co. 22
McWilliam & Everist 58

National Licorice Co ...inside front cover
Natural Food Co. 63
Nicholson, Bain & Johnston 2
Nicholson & Bain 2
Nicholson & Brock 52

Oakey, John, & Sons. 8
Oakville Basket Co, ...inside back cover
Ogilvie Milling Co. 60
Ontario Sugar Co. 41
Orme & Sutton Rice Co 18
"Ozo" Co. 49

Page, C. S. 52
Park, Blackwell Co. 20
Payne, J. Bruce 65
Pettit, Morley 24
Pure Gold Mfg. Co 9

Queen City Oil Co 52

Rattray, D., & Sons 19
Reid, Homer 59
Robinson, O. E. 59
Rose & Laflamme 10, 70
Row & Co. 2
Rutherford, James, & Co. 26
Rutherford, Marshall & Co 24
Ryan, Wm., Co. 24

"Salada" Tea Co 34
Scott, David, & Co. 23
Simpson, R. & J. H. Co. 47
Smith, E. D. 56
Snowdon, Forbes & Co. 27
Southwell & Co. 7
"Sovereign" and "Lynx" Salmon .. 18
St. Lawrence Starch Co. 7
Stokes Bros 23
Stringer, W. B., & Co. 59
"Sugars" Limited 59
Sutton, G. F., Sons & Co. 49

Tippet, Arthur P., & Co 1
Todhunter, Mitchell & Co. 30
Toronto Salt Works...inside back cover
Tuckett, Geo. E., & Son Co. 65
Turner & Co 24
Turner James, & Co 13
Truro Condensed Milk & Canning Co. 5
Upton, Thos., & Co. 15

Walker, Hugh, & Son 59
Wallaceburg Sugar Co. inside front cover
Warren Bros. & Co 30
Watt, J. L., & Scott 55
Wethey, J. H. .....outside back cover
White & Co. 59
Wickes, Hamilton, & Co. 23
Wilson, C., & Son 7
Wilson Commission Co. 2
Wilson, W. H., Co. ..... inside back cover
Wood, Thomas, & Co 10
Woods, Walter & Co. 28

We want your sorting up order for New Year's.—— Our stock in all seasonable lines still complete, and are making special prices for a limited time.——Prompt shipment. Wire or telephone at our expense.

WARREN BROS. & CO., TORONTO

By always giving your customers

TODHUNTER'S

EXCELSIOR COFFEE

you gain their confidence.

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asest which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

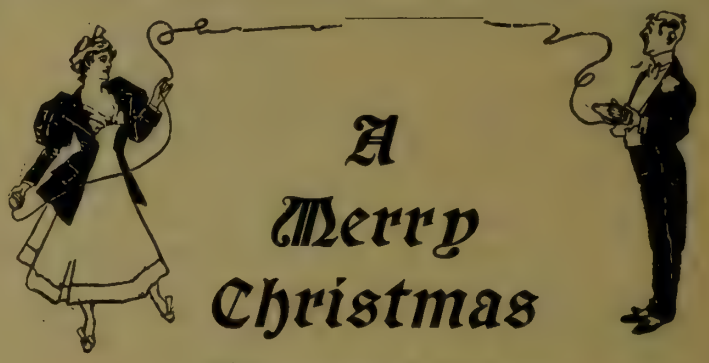
You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company HEINZ Pittsburgh, U. S. A.

57 VARIETIES.



A Merry Christmas Everybody.

Douglas & Ratcliff LIMITED

TORONTO.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. F. R. Munro.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Cabine Syrup Co., Montreal.
Duffus, A. S., London, Eng.
Hamilton Wickes & Co., Liverpool, Eng.
Lethem, John, & Sons, Leith, Scotland.
Orme & Sutton Rice Co., New York.
Scott, David, & Co., Liverpool, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

HOLIDAY GREETING.

SEVENTEEN years ago The Canadian Grocer extended its first holiday greeting to friends and patrons of the trade. During the rather long interval there have been many changes, which, however, only serve to intensify the pleasure we experience in once more wishing well to thousands of readers at home and abroad.

Christmas week is generally acknowledged to be the biggest week of the year not only by the retail grocer but by the butcher, the baker and the candlestick maker the world over. It is peculiar, however, in this respect—that a poor or indifferent Christmas week's trade cannot be made up afterwards, it being straight profit or loss. For this reason it particularly behooves the retail grocer to fortify himself beforehand against sure and certain disappointment holiday week, and in these days of competition it is absolutely necessary for him to bestir himself if he wishes to reap anything like the harvest to which he is entitled.

It is here that we hope the reading columns of The Canadian Grocer have been serviceable to our readers. In the departments of window dressing, advertising, progressive retailing, etc., we have worked with one object in view, namely to assist the retailer in planning how to attract trade in general and holiday trade in particular, and the purpose intended will have been served if our suggestions have in any way assisted the retailer in reaping a bountiful Christmas harvest or in paving the way for a successful year's trade beginning January 1, 1905.

PATENT MEDICINES AND PROPRIETARY ARTICLES.

TO suggest to the average grocer the advisability of stocking patent medicines and proprietary articles of a similar character would sound to him as derogatory to the dignity of his trade, but a few moments' reflection and a study of the conditions of modern trade and the habits and customs of his patrons should convince him that the introduction of these lines will materially add to his revenue and profit. The department stores in the larger cities and towns are large dealers in and distributors of well-advertised and meritorious patent medicines, and what after all is the general store in the country town but a department store on a smaller scale? It is safe to say that there is not a general store of any pretensions in the land but handles proprietary articles, and the merchant does not in any degree feel it beneath him to deal in such.

It may be said that this would be encroaching upon the domain of the druggist, but does the druggist not sell baking soda, borax, cream of tartar, castile, laundry and toilet soaps, and a multitude of lines distinctly associated with the grocer's business? Why, then, is it not proper for the grocer to sell Radway's Ready Relief, sarsaparillas, tooth powders, and fancy toilet soaps? The best patrons of the drug stores are the women; the grocer's customers are the housekeepers, and with any article of well-known and well-advertised merit the grocer is in as good a position as the druggist to supply the wants of his female customers.

That this idea is being acted upon by the live grocer is observable in some of the best retail stores of the larger cities, where departments are being introduced for this express purpose. The thinking grocer knows it for a certainty that prices are higher in the drug stores than in any other business, and his own experience will have taught him that he can sell as cheap, if not cheaper, than the druggist. Take for example the case of fancy toilet soaps. Why should the grocer not carry these for his female customers? Women buy their laundry and ordinary toilet soaps from the grocer. Why should he not put forward the best lines as well and please his patrons? A trial of the venture with some special attention on the grocer's part in drawing his patrons' notice to his new lines, will be a revelation to him and a profitable adjunct to his business.

A COMPLAINT FROM THE WOOL MEN.

A FEATURE of the Canadian market which is attracting considerable interest at the present time is the price of skeepskins in Canada, which, according to dealers, is out of all reason with the price of wool and pickled pelts. At the same time sales are very active, and American buyers pride themselves on the fact that they have practically a corner on the Canadian market.

The trade are interested in knowing how their fellow tradesmen across the line are able to outbid them in their own markets, and can only account for it on the supposition that by some means or other the import duty on skins is in part evaded by American buyers. The duty on combings going into the United States is 12c per lb., or 11c on the skin, while on fine, extra and super wool it is considerably higher.

Canadian dealers are of the opinion that American buyers get around the higher duty by listing all their wool so as to come within the lower tariff. Skins cost the puller $1.25 on the Canadian market; at this price he must get 26c for his super wool to clear himself. U. S. buyers, however, are paying from $1.35 to $1.40 for the same skins, and yet the biggest dealers in Boston will not buy this wool at 26½c. In other words, prices realized in the United States do not differ materially from those ruling in the domestic market, and conditions of labor being equal, there does not seem to be any reason why the cost to the American dealer should be less than 26c plus the duty (12c or upwards per lb.)'

As a result the leading pullers in this country are at a standstill, or next thing to it, and supplies are hard to get on account of the inability of Canadian dealers to pay the same price as Americans. Dealers, pullers and manufacturers feel that they have a grievance, and that if the anomaly is due to the connivance of the customs authorities at the various ports of entry to the United States it is worth investigating on the part of the Dominion Government.

WINNIPEG BANK CLEARINGS.

PERHAPS there is no more reliable indication of the business prosperity of any city than is afforded by the amount of its bank clearings. Although the proportion which these figures bear to the total amount of business transacted is not fixed yet they give some indication of the volume of trade as nearly all transactions involving more than small amounts of money are effected through the banks and some proportion of them is reflected in the bank clearings. Special causes operate now and then to effect great fluctuations in the gross amount of bank clearings in any city, but when, from week to week, and from year to year, a steady increase is shown it may safely be taken as a reliable index of the growth of a city's business.

Statistics are not required to prove the prosperity of Winnipeg. It is to be seen in the magnificent warehouses and imposing business blocks which have recently been erected. Every citizen and every visitor is impressed with the fact that the business interests of the western metropolis are rapidly expanding and that her business men are making money. But additional, albeit unnecessary, proof is afforded by the steady increase in bank clearings. The figures for any week would serve to illustrate a steady and healthy growth as compared with former years and those quoted below are nothing out of the ordinary. The same story has been told week after week for a long time, and it is a story of a healthy growth, for there is no evidence of a "boom" which may be expected to collapse to the confusion of investors. An old but pleasing story is told by these figures:

Winnipeg Bank Clearings—

Week ending Dec. 15, 1904	$7,980,150
Corresponding week, 1903	6,024,337
Corresponding week, 1902	5,102,593

PHOTOGRAPH YOUR HOLIDAY WINDOWS.

Before you take to pieces that holiday window display, on which you have lavished so much time and labor, have a photograph taken of it. Next Fall we will publish a series of these photographs. You will thus be able to exchange ideas with window dressers all over the country and have something new to work on for next year. Write us about it.

A HUDSON BAY RAILWAY.

IN a recent speech at a banquet to Dr. Roche, M.P., Premier Roblin, of Manitoba, outlined a scheme for the construction of a railway from Winnipeg to Hudson Bay. With the Territories about to be given provincial status, the Manitoba Government consider that, unless their province is to be completely overshadowed in area and population by the new province or provinces about to be formed, the boundaries of Manitoba should at the same time be extended northward to Hudson Bay. Whether the Dominion Government will comply with the wishes of the Manitoba Government in this respect remains to be seen, but it can scarcely be doubted that the extension of Manitoba's boundaries northward would mean much for the development of this vast hinterland as yet so little known.

It is true that, as the Manitoba Free Press has remarked, this Hudson Bay railway scheme has a familiar sound, but what was not practicable ten or fifteen years ago may be quite possible of accomplishment in these years of prosperity. The project seems likely to be pushed if Manitoba's boundaries are extended. Premier Roblin's plan, which as yet is probably merely tentative, is that the Province of Manitoba and the new province or provinces to be formed in the Territories should unite in building to a Hudson Bay port a Government railway.

We take it that before any such project is entered into a thorough investigation will be made of its possibilities. As yet we have no absolutely reliable information as to the length of time during which navigation is practicable in Hudson Bay. Account must also be taken of the dangers of navigation during certain seasons of the year in order that there may be some certainty that the cheapening of transportation by that route to Europe be not more than counterbalanced by increased insurance charges.

It must be admitted that the scheme has great attractions, offering as it does a much shorter route for the transportation of western wheat to Liverpool. Every mile saved on the overland route means a great cheapening in transportation charges and the idea of giving the Northwest an ocean port suggests possibilities which are worth striving after. Not only would the overland journey be shortened, but the total distance from the western wheat fields to Europe would be considerably reduced. A considerable carrying trade from the United States might be expected to result if the route should prove satisfactory. The west has a right to expect a thorough investigation of the possibilities of the route.

The following table of distances tells the whole story:

	Miles.
Winnipeg via Hudson Bay to Liverpool	3,626
Winnipeg via Montreal to Liverpool	4,228
Duluth via Hudson Bay to Liverpool	3,728
Duluth via New York to Liverpool	4,201
St. Paul via Hudson Bay to Liverpool	4,096
St. Paul via New York to Liverpool	4,240

LOSS TO CANADIAN FRUIT GROWERS.

REFERRING to the letter of the Canadian Canners, in this issue of The Canadian Grocer, no small amount of credit is due them for the part they have taken since consolidation in placing the Canadian fruit growing industry upon a commercial basis.

At the same time the fact remains that there is practically no market for a large percentage of our apple crop every year, and fruit growing in Canada is effectually hindered on this account from assuming anything like its proper proportions. The possibilities of this industry in Canada are very great, and surely $5,000,000 is a conservative estimate of the volume of trade lost to the country annually because fruit growing is only in its infancy instead of realizing its fullest possibilities at the present time.

There is no reason why the Canadian export trade in fresh and canned fruits should not become quite as important an item as her foreign trade in bacon and cheese, especially when the resources of the country are considered, as well as the fact that the quality of Canadian fruit is second to none. It cannot be gainsaid that foreign markets must be prepared to receive Canadian goods, and that very creditable efforts have already been made in this direction. At the same time it is apparent that increased activity among the fruit growers is out of the question as long as thousands of bushels of fruit are allowed to go to waste or to be practically sacrificed yearly for lack of a market. The Canadian Grocer is speaking of the fruit growing industry in its widest sense, and contends that millions of dollars are lost to the trade of the country every year because its fruit growing resources are not being fully utilized.

CHRISTMAS PRESENTS.

THE letter in last week's issue of The Grocer by "Retailer" calling attention to the custom of grocers giving presents to their customers, is a timely one, and well worth discussion and reflection. As stated by "Retailer" the custom is a most pernicious one and it is somewhat hard to realize why it is continued. The only half reasonable excuse put forward is that this is the season of "good will towards all men." This apology may be acceptable in cases of private families tendering to their members and more intimate friends some tangible remembrance for kindness and consideration shown during the year, but in the case of the merchant, and particularly of the hard-working and small-profit-making grocer, there is no possible excuse for its indulgence. The grocer's profits are at best none too large, his goods are more or less of a perishable or varying character according to the tastes and fads of his customers, he gives value dollar for dollar during the entire year and the closest possible attention to his trade, and he is practically forced to hand over in the shape of "Christmas Boxes," the better portion of his profits and that at a time of the year when settlement time with the jobber and the bank approaches. Some city grocers have considerably lessened the evil by publishing the fact that "No Christmas presents will be given" and in addition the Retail Grocers' Associations have called upon their members to refrain from continuing the custom.

The fear of offending their customers has kept many, however, from saying No and sticking to it. If the entire trade, however, were united on the subject it would require only a season or two to bring relief. The recipients of these "hold-up" presents would wax highly indignant were the grocer to offer them the goods as "charity." A pleasant and polite explanation by the grocer will, we think, in a majority of cases be satisfactory.

The wholesale grocer is not exempt from this evil. In his case it proves extremely costly, since dealing in larger parcels and receiving heavier orders, he feels he cannot consistently hand or send out a handful of candies, or nuts, etc., but must send out somewhat more valuable articles. Many retailers in soliciting and accepting presents from the jobber are as much to be blamed as their own customers, and in order to test the principle thoroughly and be consistent he should not expect, ask or accept the jobber's favors. The traveler is in a large measure responsible for keeping the custom alive, and every jobber knows from experience that there is hardly an order received during the four or five weeks preceding Christmas that doesn't bear some such foot note as: "1-4 flat Connoiseur Cluster raisins, compliments of the firm," or "Send along without charge, 1 box 10c cigars 50s, or 1 bottle Hennessy Three Star Brandy, compliments of the house." and the jobber must send it along. In this way several hundred dollars worth of goods are sent out gratis and at a loss to the house. A Montreal grocery house with whom the evil had assumed large and costly proportions got rid of this custom in a unique manner. They wrote their travelers that they would be pleased to send along the present to the travelers' friends in the trade, but that all such presents would be charged to the traveler and deducted from the salary. This caused the travelers to reflect, and when it was shown that all told it would take the profit on about $5,000 to $10,000 worth of goods to fill travelers' requests for presents, the evil was stopped.

Let the jobbers cease sending out presents, making no exceptions whatever, be the customers' account large or small, and let them impress upon their traveling staffs the necessity of judiciously refusing the retailers' solicitations. The latter will then be in a position to strengthen their own position with the consumer. The evil of the habit is recognized by every thinking man in the trade and requires only united action and a firm stand to stamp it out.

INQUIRY FOR CANADIAN TRADE.

An inquiry has been received from a firm in Liverpool, Eng., desirous of obtaining an agency for Canadian canned goods in Liverpool and surrounding towns. The name of the firm making this inquiry may be had by application to The Canadian Grocer.

To You—To All of our esteemed friends, customers and associates do we heartily extend the Season's Greetings, together with best wishes for good health and prosperity for the coming year 1905.

Sincerely yours,
The "SALADA" Tea Company,
TORONTO - MONTREAL.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Ilongest

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Drum up your Starch Trade.

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it. Sell them

Lily White Gloss Starch

in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White drum package is the latest.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Dec. 22, 1904.

Groceries.

THE rush of the holiday trade is now practically over, having dwindled down to sorting-up orders, and wholesale grocers hope to begin their annual stocktaking operations within the next few days. Travelers are off the road between Dec. 23 and Jan. 3, and in the interval the retail trade is being left unmolested to reap the fruits of Christmas and New Year's week, the biggest harvest of the year.

The wholesale trade are as a whole optimistic about the grocery trade for the past year generally, and for the holiday season in particular, and report business as quite up to the level of former years.

Sugar continues very firm, indications pointing to a further advance. An increased demand for corn syrups is reported, as well as a probable advance in the near future in all tinned goods. Tea, coffee, canned goods, and the other staples, are steady and quiet, with reported advances in prunes and very low prices being quoted on Malaga raisins.

CANNED GOODS.

With the exception of vegetables, canned goods are quiet. The record movement for this season of the year in corn, tomatoes and peas continues, while canned fruits have given place temporarily to fancy fresh fruits for the Christmas trade. We quote the following prices :

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal.		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal.		4 50
" jugs		7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's		1 47½
" standard, gal.	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal.		4 97½
Plums, Damson, light syrup, 2's		1 90
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal.		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over.		1 77½
Chums	0 95	1 00
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ½s, "		1 00

SYRUPS AND MOLASSES.

Corn syrup has been moving unusually freely during the week, and market conditions point to an advance in tinned goods in the near future. There is nothing new in New Orleans or West India molasses. Our quotations are as follows :

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright		0 02½
Corn syrup, bbl., per lb.		0 02¾
" ½-bbls "		0 03
" kegs "		1 30
" 3 gal. pails, each		0 90
" 2 gal. " "		1 90
" 2-lb. tins (in 2 doz. case) per case		2 35
" 5-lb. " (in 1 ") "		2 25
" 10-lb. " (in ½ ") "		2 10
" 20-lb. " (in ¼ ") "		
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

A freer movement in coffee is reported than for some weeks, notwithstanding the very firm and strengthening position of Rios.

Reports from New York state that the speculative activity in the market for coffee contracts has continued to steadily broaden until it is again assuming the excitement and proportions of the record-breaking trading of about one year ago. The speculative public appears to be quite generally favorably impressed with the future of the article, based on the theory that the production of coffee for the current season will fall considerably short of consumptive requirements and that a material inroad will be made into the world's surplus stocks. Another bull point is the reports now being received from Brazil that the outlook for the growing Santos crop is not promising, and that there are possibilities that the growing Santos crop, owing to unfavorable weather and the poor condition of the trees, will be a small one and more than offset the expected increase in the growing Rio over the present Rio crop.

We quote the following prices :

	Per lb.	
Green Rios, No. 7	0 09½	0 10
" " No. 6		0 10½
" " No. 5		0 11
" " No. 4		0 11½
" " No. 3		0 12
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

Tea is without special feature this week. A steady and fair volume of trade is reported, although brokers say business with the wholesale grocers is very quiet.

A telegram from the India Tea Association, Calcutta, states that the tea season is now practically closed throughout Northern India. India crop returns indicate that the out-turn in Assam is behind last year's, though other districts, with the exception of a few gardens, show an increase. The quantity available for the United Kingdom is estimated at from 166 to 168 million lbs. Our quotations are as follows :

Congou—half-chests, Kaisow, Moning,	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 25
Orange Pekoes	0 23	0 30
Pekoes	0 19	0 25
Pekoe Souchong	0 15	0 17
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 35	0 39
Choice	0 32	0 37
Finest	0 28	0 30
Fine	0 25	0 28
Good medium	0 20	0 22
Medium	0 18	0 20
Good common	0 19	0 20
Common	0 14	0 15

SPICES.

During the week there has been a decline in cloves; otherwise conditions in the spice market continue unchanged. We quote the following prices :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Rice and tapioca are in seasonable de-

IS IT A
RUSH
ORDER?

McGREGOR'S
JAMS, PRESERVES, MARMALADES AND CONFECTIONERY

Entrust it to us.
You will know, too, that the goods will be the best.

McGREGOR-HARRIS CO.,
Limited.
33 Pearl St, TORONTO

BUY
Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

All About Tea
From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

TECHNICAL BOOK DEPT.
MacLean Publishing Co., Limited
10 Front St. E., Toronto

mand but without special feature. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03½	Tapioca, staple..	0 03½	0 03½
Patna.....	0 05	0 05½	" double goat	....	0 04½
Japan.....	0 06	0 07	Carolina rice....	....	0 08
Sago.....	0 03½	0 04			

SUGAR.

Further deductions in the European beet estimate bring the total for all Europe to 4,685,000 tons, which would represent a shortage of 1,170,000 tons as compared with the actual out-turn last campaign. The course of the market in London and other European centres, however, indicates that the situation is in the hands of speculators, who are at present selling, with the result that 88 per cent. has made a further decline, going to as low as 13s 9¾d basis f.o.b. Hamburg, a decline of about 9d per cwt. from recent highest point, bringing beet sugar closer to parity of canes in New York markets than it has been for a long time. The equivalent of 13s 9¾d is 4.94c for 96 test centrifugals, recent sales of which were made at 4.87½c.

Private reports from Europe say that refiners there are nolding off, evidently waiting the issue when the market settles down. There can be no question as to the statistical strength of the situation, and general opinion is that the normal course of the market should be upward instead of downward.

In New York the tone of the market continues steady to firm, with buyers willing to go on at recent basis, and there were sales at the end of last week of about 25,000 bags Cubans for Dec., Jan. and Feb. shipment, at 3½c c. and f., equal to 4.78c duty paid.

Receipts at three Atlantic ports for the week ending Dec. 14 were 32,302 tons, with meltings 26,000 tons, leaving total stock in all hands 117,516 tons. As advised in last week's report, there are 45 central factories in operation in Cuba, but stock at shipping ports has not yet commenced to accumulate.

Combined stocks of U. S. and Cuba on Dec. 14 were 121,476 tons, a decrease of 102,057 tons from last year. Total stocks of Europe and America at latest uneven dates were 2,582,476 tons, compared with 3,200,707 at the same date last year, the deficiency being 618,231 tons.

The refined situation is without special feature either in American or Canadian markets. In New York the tone is quiet but firm, and dealers are no longer underselling refiners in local markets. Trade is normal for the season of the year, and there are no special indications for the immediate future. We quote the following prices:

Paris lumps, in 50-lb. boxes	6 08
" in 100-lb. "	5 98
St. Lawrence granulated	5 43
Redpath's granulated	5 43
Acadia granulated	5 43
Berlin granulated	5 38
Phoenix	5 33
Bright coffee	5 23
Bright yellow	5 18
No. 3 yellow	5 13
No. 2 "	4 93
No. 1 "	4 83

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Foreign Dried Fruits.

The bulk of orders for the holiday trade in foreign dried fruits have been filled, the attention of the trade being now directed to a few sorting up orders and orders sent in at the last moment. Currants are firm and moving freely, as well as Valencia raisins, which tend towards a lower level of values. Prunes have advanced materially and buyers are no longer showing anxiety to cut prices. Blue fruit is being offered at very low prices to clear out goods which will be a drag on the market after the holidays. The Grocer has heard of some low quotations on prunes, but discovers incidentally that they are on old goods. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s	....	0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s	....	0 05	40-50s	....	0 07
70-80s	0 05½	0 05½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 18
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 06½	0 06½
Off stalk	....	0 05½
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "	....	0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04½	" new choice..	....	0 09½

FOREIGN NUTS.

Grenoble walnuts are ariving in fair quantities. Brazils and Marbots are reported scarce and filberts as hard to get for rush orders, although shipments which left Sicily some time ago are expected to arrive almost any day. Present arrivals indicate a lower market. The consumptive demand will undoubtly fall off after the holiday season. Italian chestnuts are arriving at their normal value, prices having declined from 1 to 2c during the past week. A good demand is noted on all lines, with the exception of peanuts. Our quotations are:

Peanuts, green, Virginia, per lb	0 08	0 10
" roasted "	0 10	0 11
" Spanish, green, per lb	....	0 09
" " roasted, "	....	0 10
" Japanese, green, per lb	....	0 09
" " roasted "	....	0 11
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	0 09	0 10
" Marbots	0 10½	0 11
Filberts, per lb	0 10½	0 11
Pecans, per lb	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack	....	4 00
Italian Chestnuts, per lb	....	0 10

DRIED FISH.

Dried fish are quieter if anything than they were last week, the attention of the trade being directed largely to special holiday goods in other lines. A seasonable demand, however, continues at

Owing to this prices have declined. Our quotations are :

Manitoba wheat patents, per bbl. in bags	5 50
Strong bakers " "	5 20
Ontario wheat patents " "	5 00
Straight roller " "	4 85

BREAKFAST FOODS.

This market, like many others at this time of year, has suffered on account of the holiday season. Manufacturers do not expect to see the present conditions continue beyond the holiday season. Prices continue unchanged. We quote the following :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 55
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Hides in Chicago have declined from 1c to 10 per lb. It is expected by many dealers that a low market will rule before Spring, as the hide is not so valuable then as earlier in the year. Tallow is quiet. The condition of the wool market is normal, no change in price being expected before the arrival of new clip next Spring. Our quotations are as follows :

HIDES.

No. 1 green steers, per lb	0 09½
" 2 " " "	0 08½
No. 1 green, per lb	0 09
" 2 " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Sheep skins	1 10 1 25

TALLOW.

Rendered tallow, per lb	0 04½ 0 04¾

WOOL.

Unwashed wool, per lb	0 13 0 14
Fleece wool, new clip, per lb	0 21 0 22
"Rejections"	0 16 0 17
Pulled wools, super, per lb	0 23 0 25
" " extra "	0 24 0 26

QUEBEC MARKETS.

Groceries.

Montreal, Dec. 22, 1904.

AMONG the jobbing trade during the week an air of apathy has prevailed. Business is reported as "just so-so" with only filling orders for fruits and seasonable specialties. "Getting ready for stocktaking" is also the refrain of many a jobber. Sugar is firm and the advance of 20c last week has led to prognostigations of a 5 1-2c price in the near future. New York and foreign markets for beets and raw are very strong. Teas are quiet and little trading in any line is being done. Some offers have been made on India and Ceylon greens during the week. Molasses advanced 3c per gallon since last issue. Corn syrups are getting more attention. In canned goods there is little to report with trade dull. Some lines of fruits are inquired for and a few orders for tomatoes are being taken. Coffee shows a decidedly strong position both in New York and locally. Spices continue firm. Shelled almonds have recovered from their recent slight decline and are quoted 2c higher. Filberts are reported lower in Sicily and local prices are low in sympathy. Shelled walnuts are slightly easier. Green fruits are quiet, the most interesting feature being California navels which are in good demand. Red onions are very scarce and high. Fish business is good but will undoubtedly drop off during the holidays. Oysters are high as the recent heavy storms on the Atlantic have frozen over some of the beds. Malpecques shell are practically out of the market. Poultry is decidedly active, turkeys, geese and chickens being in heavy demand, especially turkeys. Provisions are active, country and city buyers keeping the interest up. Smoked meats are good sellers. Flour remains unchanged with strong market. Vegetables show fairly good business with California celery a leader and Canadian celery high.

SUGAR.

The local market maintains its strong tone since the advance of 20c noted last week. The price at present prevailing is the highest that has been reached in years, and in some quarters it is expected that a 5 1-2c figure is bound to rule. The foreign markets are decidedly strong, and the statistical position is such as to keep the trade interested and on the lookout for higher prices.

Granulated, bbls	$5 35
" ½-bbls	5 50
" bags	5 30
Paris lump, boxes and bbls	5 85
" " ½-boxes and 1½-bbls	5 95
Extra ground, bbls	5 70
" " 50-lb. boxes	5 90
" " 25-lb. boxes	6 00
Powdered, bbls	5 50
" 50-lb. boxes	5 70
Phoenix	5 25
Bright coffee	5 15
" yellow	5 10
No. 3 yellow	5 05
No. 2 "	4 85
No. 1 " bbls	4 75
No. 1 " bags	4 70
Raw Trinidad	3 90
Trinidad crystals	4 05

SYRUPS AND MOLASSES.

Barbadoes molasses has been advanced to 30c in puncheons, and a stronger feeling seems to prevail. Corn syrups are also receiving considerable attention at the hands of the trade, and the cold weather is a stimulant to better business in this line.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

The market shows up very strong and from New York advices it is significantly noted that the leading roasters have again advanced their prices. Their position certainly is a strong one, and a notice of an advance should not surprise the trade.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

The spice market maintains its strong tone. There is locally nothing of any startling importance to note. Trade is quoted among the jobbers as quiet and the wholesale spice men report that, as usual at this time, business is on the quiet side.

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 22	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

The condition of the local market is certainly a quiet one; it is almost an impossibility to get any encouraging or interesting news. Brokers, as well as jobbers, complain of poor business and say there is practically little doing. As this is natural at this season of the year, owing to the approaching stocktaking time, a philosophical view is taken of the situation. It is not expected that much trading will be done this side of January first. The recent advance of a farthing in Ceylon and Indian greens, does not seem to have created any stimulus among buyers though some offers have been transmitted. Japans seem to be also decidedly uninteresting and while some trading is done, the quantities are not large.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

There is nothing much to report in the canned goods situation. The jobbing trade is quiet, and retailers are not looking for anything in this line just now, except it be for some special lines of fruits. Some more sales of American tomatoes have been put through, though the amount is not very large, several carloads covering the orders. There is a slight demand for British Columbia salmon on account of the strong position of this line.

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50

Pumpkins, 3-lb. tins		0 72½
" Gal.		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 30
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 80
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " " "		1 72½
3's " " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5))
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

Foreign Dried Fruits.

Nuts—Shelled almonds have recovered from their recent slight decline and are quoted 2s higher than last report. Stocks of pure Mayette Grenoble walnuts are about exhausted in this market, and some attention is being turned to commercials, which have been sold at about one cent below the price of pure Mayettes. In shelled walnuts the market is slightly easier for prompt shipment, but futures maintain their price. Further reduction in price of filberts is reported from Sicily, and we hear that holders on spot have correspondingly reduced their prices, which are now something like one cent below the highest point.

Figs—Spot stocks of Comadre entirely cleaned out, and last shipments have been made from Portugal, so that these seem to be good property to anyone fortunate enough to have any on hand.

Dates—Shipments from London are expected about the end of the month, the quality of which is reported fine. Shipments from New York have not shown up as well, being reported as somewhat on the dry side.

Currants—Stocks of currants are in short supply, and further import orders are being given on basis of last quotations.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 13½
Peaches "		0 10½
Pears "		0 13

MALAGA RAISINS.

London Layers		2 00
"Connoisseur Clusters"		2 50
" " Quarter boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " Boxes		3 50
"Excelsior Windsor Clusters		4 50
" " ⅛		1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 "		0 06½
" " 4 "		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned		0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

NUTS.

Grenoble walnuts	0 12½	0 14
Tarragona almonds		0 13
Sicily filberts		0 11
Shelled walnuts		0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans		0 14
Large "		0 12½
Shelled almonds	0 24	0 26
Peanuts, Spanish shelled		0 13
" Virginian brand, shelled		0 12
New chestnuts, per lb		0 11
Peanuts, Bon Tons		0 11½
" Sun brand		0 10
" Diamond G brand		0 08
" Coon brand		0 07½
Italian chestnuts, per lb		0 07

Green Fruits.

Trade has not been quite as good during this week, although there is quite a fair demand for California navel oranges. The jobbing demand has been fairly good, although country orders are not as heavy. Another sale of 500 packages of Sorrento oranges was made here Monday.

Cocoanuts, per bag of 100		4 50
Pineapples, 24 to case	4 50	5 00
" 30 to case		3 50
Cranberries, finest dark		8 50
" dark		7 50
" 25 quart boxes		2 25
California Winter Nellis pears		3 50
Jamaica oranges, per bbl.	4 50	5 00
" per box	2 50	2 75
" grape fruit, per box	3 50	4 00
Florida oranges, per box	3 50	4 00
Florida grape fruit, per box	4 25	4 50
Mexican oranges, per box	2 00	2 25
California naval oranges, per box	3 25	3 50
New Messina lemons 300's		2 75
" " 360's		2 25
Bananas, large bunches, crated	1 25	1 50
Bananas, 8s, per bunch, crated		1 00
Apples Winter varieties	2 00	3 50
Sweet potatoes, per bbl.		4 75
Almeria grapes, per bbl.	5 50	7 00
Spanish onions, case		3 25

Vegetables.

There has been quite an active demand, no doubt due to the holiday season. California celery is nearly done; this will be the last of the white plume for this year. A car of golden celery will be in in about a week. There is a strong demand for these goods and prices will no doubt advance shortly. Red onions are very scarce and Spanish onions are also expected to be much higher in price.

Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Spanish onions, large cases, per case		3 25
" " crates, per case		1 00
Red onions, in 75-lb. bags, per bag		2 00
Yellow onions, in 80-lb. bags; per bag		1 75
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
California celery, per case		5 50
Canadian celery, per doz		0 75

Fish.

The business in fish of all kinds has been fairly good, but the demand will be quiet during the Christmas holidays. Dealers expect a lull in the rush which has been on since the beginning of Advent in November. There is, however, the usual heavy demand for oysters, but unfortunately the recent severe cold snap which reached along the Atlantic coast as far south as Virginia, had the effect of freezing over some of the oyster beds and stock has been scarce in consequence, with some advance in prices at producing points. Dealers here still maintain old prices, although if any further advance occurs it will be necessary to raise prices from present quotations. In shell oysters Malpecques are very scarce, in fact there are practically none to be had from first hands, but some of the restaurant keepers who put away stock for Winter trade, still have a fair supply, which, however, they are holding at high prices. Some sales are reported this week at from $10 to $11 per barrel for No. 1 hand picked Malpecques. Ordinary grades of oysters, such as Caraquets, are still in fairly good supply, and the demand is reverting to these owing to the scarcity of Malpecques. The prospects are that there will be no shell oysters in this market after January 1st. The prices of fish of all kinds remain about the same. There has not been much doing in salt fish and trade will be quiet in this line until after January 1st.

Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	9 00	10 00
Caraquet	4 00	5 00
Dressed bullheads		0 09
Dressed perch		0 09
Haddies		0 07
Bloaters in boxes, 100 fish		1 20
Kippered herring in half boxes		1 00
Smoked herring, per box, new		0 13
Fresh haddock, per lb.		0 04½
Pike, " round and dressed		0 05½
Halibut, per lb.	0 08½	0 09
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 08½	0 09
Fresh steak cod	0 05	0 05½
Market cod		0 04
Whitefish		0 08
Dore	0 06	0 12
Fresh frozen Smelts	0 09	0 12
Fresh frozen Herring, 100	2 00	2 10
New frozen Tom Cods		2 25
No. 1 Labrador herring in 20-lb pails		0 80

No. 1 Herring, Labrador, per bbl		5 00
" " half bbl		3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring,		8 50
" " " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 75
" " No. 1	6 75	7 00
Large "		7 00
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		17 00
" " Large (300 lbs.)		24 00
B.C. salt salmon, bbl		14 00
" " ½ bbl		7 50
Lake trout, salt, 100 lbs		5 00
Sea Trout in bbls. 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

BEANS.

Business on the quiet side and nothing doing. There has been some demand, as stated in last week's Grocer, from abroad, but holders here are not too anxious to sell freely.

Choice primes	1 35	1 40
Less than car lots	1 40	1 50
Primes		1 40

POTATOES.

The market shows a firmer tendency and a good potato business is being done. Car prices, during the week, ran from 62 1-2 to 65c a bag for choice stock, and from the jobbing trade 70c to 75c a bag.

HONEY.

Comb honey is in good demand. Spot stocks are light and in consequence prices have firmed up. Extracted honey in tins has been coming in very freely and prices show a tendency to decline, though it is not expected any perceptible drop will occur.

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 12	0 12½
Buckwheat	0 06	0 06½

MAPLE PRODUCTS.

During the past week there has been a better demand for pure goods. Beause county is firm at 8 1-2 to 9c. The trade generally is paying more attention to maple products this year than has been noted for some time.

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08½	0 09

HOPS.

Firm but quiet market, and little business doing. Prices are unchanged and the United States markets warrant no advance on the moment.

Choice	0 33	0 35
Fair to good	0 25	0 28

POULTRY.

The approaching holidays have created a good business in all kinds of dressed poultry. Turkeys particularly are in first class demand, and bringing good prices, as high as 16 1-2 to 17c on the market. Geeses are also high and meeting with favor. Chickens are arriving in fair quantities and prices quoted range from 10 to 11c.

Flour and Feed.

FLOUR.

There has been a better demand from local and country buyers during the week and some trading has been done. The market continues firm and the recent advance in Canadian Spring wheat has given a stronger tone to the position of the flour prices.

Manitoba spring wheat patents	5 50	5 80
" strong bakers'	5 20	5 50
Winter wheat patents	5 60	5 70
Straight rollers	5 20	5 30
Extra	4 55	4 60
Straight rollers, bags, 90 per cent	2 55	2 65

FEED.

All kinds of mill feed continue in good demand and there are no changes to note in prices. Ontario Winter wheat bran is still scarce.

Mouillie	25 00	28 00
Ontario bran, in bulk	17 00	18 00
" shorts		19 00
Manitoba bran, in bags	17 00	18 00
" shorts		20 00

ROLLED OATS.

There is no change to report since last week. Business is quiet and receipts have been considerably under the same period last year. Shipments via Portland for the past week were 4,359 sacks.

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 60
Rolled oats, "		2 55
brls		5 00

HAY.

Stronger feeling during the week has prevailed in baled hay and prices are advanced 25c to 50c per ton. The demand continues strong, especially from the Lower Provinces.

No. 1 timothy	9 25	9 50
" 2 " choice	8 50	9 25
" 2 " ordinary	7 25	7 50
Clover and clover mixed	7 50	8 00

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Dec. 22, 12.30 p.m.

BUTTER—Market continues firm. Prices ranging from 21 to 21½c. for fine; 21½c. for choice; fancy, 21½ to 21¾c.; fresh dairy firm at 17½c. Receipts good.

CHEESE—No change. Exporters refusing 10½c. for choice Ontario; 10¾ to 11c. asked. Outlook firm. receipts practically nil.

EGGS—Steady. Cold storage sold at 18 to 20c., as to quality; No. 2, 16½ to 17½c.; Montreal limed, 19c.; straight gathered, fresh, 23 to 23½c. Jobbing demand good. Selected fresh sold at 24 to 27c.

PROVISIONS—Market slightly easier. Selects sold at $5.10 to $5.20; mixed, $4.90 to $5. Dressed hogs steady—country at 6 to 6½c.; fresh abattoir killed, 6¾ to 7c.; heavy Canadian pork short cut mess, $17.50; backs, $17.50; boneless Canadian mess, $18.50; heavy mess, long cut, $16; heavy flank, $15.50.

REPRINT BULLETIN NO. 95.

Inland Revenue Department.

The Inland Revenue Department, Ottawa, has issued a reprint of Bulletin No. 95, dealing with ground spices. This was found necessary on account of error that had been made in previous issue with samples of pepper supposed to have been sent out by S. H. & A. S. Ewing, Montreal, but which investigation proved were not supplied by this house. S. H. & A. S. Ewing drew the attention of the Minister of Inland Revenue, Hon. L. A. Brodeur, to the injustice that was being done their firm in attributing the manufacture of the condemned articles to them. Mr. Brodeur had the matter thoroughly investigated, and finding an error had been made ordered the bulletin withdrawn and a reprint, acknowledging the error, published. This action is deservedly appreciated, and gives confidence to the manufacturing interests and the trade that the Department of Inland Revenue, under Hon Mr. Brodeur's jurisdiction, will be controlled in an impartial and just manner. It is also gratifying to S. H. & A. S. Ewing to know that their protest was acknowledged and their contention allowed.

SIDE LINES WANTED.

GENTLEMAN calling on grocers tri-weekly, Brantford and district, wants one or two suitable lines. Address, Box 205, CANADIAN GROCER, Toronto. (52)

Sold Out

This Season's Stock

....OF....

XXX
EXTRA STANDARD
GRANULATED

The Ontario Sugar Co., Limited
BERLIN, ONT.

1905 1905

We wish the Merchants who sell

"Jersey Cream" Yeast Cakes

and the Merchants who do not, also our competitors

A Happy and Prosperous New Year.

LUMSDEN BROS.
HAMILTON

1905 1905

The Fishing Industries of Ceylon

By J. Hornell, Marine Biologist to the Ceylon Government.

THE fisheries of Ceylon at the present day are carried on, in the main, according to the primitive methods prescribed by the customs of bygone centuries; the trammels of the caste system do much to limit development. Little has yet been done to organize methods, to introduce improvements in the conduct of existing industries, or, until recently, to enlist the help of those scientific methods of control and culture which have proved so conspicuously successful in the United States in the improvement of old and in the creation of new fishing industries.

Yet, in spite of this absolute conservatism, the fisheries of the island furnish very great supplies of excellent fish. Over seventy-four thousand of the population depend thereon for their livelihood. The great majority of the fishermen are Roman Catholics, especially among the Singalese. Comparatively few Buddhists of the fisher caste follow this avocation now, but in the north and east a not inconsiderable number of Hindu Yamils and of Moormen (island-born Mohammedans) are engaged in sea fishing and in pearl and chank diving.

SEA FISHING.

Within certain limits much ingenuity is displayed in the devising of nets and traps and in their manufacture, but everything is of the past—stereotyped and become immutable. Nothing in the way of dredges or trawls has been evolved; the lines and nets at present find villagers of to-day capturing fish in precisely the same way as was described and figured in the middle of the seventeenth century by Robert Knox, an English sailor held captive for many years by the Kandyan king of that period.

Outrigger canoes are the favorite craft of the Singalese fishermen. In the larger ones men venture daily even so far as twenty miles from land in quest of the seer—most esteemed of Ceylon fishes—lining for it as fishers in English waters do for mackerel. These boats frequently attain a speed of eight knots in a favorable breeze, skimming lightly over the sea by the help of a single huge cotton sail. It is this brown-winged fleet which forms that picturesque vanguard of the island so often met by incoming steamers long before the coast is clearly distinguishable. Frail looking as they are, they are remarkably safe in reality, and it is wonderful what heavy weather they take in their daily routine. Nothing save the breaking of the outrigger is to be feared, and that need not occur if ordinary prudence be observed.

On all the coasts a certain amount of fishing goes on the whole year round to satisfy the local demand for fresh fish. Besides this settled industry, much of which is in-shore fishing, a large number of boats change their fishing grounds periodically, working off the west and south coasts during the north-east monsoon, and migrating to the eastern districts when the turbulent swell of the south-west monsoon renders fishing difficult and less prosperous in the former localities.

Comparatively little fish curing or salting is carried on, notwithstanding that the Government has done much to encourage the industry by establishing fish-curing yards, where facilities are given curers to procure the necessary supplies of salt on favorable terms—a failure, partly due to the supply of fish in the localities where some of these yards are established being inadequate to meet both the local demand for fresh fish and that of the curer. As a consequence the industry languishes; operations cannot be undertaken on a scale of magnitude sufficiently great to be profitable. More energy and capital than are at present available are required, and to be successful, curers must work on a foundation of well thought out organization, aided by the utilization of modern and improved methods of sea fishing and of curing Having relation to this question is the fact that "cured or salted fish" (from India chiefly) was imported in 1902 to the extent of 237,879 cwt., valued at Rs. 1,766,524, to which must be added Rs. 2,026,928 worth of dried fish from the Maldive Islands—a total of Rs. 1,-766,524—making a total of Rs. 3,793,452 ($1,264,484) worth of imported fish. Against this enormous import we have as offset the triviality of Rs. 17,706 worth of Ceylon cured fish exported during the same period.

A trade distinct from that of ordinary fish-curing is the preparation for the Chinese market of dried sharks' fins. In this article an extensive trade is done in the northern province, less, however, in recent years than formerly. Thus the exports for the two years 1900 and 1901 were collectively but of the value of Rs. 26,528, as against Rs. 30,398 in 1891 and Rs. 27,353 in 1892. Last year, 1903, exports amounted to Rs. 17,523.

Among the most valued of the fishes commonly taken are the seer (Cybium guttatum), a huge mackerel with flesh firm and white; mullet, sea-pike, bonitos, bream, sword-fish, and sharks, together with rays of many species, some of which often attain huge dimensions, fourteen feet from margin to margin across the body being recorded. Immense shoals of sardines and of "white-bait" frequent the coast at periodical seasons, and are caught sometimes by means of large seines, sometimes by means of the throw or casting net.

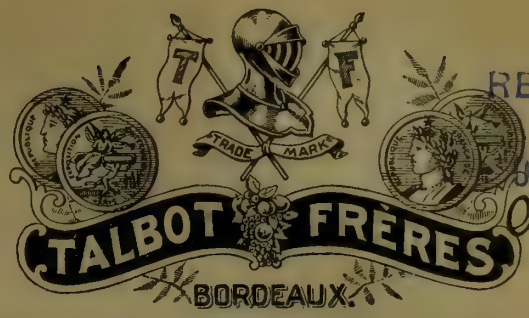
Other "fish" sent to market comprise turtle, dugong, crawfish (locally known as lobster), and a variety of prawns and crabs. Turtles are taken chiefly in the neighborhood of Hambantota in the south and in the waters of the Jaffna peninsula in the north. The usual modes of capture are either by means of large nets or by the use of a rude but effective harpoon. The Mannar district occasionally supplies dugong, which resort to the warm shallows of that locality to feed upon the abounding sea grass.

Crabs and crawfish of excellent quality are taken locally in some abundance in net traps of peculiar construction, differing utterly from the European idea of wicker lobster traps. A number of these when baited and placed in position are kept continually in view by the fisherman, who hauls up to examine whenever the agitation of a float signals interference with the bait.

On rocky parts of the coast the swiftly scurrying rock-crabs may sometimes be seen captured for bait by men using a tiny noose formed of a single coil fibre adjusted upon the slender tip of a fishing rod made from the highly elastic midrib of a leaf of the kitul palm. Cautiously the angler stalks his prey; when the crab is within striking distance the noose descends silently, the crab not really alarmed puts up an inquiring claw, thereon the noose slips suddenly, and lo! the crab is swung through the air into the fisher's hand.

Another rare form of angling is practised at Galle. There shoals of small fish so abound that crowds of men and boys, armed with rods, wade into the lagoon, and may often be seen hauling forth several fish a minute, even a couple at a time, without the superfluity of using a bait. A line armed

Seasonable Hints;



	Cases 100 Tins
ARTICHOKES BOTTOMS	$27 00
FLAGEOLETS FINS (Lima Beans)	14 00
HARICOTS VERTS (String Beans)	
Extra Fins	15 00
Fins	13 00
Moyens	12 00
MACEDOINES (Mixed Vegetables)	
1er Choix	11 00
MUSHROOMS	
Extra	19 50
1er Choix	17 50
Choix	15 50
Hotel	13 50
FRENCH PEAS	
Sur-Extra Fins	16 00
Extra Fins	13 50
Fins	11 50
Mi-Fins	10 00
EPINARDS au NATUREL (Spinach)	11 50
RED CHERRIES in MARASCHINO	
Cases 12 Bottles	6 50
Cases 12 x ½ Bottles	4 00
VAN CAMP'S PLUM PUDDING, cases 1 doz.	
1 lb. tins	3 00
2 lb. tins	5 50

Alexander Cairns and Sons' Jams, Jellies and Marmalades.
Nuyens & Co.'s French Liqueurs and Cordials.
Heinz's 57 Varieties.
Blanke's Faust Blend Coffees.
Blue Cross Ceylon Black Teas.

HUDON, HEBERT & CIE.

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

with a naked hook is all-sufficient when flicked among a shoal with that skill which comes of practice.

Although wicker traps are not used for catching crabs, such are in common use for taking the smaller fishes, both in the sea and in rivers. Three forms of fish traps are exhibited, together with two patterns of bottomless wicker baskets, employed to capture fish upon flooded land—often in paddy fields—when the waters begin to subside.

DEATH OF GEORGE LIGHTBOUND.

AFTER a protracted illness of about two and a half years, during which time he was periodically able to attend to business, Mr. George Lightbound died at his residence, 19 North street, Toronto, on December 18, 1904.

Mr. Lightbound came to Canada about 30 years ago from Liverpool, his native

The Late George Lightbound.

city. Settling in Montreal he identified himself with the wholesale grocery business conducted by the late Peter Robertson whose daughter he afterwards married. In those days there was the closest possible intimacy between Mr. Lightbound and his employer, which led to his being admitted to partnership. After the death of Mr. Robertson a new partnership was formed consisting of Mr. Lightbound, the late Mr. Ralston and Mr. Joseph Huxley, now of Winnipeg, under the name of Lightbound, Ralston & Co., a firm to be reckoned with in the grocery trade of Canada at that time.

Mr. Lightbound's reputation as a fearless operator was proverbial from coast to coast and his firm soon established a connection with the grocery trade from Halifax to Vancouver. After the liquidation of the firm of Lightbound, Ralston & Co., Mr. Lightbound carried on business in his own name as importer and commission merchant in Montreal and Toronto with headquarters in the latter city for the past six years. His connections, however, were so varied and extensive that he found it necessary to do much traveling in the interests of the houses he represented. His familiar face with its cheery smile was welcome wherever he went. In fact his visits were eagerly looked for by business friends and acquaintances and it was a matter of keen regret to them that during the past two and a half years these visits became less and less frequent. Mr. Lightbound was, however, a rare correspondent, and it was a cause for much admiration on the part of his friends to observe the manner in which he maintained his business connections by letter, wire, and through the medium of periodical circulars which were always read with keen interest.

A trip Mr. Lightbound made to the Pacific coast in the early Winter of 1898 seemed to precipitate the trouble which ultimately carried him off and in June of the following year it was evident that the disease had taken a serious hold upon him. It was then that the spirit of the man asserted itself, for, as he often said, it was "good to be alive," and there followed a protracted, and to his friends a painful struggle, between his masterful spirit and his failing physical strength. Even during the past two and a half years Mr. Lightbound made occasional business trips, going as far east as Quebec and as far west as London, but the strain was such that on each occasion he returned with lowered vitality. The end was anticipated any day during the past two weeks and came quite suddenly at the last.

Mr. Lightbound is survived by a widow, four daughters and two sons, the elder son being at present in South Africa, whither he went as a member of the first contingent R.C.R., returning later with a lieutenant's commission in the South African Constabulary.

After a funeral service at the Church of the Redeemer, Toronto, on Tuesday, December 20, the remains were taken to Montreal for interment in Mount Royal Cemetery.

BUSINESS MEN IN PARLIAMENT.

D. W. Bole, M.P.

WINNIPEG'S new representative at Ottawa, Mr. D. W. Bole, is one of the prominent commercial figures of the western metropolis, being the president and managing director of the Bole Drug Co., wholesale druggists, with large warehouses in Regina and Calgary.

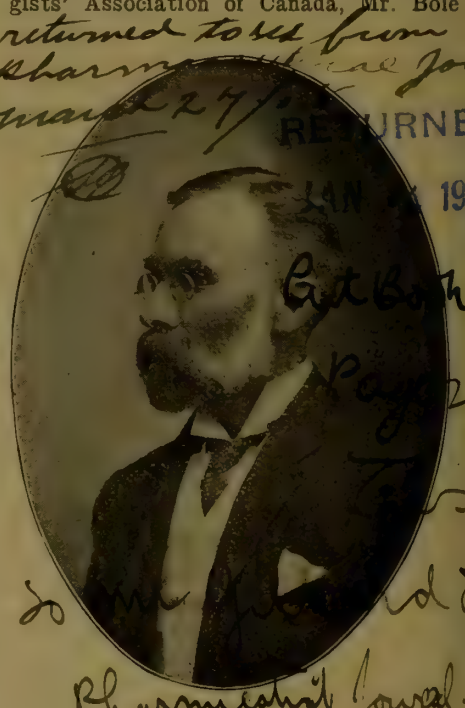
Mr. Bole is a native of Lambton County, Ontario, where he was born in 1856. He received his education at the common schools of Woodstock, and later studied at Woodstock College. He then proceeded to take the pharmacy course at Toronto, graduating in 1880.

In 1882 Mr. Bole, like many another young man, started out to the Northwest and established himself at Regina, where he launched out as a small drug jobber. His business grew until in 1889 he decided to move to Winnipeg, where he organized the firm of Bole, Wynne Co., which in 1893 amalgamated with the firm of E. D. Martin & Co.

The Bole Drug Co., as it now exists, was organized in 1898 with a capital of $300,000, of which $225,000 has been paid up. The company have a splendid warehouse at Nos. 66, 68 and 70 Princess street, Winnipeg, admirably equipped to meet the growing requirements of the Canadian west.

Mr. Bole's apprenticeship to the art of government was served on the Winnipeg City Council and the Winnipeg Board of Education. He was for two years a valued alderman of the city, and his period of service on the Board of Education extended over eight years, during three years of which time he acted as chairman. The Board of Trade has also been the scene of much of Mr. Bole's activity, and in 1898 he occupied the president's chair.

As president of the Wholesale Druggists' Association of Canada, Mr. Bole



D. W. Bole, M.P.

takes rank as the leader of the wholesale drug interests of the Dominion. He has always been enthusiastic in his work for this association, and his elevation to the presidency comes as a just reward for years of hard work on its behalf.

Mr. Bole's interests are by no means centred on business and politics. He has devoted himself also to benevolent works, and he has always been a champion of the cause of education. He is at present a distinguished member of the Board of Management and Senate of Manitoba College.

GROCERY BROKERS AT HOCKEY.

The Toronto grocery brokers have formed a hockey team, to be known as the Toronto Grocery Brokers' Hockey Club. The officers are as follows: Hon. president, G. Musson; president, A. May; vice-president, J. H. Summers; secretary-treasurer, P. F. Millman; manager, H. Lambe; captain, A. Donaldson.

We have great pleasure in wishing you all

A Very Merry Christmas

and many happy and prosperous returns.

Blue Ribbon Ceylon Tea

The great thing necessary to success in business and in life is to secure a reputation, which is the world's estimate of you and your business.

Establish a reputation on Coffee of **superiority**—— the result will surprise you.

Forty years of popularity attest the worth of **CHASE & SANBORN'S** High Grade Coffee.

CHASE & SANBORN

The Importers, Montreal

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, December 22nd, 1904.

WINNIPEG wholesale grocery trade is principally of a sorting nature this week as the holiday trade is now over except for a few "rush" orders of a sorting nature. Christmas trade in city and country has been of large proportions, a sure indication of the general prosperity of the country. Sugar continues to be the centre of attention. Last week just as The Canadan Grocer went to press the local prices were advanced to $6 for Montreal granulated in barrels. At time of writing these prices still obtain, but as the sugar market continues very uncertain it may be necessary to record a further change by telegraph. Whether that change will be an advance or decline it is difficult in the present condition of the market to predict. The present abnormal advance seems to be speculative in character and many shrewd buyers are purchasing in small quantities in the belief that present conditions will not long obtain. In sympathy with the big advance in sugar all cane syrups are firmer, but corn syrups are likely to be easier in view of the immense western crop. Of course this is not yet available and it will be some time before the effect is felt.

Many travelers are now off the road and wholesale trade is quiet but a good January trade is expected. Collections are improving.

Sugar.

As noted above the sugar market continues to attract particular attention. At time of writing the market remains steady at the advance which took place just as The Grocer went to press last week. In the present state of the market changes are always to be expected and further changes may be telegraphed this week. Most shrewd buyers are of the opinion that the present advance is speculative in its character and in their opinion it is the part of wisdom to buy sparingly. We quote:

Montreal granulated, in bbls	6 00
" " in sacks	5 95
" yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 90
" in sacks	5 85
Icing sugar, in bbls	6 35
" " in boxes	6 55
Powdered sugar, in bbls	6 15
" " in boxes	6 35
Lump, hard, in bbls	6 70
" " in ½ bbls	6 80
" " in 100-lb. cases	6 70

Canned Goods.

There has been a seasonable movement of canned goods, but no exceptional activity. Canned fruits have been selling, the holiday season having given business an added impetus. Vegetables are in fair demand and, except for tomatoes, in good supply. We quote:

Apples 3's, 2 doz. cases, per case	2 45
Cherries, red pitted, 2's, 2 doz	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, "	3 35
Pears, (Bartletts) " "	3 60
Peaches, 2's, " "	3 85
" 3's, " "	5 85
Raspberries, red, " "	3 00
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, heavy syrup, 2 doz. per case	2 90
" green gages, 2 doz. case, per case	3 20
Tomatoes, 3's, per 2 doz. cases	3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes "	5 25

Spices.

Trade is of moderate proportions as is to be expected at this time of year when the holiday jobbing trade is over. Black pepper is reported firm and there are hints of an advance which may not materialize. We quote as before:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15

Fish and Oysters.

Trade in frozen fish is reported brisk and the oyster trade is assuming large proportions. A large supply of sea coast fish is due to arrive very soon. We quote:

Lake Winnipeg whitefish per lb.	0 06
Yellow pike (pickerel) "	0 05
Grass pike (tackfish) "	0 03
Lake Superior trout "	0 08½
Lake Superior loose frozen herring "	0 03
Tubbees "	0 04
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon (case lots 9c.) "	0 16
Halibut "	0 08½
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld salt herrings per 100 lb	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 50
Standard, per gallon	2 00
Select, "	2 15 2 25

Rice, Tapioca, Etc.

No change has been made in prices quoted last week. The market is firm and trade continues quiet. We quote:

Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

In sympathy with the abnormal strength of the sugar market, all cane syrups are firm and likely to advance if the present prices for sugar are long maintained. But this is counterbalanced by a tendency to weakness in corn syrups, because of the immense western crop this year. Of course the effect of this large crop has not yet been directly felt and it may be some time before it effects any quotable change, but in well informed quarters it is expected that corn syrups will see a decline. We quote as before:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ½ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½

Coffee.

Rios continue firm in primary markets but local prices are quite unchanged. Trade is quiet. We quote:

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 14

Nuts.

The holiday trade has been very active and sorting orders are numerous. Prices continue as before:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Trade is slakening as the holiday demand is nearly over, but a seasonable business is in progress. Valencias have been in particularly active demand and spot stocks are said to be low. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 " "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¼
" " choice seeded in 1-lb packages per package	0 08
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 09½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 05½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, old, per lb	0 05
" new, (present delivery) per lb	0 05½
" new, (delivery January) per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Evaporated apples, new, 50-lb. cases	0 06½ 0 06¾
" " " 25-lb "	0 06¾
Candied Peel—Lemon peel, per lb	0 09
" Orange "	0 09½
" Citron "	0 14

Evaporated Apples.

Evaporated apples are in very large supply and prices continue as before. We quote:

Evaporated apples (new), 50-lb. cases	0 06¼ 0 06¾
" " 25-lb. cases	0 06¾

Green Fruits.

Holiday trade has been more than ordinarily active and spot stocks of some fruits are reported low. As noted last week, snow apples are now off the market and spies and other high grade Winter apples are only in moderate supply. Oranges and lemons continue firm at present high prices. We quote:

ORANGES.

Washington navels, 126's	4 25
" 150's	4 50
Extra fancy navels, 170's to 250's	4 75
Fancy navels, 25c per box less.	
Mexicans, 126's	3 75
" 150's to 250's	4 00

LEMONS.

California lemons, 300's to 360's	6 00
(10c. off 5 case lots of oranges and lemons).	

PEARS.

California pears, per case	4 00

CRANBERRIES.

Jersey cranberries (long keeping stock), per bbl.	11 00

APPLES.

Fancy XXX Winter apples (spies) per bbl	4 00
Fancy XXX Winter apples, red varieties, per bbl	3 25
Greenings and other green varieties, per bbl	3 00

GRAPES.

Malaga keg grapes, per keg	8 00

Green Vegetables.

All classes of green vegetables are in good demand. Potatoes are firm and it is thought likely that they will advance. We quote:

Native onions, per lb	0 03
Spanish onions, per case	1 75
" " large case	5 00
Carrots, per bush	0 45
Beets, "	0 60
Turnips "	0 35
Potatoes "	0 75

Flour.

There is a brisk demand and large quantities of flour are arriving. Prices continue as before. We quote:

No. 1, patent	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Breakfast Cereals.

Rolled oats continue steady at former prices, but cornmeal has declined. In view of the large western crop of corn it is expected that cornmeal will be cheaper. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks	1 60
" in ½ sacks, per cwt	1 65

Honey.

We quote again as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	4 50
" " 10-lb tins, ½ in case, per tin	1 00
Fancy comb honey, per doz	2 40

Eggs.

Remarks made in last issue still apply. The holiday demand is brisk and new supplies are small. Prices quoted are of course wholesale prices to the retail trade. Eggs are packed in cases which cost 25 cents each and are not returnable. We quote:

Eggs, fresh	0 26
" finest glycerine pickled	0 24

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Dec. 15th, 1904.

WHAT features there are this week are in connection with the fruit end of the business. As was anticipated there is a shortage of Japanese oranges, and it is expected that there will be none in the market by Christmas. The last shipments that arrived on the Empress of India went mostly to Winnipeg, though Oscar Brown & Co. received a thousand boxes. Prices have advanced 10 cents, and the outlook is that the supply will be exhausted this week, as there is a big demand for this excellent fruit. The next shipment will be here after Christmas, so it looks as if the California article will be patronized after all. In Victoria and Nanaimo the market was affected even greater than here.

New Malaga raisins are up 25c, and the tendency in California dried peaches and apricots is an advance of 1-2 to 1c. Lemons are a little lower, but there is room for this as prices went up 10c a dozen only on the local shortage. Malaga grapes have also declined slightly.

Teas are on the ascend, and coffees will likely go higher. Both black and

You get two profits on

CLARK'S MEATS

the money and the satisfaction, and the last named is not to be despised.

A SATISFIED CUSTOMER IS YOUR BEST ADVERTISEMENT.

Just Arrived, Seasonable Sellers

Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots,** and **Rose Leaves, Violets** and **Buds.** Choicest on the market.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Xmas Greetings

We wish to extend to our many customers and friends our very best thanks for their liberal patronage during the past year and wish them one and all a very Merry Christmas and a Happy and Prosperous New Year.

THE R. & J. H. SIMPSON CO.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Our Travellers

will be off the road between Christmas and New Year.

Wire or Telephone, at our expense, for any goods you should require.

With wishes for a

Merry Christmas

and a

Prosperous New Year

to all our customers

Laporte, Martin & Cie., Limited

Wholesale Groceries, Teas, Wines, and Spirit Merchants,

Montreal

white peppers are up, but the slump in cloves has brought the price a little lower. Sugar quotations of the local refinery remain steady, and other figures are unchanged, adhering to the level. Potatoes are getting scarce, and California shipments will arrive shortly. The price is $25 to $27.

* * *

Dawson markets are more absent from features this Winter than on previous occasions. The camp is well supplied with potatoes and eggs, the latter being cheap, as prices go in Dawson, and promise to continue so all Winter. Never before has the supply been better. There is now an abundant supply of fresh meat, the Indians bringing in game, and caribou sells for 25c pound by the quarter, and sheep at 30c. The weather is getting colder in the north, and this will facilitate shipment to the creeks. The market is also long on butter, and there is a heavy supply of feed. Ashcroft Burbank potatoes are selling, as low as 6 1-2c per pound, and choice Burbanks as low as 7c.

* * *

F. V. Moffet, manager of the Columbia Flouring Mills, Enderby, was in the city this week on business. The mills of the company are located at Enderby and Vernon, and constitute one of the principal industries of the interior. The extent of their trade and operations is large and is rapidly extending. In addition to making large shipments to the coast and interior cities, the product from these mills is used extensively in the camps of the Yukon and Atlin, and trade is now being opened up with the Orient. Two shipments of 5,000 barrels each have been sent out during the last month, and more orders are being filled. There is room for business in that quarter, American mills having heretofore done the greatest part of the business, shipping through the port of Vancouver. The capacity of the mill at Enderby is 300 barrels per day, and of the Vernon mill, 100 barrels per day. In providing a market for wheat in the Okanagan, a stimulus is given to agriculture. The firm has also a 30,000 bushel elevator at Lethbridge, and others are to be erected. Mr. Moffet has had considerable experience in eastern mills, and also with the Portland and Puget Sound flouring mills.

* * *

T. R. Kershaw, fishery commissioner for the State of Washington, in his annual report just issued, states that he believes the establishment of an international hatchery for the propagation of salmon would be an immense benefit to this fishing industry, and entertains the belief that a joint effort of the Puget Sound people and those of the Fraser River would accomplish this. He points out that the Americans have been derelict in the preservation of the fish, and lays equal blame on the Canadians for the present unfortunate conditions of scarcity. He does not mention the fact of the great depletion caused by American traps, nor of the incessant fishing by them, when Canadians were observing

Expenses
vs.
Investments.

Some lines are in the way of a continual expense. You probably have in your store at the present time a dozen or more lines that have never been a success; to be short, they are "stickers." You have from time to time pushed sales of these goods. The customer takes the purchase home; sometimes keeps it; often returns it, asking for some other brand of the line that is well known to them. It stays on the shelves, decreasing in value steadily and taking up valuable room, a continual expense; while were it an article that was a product of a firm whose goods are generally known and liked, a "repeater," selling readily at a good profit, it would be a gilt-edge investment giving a big interest.

We show two lines that are satisfactory investments, they move easily and show a good margin of profit.

The York Malt Vinegar is a genuine malted grain Vinegar, of extra strength and perfect color. Comes (tissue-wrapped) 2 doz. to case, $1.60 per doz.

The White Wine is a super-distilled Vinegar, crystal clear and of extra strength. (Tissue-wrapped) 2 doz. to case, $1.30 per doz.

THE "OZO" CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the postcard that will bring it.

G·F·SUTTON SONS & Co's WORCESTERSHIRE SAUCE A1 QUALITY

SHAKE THE BOTTLE.

WORCESTERSHIRE SAUCE

SIXTEEN PRIZE MEDALS

FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.

Possessing a peculiar piquancy & flavour that superiority of taste is more generally useful than any other sauce.

MANUFACTURED BY

G·F·SUTTON, SONS & Co

Osborne Works Kings Cross LONDON N.

SIXTEEN PRIZE MEDALS AWARDED

FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING

at least one day in the week as close season during the Summer.

The Seattle Post-Intelligencer goes so far as to advocate an entire close season in 1905, which would give a great abundance of fish on the fourth years thereafter. It says it would be a fine thing if the Canadians would relinquish fishing next year, and from the article it is to be inferred that the Americans would open all their traps and take advantage of it. The proposition will not likely meet with the endorsation of the cannerymen on this side of the line, as they are all making preparations for the anticipated big run next year, and hope to recoup some of the losses of the past few seasons. The British Columbia Packers' Association is to authorize the issue of $500,000 worth of bonds to provide further capital for working expenses for 1905, with the big pack in view. These bonds will be given as security for money advanced by the banks, and if the season is a good one will not be taken up.

An instance in the decline of values of canneries, consequent upon existing conditions, may be seen in the big sale which took place at Bellingham on Saturday last. Considerably less than the upset price was realized on the assets of the Pacific Packing and Navigation Co., and it is not likely that the court will be asked to confirm the bids. The prices were the lowest ever bid on the coast, and the receivers present protested against such ridiculously low figures.

* * *

The Victoria Board of Trade has resolved to take action in bringing to the attention of the Dominion Government that the halibut fishing industry in Canadian Pacific waters was entirely in the hands of an alien company, the discrimination resulting in the excluding of Canadian fishermen. The board is to ask for an expert to make a thorough report of the Pacific coast fisheries, and all matters appertaining thereto, such as packing, transportation, etc.

The herring fishing industry in Nanaimo, which has developed only during the last couple of years, now employs 100 hands.

The article on "Fruit Growing in British Columbia" in the Special Fall Grocer was excellent enough to bring a request from R. M. Palmer, of the Provincial Department of Agriculture for permission to include it in the next bulletin issued by the Government.

The superior quality of British Columbia fruit is indicated in the report of Hon. Mr. Tatlow, who took a shipment of British Columbia pears among other fruit to the Royal Horticultural Show in London. The judges, after tasting the pears and awarding first prize, could not withstand the temptation to eat them, and demolished them all.

The plant of Brackman & Ker, in their mill at Victoria, which is being installed to manufacture a new cereal, will be in operation shortly after the first of the year.

Mr. E. Coe, of Canterbury, New Zealand, who was in the city last week en route home, expressed the opinion that a subsidized direct line to that country would develop a large trade. He is a prominent business man.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Dec., 1904.

CHRISTMAS means little business for the wholesaler, but active times for the retailer. It means stocktaking, which is always looked forward to as an unpleasant feature. It, of course, involves extra work, but it comes at a quiet time. Quite a number prefer the last of January, as it gives them a chance to get many accounts squared up before closing their books for the year.

We are still without snow in the city. Weather is very fine. In markets there is very little of interest. Prices as a rule are firm. There is general regret and sympathy expressed that Mr. S. S. DeForest was forced to suspend payment. While always a matter of great unpleasantness, it is particularly so at this season.

Oil.

In burning oil values are held at the lower prices quoted last week. The decline is due chiefly to local conditions in these lower provinces. The crude oil market is reported very firm. There is great competition in the northern part of the province, where the greater change in price has been. In lubricating oils, prices are firm. A good business is reported. Linseed oil, while low, is reported firmer. Turpentine is unchanged. Cod oil is quite firm and a fair stock is held. The oil delivered here by the Bay of Fundy fishermen is not as good as it should be, and needs further refining at the hands of the oil people. Because of this the price to the fishermen is lower than it ought to be.

Salt.

In Liverpool coarse salt a fair stock is held. Prices are very firm. Demand at this season is light. Fine salt also sells slowly.

Canned Goods.

There is little to report. American corn is now freely offered. This is the first American corn sold here for many years. There seems a fair stock of Canadian tomatoes held. Peas are plentiful. Those who carried salmon over make a good profit, but on salmon bought this Fall profit is small, at least where full prices were paid. Fruits, except apples, are firm. Oysters continue high. Domestic fish are not a large stock, particularly finnan haddies.

Green Fruits.

There is good Christmas business. In oranges there are Valencias, but these are but fair quality, it being early; price is firm. Jamaicas are good, but getting light supply. In Californias there is but a small business, these just coming on the market. Floridas have a good holiday demand. Prices are not high. Lemons are quite low. Apples are rather firmer, best goods bringing quite full prices. Cranberries are well below last year's price. Some good Malaga grapes are still offered.

Dried Fruit.

Sales have been good. Seeded raisins are cheap and have the chief sale. Stock of 4 cr. L. M. raisins is very small, there not being enough to go around. Valencias are in light supply, but there are enough. Currants are selling freely. Peels have had a large sale. Dates are rather lower. Figs have had a fair sale only. Prunes are cheap, with small sizes in demand. Evaporated apples remain unchanged and price is low. Onions are rather firmer.

Sugar.

There is some particularly nice granulated sugar being received by the dealers outside the guild, while in bags the package is attractive. The market is very firm, and the guild men are getting the full advantage of the advance.

Molasses.

There is but a fair sale. The market is held firm. Supply here is chiefly Porto Rico.

Fish.

There is now quite a business in frozen fish. Some herring have been received, but the fish are small. Fresh haddock are quite scarce, the supply being chiefly used to make finnan haddies. These are held at full prices. Dry fish are still very high. Pickled herring are rather easier. Smoked herring are quite low and sales have been large.

Flour, Feed and Meal.

Flour is unchanged. There is a fair demand. While oatmeal is rather lower, prices here show little change. Cornmeal is rather easier. Sales in bags are quite large. Beans have a fair demand at even prices. Barley sells slowly. Hay is quite high this season. There is quite a trade here shipping to Nova Scotia.

ANNUAL MEETING.

The annual meeting of the Montreal Wholesale Grocers' Guild was held last Thursday, Dec. 15, in the council room of the Board of Trade, Montreal. The election of officers for the year 1905 resulted in re-election of the old board, consisting of the following: President, L. E. Geoffrion; vice-president, J. E. Quintal; treasurer, Alex. Orsali. Directors: H. A. Archambault, S. J. Carter and L. O. Demers.

As the guild's nominee for election to the Council of the Board of Trade, Albert Hebert was again chosen. The guild has had a very successful season, many matters of importance having been satisfactorily arranged, and the outlook for 1905 is bright.

AN EXCELLENT AD.

One of the best things in The Grocer this week is the advertisement of the A. F. MacLaren Imperial Cheese Co., Limited, and it should not be overlooked. It is not very often that we are favored with genuine "poetry," and the opportunity is one which may not often present itself; the grocery trade of the twentieth century is a subject which is seldom dealt with in "the music of the gods," and an article which will bear such exploitation must indeed be worthy of very close acquaintance.

THE NORTHWEST COMMERCIAL TRAVELERS' ASSOCIATION

AT a meeting held in Winnipeg during the last week in November, the members of the Northwest Commercial Travelers' Association made their nominations for the executive for the year 1905. The president, vice-president and treasurer were elected by acclamation, but there was a close contest for the election of directors, fifteen names being placed in nomination for the eight seats. At a second meeting, held in the board room of the Grain Exchange on the evening of Saturday, Dec. 17, the result of the balloting, which had been in progress for more than two weeks, was announced. The new executive consists of the following members :

President—John Horne, of Campbell Bros. & Wilson. Elected by acclamation.

Vice-President—D. J. Dyson, of The Dyson Co. Elected by acclamation.

Treasurer—L. C. MacIntyre, of Paulin-Chambers Co. Elected by acclamation.

Past President—F. H. Agnew, of The James Robertson Co., becomes a director for 1905.

Directors—W. W. Bole, of The Bole Drug Co.; G. F. Bryan, of G. F. Bryan & Co.; A. Congdon, of A. Congdon & Co.; F. W. Drewry, of The Redwood Factories T. H. Murphy, of The Royal Crown, Limited; F. M. Morgan, of The Ames Holden Co.; J. E. McRobie, of The James Robertson Co.; R. Neve, of Codville & Co.

Board of Directors for British Columbia. All elected by acclamation.

Vice-President for Vancouver—E. W. Gerster, of Martin & Robertson.

Vice-President for Victoria—H. H. Welch, of B. C. Soap Works.

Directors for Vancouver—Thos. Parkinson, of F. T. Stewart & Co.; F. A. Richardson, of The Ames Holden Co.

Director for Victoria—F. J. Hall, jr., of Turner, Beeton & Co.

Director for New Westminster—T. A. Cunningham, of Cunningham Hardware Co.

Director for Kootenay. Geo. Nunn, of Alex. Macdonald & Co.

Mr. John Horne.

The newly elected president is a type of the modest, unassuming man whose good qualities, against his will perhaps, force him to the front and secure for him a well merited popularity among his associates. In his speech at the second meeting thanking the association for the honor they had conferred on him, he indulged in no rash promises as to his programme for 1905, but it was evident that the members were unanimously of the opinion that the interests of their association are safe in his hands. Mr. Horne is well known among the "knights of the grip," and also among the grocery trade of the Northwest. For nine years he was city traveler for Codville & Co., of Winnipeg, and during the last five years he has been connected with Campbell Bros. & Wilson, of the same city. He has traveled extensively through Manitoba and the Territories, and is thoroughly in sympathy with the troubles of his fellows.

Mr. D. J. Dyson.

Mr. D. J. Dyson, of the Dyson Co., is "one of the boys," having been an active traveler for many years, although for the last six months he has been steadily inside. His election as vice-president is a very popular one among the travelers. Like most successful business men of the west, Mr. Dyson is one of the wise men who knew enough to come from the east years ago. In 1891 he was a member of the London, Ont., firm of Gorman, Dyson & Co., now known as Gorman, Eckert & Co. In that year Mr. Dyson caught the western fever, and coming west he founded the firm known as the Dyson-Gibson Co., now the Dyson Co. In building up his present prosperous business he has covered the territory from Winnipeg to the coast many times, and he has a wide acquaintance among the western trade who will be glad to hear of the honor conferred on him. He has served the association during the last year as a director, and that experience, coupled with his three years' experience as a member of the Winnipeg City Council, should make him an efficient vice-president.

Mr. L. C. MacIntyre.

The treasurer of the association is now entering on the ninth year of his service in that most important office, and his long term and recent re-election by acclamation are sufficient testimony to the esteem in which he is held by the association. Among themselves, commercial men are always plain talkers, and they are frank in their criticisms. The only criticism of Mr. MacIntyre was that he is over zealous in his protection of the association's funds, and surely that criticism is the highest compliment which could be paid to a treasurer. Mr. MacIntyre came to Winnipeg from Victoria County, Ontario, in 1882. For ten years he was a traveler for Turner, McKeand & Co., wholesale grocers of Winnipeg, and for the last 12 years he has been manager of the Paulin-Chambers Co.

The President's Report.

For an association with 1,550 members the attendance at the meeting held on Saturday evening, Dec. 17, was disappointingly small. Evidently the members have confidence in their executive, or they would attend in larger numbers to receive their reports, but the officers are men who welcome criticism and discussion as always beneficial. The retiring president, F. H. Agnew, of the Jas. Robertson Co., presided, and after the minutes of the previous meeting had been confirmed he presented his annual report. It showed that the last year has been an increasingly prosperous one, both from a financial and numerical standpoint. The total membership is now 1,550, which is an increase for 1904 of 309 members. The membership is apportioned as follows : Winnipeg, active, 1,216; honorary, 26; life, 2. British Columbia, active members, 306.

The British Columbia branch was reported as flourishing. It shows an increase of 76 members for the year. The report announced that in accordance with a resolution passed at the general meeting, and in order to cement more firmly the bond between the head office and the British Columbia branch, a request had been sent to the B. C. board to appoint and send a delegate to the annual meeting and entertainment, at the general expense of the association.

The report called attention to the blank hotel reports which have been freely distributed this year and largely made use of by the members. It was gratifying to note the visible improvement in the condition of a large number of the hotels. There was still a good work to be done before all cause for complaint is removed in the Northwest.

The retiring president stated that an application had been received from some of the members resident in Calgary, asking for special representation, and for the appointment of a secretary in Calgary. The board find that the membership with headquarters in Calgary is not yet large, and they recommend, after careful consideration of the matter and examination into the facts in connection therewith, that the request be not granted.

The report showed that the association had lost twelve members by death, namely : Messrs. W. T. Walters, Moses Bamber, J. Schroeder, Hy. Atkinson, R. G. Gordon, Thos. Roney, S. Kirkpatrick, H. H. McLean, W. F. Irwin, and C. F. Hostler, Winnipeg members ; and Messrs. Jno. Ibbetson and H. Orchard, B. C. members. The several claims on the mortuary benefit fund were promptly paid.

This gratifying report, after some discussion, was adopted unanimously.

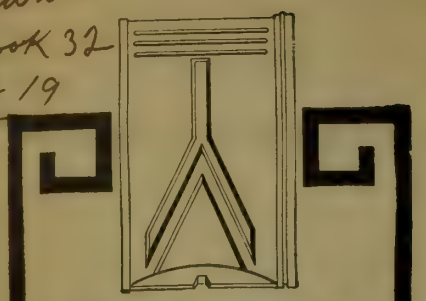
The Treasurer's Report.

Mr. MacIntyre's report showed the finances of the association to be flourishing. The increase in gross receipts over 1903 was $3,570.39, or over 26 per cent., whereas the expense account has increased only $342.90, or about $1.10 for each new member added to the roll. The assets amount to $62,288.22.

The treasurer's report, which was finally adopted, was naturally the subject of considerable discussion. It was suggested by some members that the association would save money by carrying its own accident insurance, but the general opinion of the meeting was evidently against this proposal.

The association own some real estate on Lombard street, Winnipeg, which was bought some years ago for the purpose of erecting on it a club for the members. The various executives have had the project under consideration for several years, and they have evidently come to the conclusion that the under-

RETURNED
APR 5 1905
To Owner
Cut Book 32
Page 19



EMPIRE SHINGLES

(Made of Tinned Steel. Galvanized or Painted.

The only shingles made that are fully formed into shape first, and galvanized afterwards—no acids being used.

As a result, galvanized Empires have no raw edges or cracked surfaces exposed—they are the perfection of roof covering—absolutely fire, lightning and rust proof.

When you wish THE VERY BEST order EMPIRES.

METALLIC ROOFING CO.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

A Choir in Yellow
will announce
The Coming of Christmas
on Christmas Morning
The Birds' Christmas Carol
has its inspiration in
BROCK'S BIRD SEED

NICHOLSON & BROCK, TORONTO

taking was too great. Treasurer MacIntyre favors the selling of the association's real estate. A motion by A. L. Johnson and seconded by the treasurer, expressed the opinion that it would be advisable for the executive to sell the property. This occasioned a long, spirited, and at times heated, discussion, and the motion was finally carried by a majority of only four. It was argued that it would be unwise to invest all the funds of the association in a building which might be profitable and again might not. Several members stated that the club rooms in the east were little used by the members of the association. There was evidently a strong feeling in favor of a social meeting place for the members, and a motion was passed asking the executive to take immediate steps. to rent suitable club rooms.

B. C. Representatives.

Mr. Gallagher, a representative from British Columbia, was present at the meeting, but owing to illness was unable to stay until its conclusion. He drew attention to a number of matters in which the B. C. members are most interested, and made suggestions which the president assured him would be considered by the executive.

Report of Scrutineers.

The last order of business was the report of the scrutineers. Some 420 ballots were cast. The result of the election was announced as above. After speeches from the officers elect, and various votes of thanks, the meeting adjourned.

COFFEE MEN OFF TO BOSTON.

The traveling staff of Chase & Sanborn, coffee importers and roasters, Montreal, have ceased taking orders for the balance of the year, and accompanied by Mr. D. Gillmor, of the firm, and Mr. J. Anderson, the accountant, left for Boston to attend the annual reunion of the firm's salesmen. About forty representatives from all parts of Canada and the United States will be present at the banquet tendered them by the company, at the Hotel Lenox. An exchange of ideas is always beneficial to business, and Chase & Sanborn have the happy faculty of getting close to their salesmen, and through them the trade.

FIRMS INCORPORATED.

The American Coffee & Spice Co., Toronto, have been incorporated with a share capital of $50,000, to manufacture and deal in spices, teas, coffees, etc. The directors are: M. M. Clancy, Jas. McKie, and L. W. S. Easton, all of Toronto.

9,000,000 POUNDS OF SUGAR.

The amount of sugar beets unloaded thus far this year at the Berlin Sugar Factory exceeds last year by 2,000 tons. Last year the amount was 28,000 tons, and there are about 5,000 tons still to come in this year, so the total will be 33,000 tons. Last year the output of granulated sugar was 7,000,000 pounds. This year, with the increased crop of beets, the output will be near 9,000,000 pounds. Farmers are now making arrangements for next year's acreage, and prospects are that it will be much greater than last year.—Berlin Telegraph.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

COMMISSION AGENT with good connection in Montreal, is open for two or three good lines in grocers' sundries; for information address Box 203, CANADIAN GROCER, Montreal. (52)

AGENTS WANTED.

WANTED—Agents on commission for the sale of jams, marmalade, pickles, soups, pates, potted meats, and other Belgravian specialties, by Poulton & Noel, Limited, 62 Brewery Road, London, N. England. (52)

TRAVELLER WANTED.

WANTED—Traveler for west and north of Toronto, for wholesale tea house; must have connections on this ground. Apply W. D. Stroud and Sons, Montreal. f

SITUATIONS VACANT.

BAKER WANTED—First-class, all-round man, especially good on bread, for town of about 3,000. Apply, with references, stating wages wanted for steady job, to Box 252, London. f

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price $2 00.

Sent postpaid upon receipt of price.
TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

GENUINE
PRATTS ASTRAL
LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

THE JOHN L. CASSIDY CO. LIMITED

MONTREAL.

Back to Staples again

Dinner Sets Bar Goods
Toilet Sets Lamp Goods
Tea Sets Hotel Ware

If you want a good thing, we have it.

EVERYTHING IN

CROCKERY

1905

B. H. M.

SAMPLES

ARE NOW EITHER ON HAND OR ARRIVING.

CHINA
EARTHENWARE
GLASS

THEY WILL PLEASE YOU!

BARNARD & HOLLAND CO.

MONTREAL

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

Business Changes

ONTARIO.

GEO. HUTCHINSON, general merchant, Alliston, held a meeting of creditors December 22.

T. S. Arm, grocer, Fergus, has sold out to V. Allan.

F. Riley, Haysland, has started in the grocery business.

L. Cyr, Pembroke, has started in the grocery business.

D. M. Smith, grocer, Toronto, has sold out to J. M. Percy.

A. Langlois has started a grocery business at Cambridge.

M. Gell, Fort William, has started in the grocery business.

Jas. E. Graham, grocer, Waterloo, has sold to F. Urstadt.

S. Parisian, Leonard, has started business as general merchant.

Jos. E. Dignard, general merchant, St. Charles, has compromised.

A. E. McNiece, grocer, Strathroy, has sold out to Mihell, Gill & Co.

David Freedman, Ottawa, has started business as a cigar dealer.

J. S. Yeomans, tobacco dealer, Kingston, has been succeeded by E. Orwell.

J. H. Curtis, baker and confectioner, Tilsonburg, has sold out to H. D. Earle.

P. Murphy, general merchant, Stoco, held a meeting of creditors December 23

The sheriff is in possession of the premises of J. G. Martin, grocer, Huntsville

A. D. Beaton, general merchant, Whitechurch, has sold out to A. G. Webb.

M. J. McGinnis, cigar and tobacco dealer, St. Mary's, has sold out to O. Ready.

Merson & Goldberg, grocers, Ottawa, have dissolved partnership; H. Merson continues.

The premises of B. Laster, general merchant, Peterborough, have been damaged by fire.

Jas. Marshall, general merchant, Oil Springs, held a meeting of creditors December 22.

C. W. Switzer, general merchant, Meadowvale, has sold out to J. H. Whitter, Galt.

F. Heal, grocer and provision merchant, Bowmanville, has sold to George and Charles Brown.

The stock of Jas. A. Laidlaw, general merchant, Hawkesville, was sold by auction December 16.

The stock of Wm. Hogarth & Son, general merchants, Mattawa, has been sold at 61 1-2c on the dollar.

The stock of the estate of Annie Fisher, general merchant, Hagersville, is advertised for sale by tender.

QUEBEC.

L. T. Denechand, grocer, Three Rivers, is dead.

N. G. Bedard & Co., grocers, Montreal, have assigned.

Sansregret Freres, grocers, Montreal, have sold out.

E. Latour & Co., grocers, Montreal, have registered.

The assets of J. T. Pigeon, grocer have been sold.

Dumont Freres, Montreal, are starting in business as grocers.

J. H. Grenier & Cie., fruit merchants, Montreal, have registered.

J. P. Prudhomme & Cie., grocers, Montreal, have registered.

A. J. Brown, grocer, Windsor Mills, is offering to compromise.

A. Lesieur, general merchant, St. Elie, is offering to compromise.

The assets of Osias Legault, grocer, Montreal, have been sold.

The assets of W. Letarte, grocer, Quebec, have been sold to Ant. Crapin.

The assets of Hubert Rainville, cigar dealer, Montreal, have been sold.

J. A. Blais, general merchant, St. Tite, has assigned to V. E. Paradis.

Gustave Fleury, tobacco dealer, Montreal, held a meeting of creditors December 20.

Wm. Blouin & Co., grocers, Quebec, have assigned to P. Drouin, provisional guardian.

The assets of Lewis Weinstein, general merchant, Acton, were sold on December 20.

The stock of J. S. Routhier, general merchant, Ste. Marie, was sold on December 22.

Theodore Bastien, general merchant, St. Therese, has assigned to Chartrand & Turgeon.

F. P. Currie has registered F. P. & W. Currie & Co., wholesale general merchants, Montreal.

Mrs. C. Bourgeois, general merchant, Montebello, has been succeeded by Francis Bourgeois.

Wolf Weissman and Markus Weissman, have registered under the style of W. Weissman & Son, provision merchants, Montreal.

Hubert Cadieux and J. H. Bouchard have registered under the style of Cadieux & Bouchard, grocers and hardware merchants, St. Johns.

BRITISH COLUMBIA.

T. D. Ross, confectioner, Vancouver, has assigned to H. Musclon.

Watson & Howell, grocers, Vancouver, have dissolved partnership.

NEW BRUNSWICK.

S. S. Legere, general merchant, Mount Carmel, is dead.

S. S. de Forest, wholesale grocer, St. John, has had to suspend payment.

MANITOBA AND N.W.T.

A. White, Gladstone, is starting in the grocery business.

G. Gingras, confectioner, Winnipeg, has been burned out.

The bailiff is in possession of the premises of A. Leger, general merchant, Altamont.

Hendry & Donald have registered under the style of Hendry & Donald, grocers, Brandon.

Union Trading Co., general merchants, Prince Albert, have been succeeded by J. P. Landry & Co.

The stock of the estate of H. C. Laffrengen, baker and confectioner, has been sold at 75c on the dollar.

THE "BOWSER."

The question of storing oils in such a manner as to prevent loss by leakage, accumulation of dust and dirt, oil soaked floors and consequent fire danger, has been successfully solved by the Bowser Self-Measuring Oil Tanks, manufactured by S. F. Bowser & Co., Fort Wayne, Ind.

Their tanks are fitted with pumps which, at one stroke, measure an accurate gallon, half gallon and quart. As oil, time and labor savers, and consequently money savers, the Bowser oil outfits represent a splendid investment which fact has already been appreciated by over 200,000 leading merchants and manufacturers.

SUGGESTIONS TO THE TRADE.

THE CANADIAN GROCER has received the following communication from "Commercial Traveler," containing a number of valuable suggestions to the grocery trade:

Editor of Canadian Grocer:

During the past month in their anxiety to sell, some travelers have been quoting goods without saying anything about the fact that they were to arrive. Goods are often quoted without reference to quality, whether old or new; this applies particularly to candied peels, some of which are excellent and others trash.

A large proportion of the California raisins which are sold in packages are old stock freshly seeded, which will soon be candied; at the same time there is very little discrimination made between these and absolutely new goods. In buying nuts the retailer often has snaps offered but if he would only look into the matter he would find that some of the old-fashioned houses give tare discount, etc., while others sell net cash gross weight. In many of the up-to-date stores this year are to be seen so-called new Grenoble walnuts which are nothing more or less than a mixture of old and new nuts with a large proportion of marbots.

(Signed) COMMERCIAL TRAVELER.

Hamilton, Dec. 10, 1904.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. **Van Houten's "beats the Dutch."**

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	$4.50	per case,
12 half-gal.,	4.80	"
24 quarts,	4.80	"
24 pints,	2.50	"
5 gal. tin, imp. measure,	4.00	"

PACKED IN WOOD

12 gal. kegs, - -	5¾	cts. per lb.
27 " bbls., - -	5½	" "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case-lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

Vanilla Bar

The leading 10c. Cake on the Canadian market. If you try this it will give you perfect satisfaction. We have also other leading lines to retail at 10c., viz.:

Metropolitan Mixed
People's Mixed
Vanilla Bar
Iced Lemon
Daisy Fruit
Lemon Bar
Cubas

ALL THESE LINES AND MANY OTHERS RETAIL AT 10c. LB.

Imperial Biscuit Co., Limited.
GUELPH.

Grocers
of the
Dominion:

We wish you
one and all

A Most Merry Christmas

This is the time of year when peace is and should be in the hearts of men,—and happy is that man whose peace comes from the consciousness of having done well.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

CATALOGUES, BOOKLETS, ETC.

THE Metallic Roofing Co., of Canada, Limited, Toronto, have issued an exceptionally fine catalogue descriptive of sheet metal building materials. This is probably the finest catalogue ever issued by a manufacturer of this class of goods. The catalogue is 12x9x1 1-2 inches, and is handsomely bound in cloth with silver designs. There are 439 pages.

It would be impossible to even attempt to run over the contents of this volume since everything in the sheet metal building materials line is illustrated and described. The descriptions are clear and comprehensive. Not only are the materials themselves described and illustrated, but in many cases an illustration is given of some building in the construction of which this special material is used. Thus accompanying the description of the "Hayes" Patent Steel Lathing, full page illustrations are given of the following buildings in which the "Hayes" lath was used: City Hall, Toronto; University of Toronto; Toronto University Library; St. Michael's Hospital, Toronto; Parliament Buildings, Ottawa; Union Station, Toronto; Head Office of Dominion Bank and Confederation Life Building, Toronto.

The typographical work is high-class and attractive. On the whole the production is something for the Metallic Roofing Co. to be proud of.

PEERLESS CHOCOLATES.

The Winnipeg office of The Canadian Grocer is in receipt of a Christmas box of assorted "Peerless" chocolates from Paulin-Chambers Co., and the editor wishes to bear testimony to the fact that in the manufacture of sweets as well as most other things the west need concede no superiority to the east.

Wisdom Bids Us

pack fruits of highest quality. Plenty of mediocre fruits—few of the better sort. So wisdom, desire, and "the growing times" have led us to the manufacture of **absolutely pure**

E. D. S.

JAMS
JELLIES
and
SEALED
FRUITS
(IN GLASS)

No adulterations whatsoever used, and no attempt made to dodge the cost.

There are enough people in the Dominion to appreciate our grade of goods.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest MILK CHOCOLATE produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

A TRADE WINNER FOR GROCERS.

The full flavor, the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, **BOSTON, MASS.**

CANADIAN BRANCH: 530 St. Paul St, Montreal

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

EQUAL to the **BEST**

and quite a little better than the

REST.

ELITE

¼-lb. blocks.
6-lb. boxes, 30c. per lb.

DIAMOND

(**SWEET**)—8s, 6s, ¼s
In 12 lb. boxes, at 25c. per lb.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal. R. S. McINDOE, Toronto. JOS. E. HUXLEY Winnipeg.

Goods to Push in 1905

Jersey Cream Yeast Cakes
Jersey Cream Baking Powder
Social Teas, Coffees, Cocoas
Old Church Canned Goods
Old Church Pork and Beans
Old Church Ketchup
Jersey Extracts
Jersey Mustard. Absolutely the finest Mustard in the world.
Jersey Cream Jelly Powders
Standard Brooms
Lumsden's Lye

We want to make these lines our leaders and ask the trade's assistance—merchants who are willing to take up and push the above fine goods. We will make it well worth their while. Send for a trial order by mail.

LUMSDEN BROS., - - Hamilton, Ont.

Compliments of the Season to all.

THANKING YOU FOR YOUR GENEROUS SUPPORT AND HOPING TO HAVE CONTINUANCE OF SAME.

McWILLIAM Mc. AND E. EVERIST

TORONTO, - - ONTARIO

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.

HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

IN STOCK

New Figs Spanish Onions

Celebrated Camel Brand.

Jamaica Oranges Malaga Grapes

Bbls. or boxes.

If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO.

GREEN FRUITS

PRACTICAL RESULTS OF CO-OPERATION

FOR the past three years the Fruit Division, Ottawa, has been earnestly advocating co-operation among fruit growers, not only in marketing their products, but in many other ways as well. It has been pointed out that beginners might co-operate to buy the trees best suited to their district at the lowest price; that uniform methods of orchard management might be adopted in order to ensure a uniform quality of fruit; that effective and systematic spraying might be secured by means of power outfits, serving a neighborhood in the same manner as the threshing machine; that cheaper supplies, such as implements, chemicals for spraying, and packages for shipping, might be obtained; and that by putting up co-operative packing houses at proper centres, uniform grading and packing, with consequent easier sale at better prices, might be secured. This season apple buyers have not been competing as usual for the farmer's crop, and the prices offered for apples have been unusually low. A good many farmers have not been able to sell their apples at all, and in consequence they are more or less disgusted with the fruit outlook. They have learned by bitter experience that it will not do to depend on the traveling buyer. They must co-operate in the packing and marketing of their apples if they desire to be reasonably sure of a fair return from their orchards.

The co-operative system of marketing has proved a great success in connection with the California fruit crop, the Texas tomato crop, and in many other cases in the United States. It is rapidly gaining ground in Canada, and the practical results of its operation at several Ontario points are worthy of consideration by every orchardist. The Walkerton association, which started in a small way three years ago, established this season a central co-operative packing house. To this central point the members brought their apples in barrels which had been purchased through the organization. The apples were delivered in hayracks, the bottoms of which were well covered with hay, or in spring wagons, and any found unfit for packing were returned. The various lots were not kept separate, but all the apples were graded as they came in and the proceeds were divided among the members according to the quantity of each grade they supplied. The expense of packing was from 10 to 15 cents a barrel, which was less than the cost of packing in the orchard. This year eight cars of fruit were sold, including soft apples like Duchess and Astrachan, and for the entire lot prices ranged from $1.75 to $2.20 a barrel on board cars at Walkerton. The cost of barrels, packing, etc., had to be deducted from this, but without co-operation the apples would have been left to rot on the ground.

The Forest Association was organized last Spring and has a membership of about one hundred. This Fall thirty-eight cars of apples were shipped to the west and realized an average of $1.90 for No. 1 and $1.55 for No. 2 on board cars at Forest. The apples shipped were mostly Baldwins, Kings and Greenings, but included all marketable varieties. The association appointed its own salesmen to handle the fruit in the west. At first, shipping from the orchards was tried, but it was soon found advisable to have two central packing houses. Instead of buying barrels the association bought the stock and had them made up, at a cost of about 28 to 30 cents, as compared with 45 cents charged by coopers. The railroad and steamship companies have been found much readier than formerly to give proper transportation facilities, and the results generally have been satisfactory to members. The cost of packing was about 14 cents per barrel, but about 6 cents of this was made up by the sale of culls, all of which were sent to the evaporator.

The St. Catharines Co-operative Association shipped during the past year 400 cars of tender fruit and apples. Members in one township bought a power sprayer for co-operative use. All their baskets, Paris green and bluestone were purchased in the same way and at a considerable saving.

One of the pioneer co-operative associations of Ontario is that at Chatham, which has been in operation for seven years. The practical benefits have been very much in evidence there as elsewhere. This season 43 cars of fruit were shipped to the west by the above organization.

These are by no means all the co-operative fruit associations, but the results achieved go to show that where farmers grapple intelligently with the problem of packing and marketing their fruit, there is no need for it to go to waste, and a fair profit may usually be secured.

American Date Industry.

The U. S. Department of Agriculture report that encouraging results have been secured from the establishment of the date growing industry in the Southwestern States. The date orchard at

Tempe, Ariz., is progressing in a highly satisfactory way. Experiments in date culture are also being successfully carried on in Southern California.

—

Production of Olive Oil in Italy.

According to the Moniteur Officiel du Commerce, a leading French commercial journal, Italy produced 86,119,700 gallons of olive oil during the year 1903-4, or 37,248,000 gallons more than in 1902-3, 1,585,200 gallons more than in 1901-2, and 5,811,700 gallons more than the annual average.

Much of this year's olive crop has been abandoned because of its abundance. It has hardly paid to pick the fruit in some parts; besides, the drought from July to October ravaged Italy and seriously affected the quality. The fruit, though abundant, is small and poor, hence of little value for making oil. This is to be regretted, for it is otherwise free from disease and well skinned.

The cultivation of the olive is increasing constantly though slowly. The area devoted to olives increased from 2,673,666 acres in 1901 to 2,683,550 acres in 1902, and 2,690,963 acres in 1903. The oil yield per acre last year was 32 gallons, or 13.8 gallons more than the yield of 1902-3, 0.3 gallons more than the yield of 1901-2, and 2 gallons more than the average.

—

Possibilities of the British Market.

P. B. Ball, commercial agent for Canada at Birmingham, England, says regarding the apple markets of Great Britain, that as high as $3.25 to $4.25 a barrel is frequently paid for good apples such as greenings or spys, in Liverpool. He has, however, frequently seen Canadian apples, small, shrunken, and ill-packed, offered at auction not worth a dollar a barrel, and as one would expect, not bringing enough to pay charges. Canadian shippers ought to remember that apples are a luxury in England, and that it will pay to select the best fruit in the orchard, to pack it with extreme care, and to even wrap each apple in paper as Mediterranean merchants wrap their oranges.

—

Quebec Fruit Growers Meet.

At the annual convention of the Quebec Pomological Society at Ayer's Cliff on December 14 and 15 the following officers were elected for the ensuing year: President, J. M. Fisk; Vice-President, R. W. Shepherd; Secretary-Treasurer, Dr. W. H. Wood.

—

Fruit Notes.

A movement is on foot to erect a permanent building for horticultural shows in Toronto, and to make the Provincial Flower, Fruit and Honey Show an annual affair like the Winter Fair at Guelph.

The fruit growers of New Brunswick have organized as the New Brunswick Fruit Growers' Association, with the following provisional officers: President, J. C. Gillman, Fredericton; vice-president, G. McAlpine, Cambridge; secretary-treasurer, W. D. Albright, Sussex.

We tender to our Patrons our sincerest thanks for their kindness to us this season just closed and wish all

A Very Happy Xmas and Prosperous New Year.

WHITE & CO., WHOLESALE FRUIT AND PRODUCE, **Toronto**

W. B. STRINGER
J. J. McCABE

MERRY XMAS
TO ALL.

'Phone Main 5672.

You have had a splendid business. You have earned an excellent **XMAS DINNER.** You have found that the **ORANGES, LEMONS, CRANBERRIES, Etc.,** bought through us have assisted you in enjoying the **FEAST.** We invite your inquiry and will appreciate your future orders.

61 Front E., Toronto. **W. B. STRINGER & CO.** Fruit Brokers

SUGARS LIMITED
MONTREAL.

Manufacturers of high-grade **SYRUPS** and **MAPLE CONFECTIONERY.**
Illustrated price lists on application. They will interest you.

THEY ARE HERE NOW AND PLENTY COMING FOR XMAS

EXTRA FANCY

California Navels
Florida and Sweet
Sonora ORANGES
NEW LEMONS
MALAGA GRAPES
CAPE COD CRANBERRIES
BARRELS AND BOXES

ALSO

New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.

HUGH WALKER & SON, Guelph, Ont.

TRADE MARK
This design a guarantee of quality.

TOUGH FIBRE PAPER
FOR WRAPPING
STRONG. STIFF. WILL NOT BREAK OR CRACK.
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

Avoid unknown brands

Borden's Eagle

Brand Condensed

Milk

The original and the best, has been the world's favorite for over 45 years.

Write our agents for prices.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

The continued success and growth in popularity of

BENSDORP'S ROYAL DUTCH COCOA

does not depend upon costly and extravagant advertising but upon the public appreciation of the uniform and unvarying excellence of quality and flavor.

WILLIAM H. DUNN, - Montreal
Distributing Agent
Province of Quebec and Ottawa City

THE NEW PROCESS FLOUR.

A 20th Century Improvement

in the Milling of Flour.

FLOUR AND CEREAL FOODS

Advance in Freights.

THE advance in freight rates, both for export and to the Maritime Provinces, has been a hard blow to the grain dealers and millers of Ontario, but as it is usual for an advance in freight rates to occur at this season of the year the trade cannot claim that they have been taken unawares in this respect. It is the amount of the advance, together with one or two other circumstances, which make it an especial hardship at this time, and besides the advance to the Maritime Provinces seems more onerous than in former years.

The advance in export rates of 1½c per 100 pounds does not appear excessive, yet the dispatch from Peterboro announcing the closing of the big mill of the American Cereal Co. at that point, attributes it solely to the advance in export freight rates. The advance of 1½c per 100 pounds, which is what export freight rates have been put up, would no doubt make a big difference in the year's profits in their large out-put, yet no one in the trade would credit the statement that their margin of profit on export business is so small that this advance in rates would put them out of the export business entirely. The real reason is that the price of oats in Ontario has been above an export basis, except for Newfoundland and the West India Islands, practically the whole of the season so far, and naturally oats are too high to make into oatmeal for export, but the slight advance in export freights may have proved the last straw.

When one considers that the advance in rates to the Maritime Provinces ranges from 4 to 6½c per 100 pounds at most points, and those the most important ones, one can understand, in view of the foregoing statement, what a serious matter this is to the grain and flour trade. While the rates now are no higher than a year ago, the advance is considerably heavier, owing to the fact that during the Summer season the rates were lower than in previous years, and for this reason the trade is harder hit, as the most they expected was that the same advance per 100 pounds would be made as in former years, leaving the special drop made in the Summer of 2c per 100 pounds as a permanent reduction.

Another fact that makes the advance at this time especially hard on these trades, is that during the past month or six weeks there has been a great shortage of car supply. So serious has this been that in almost every instance a delay of two or three weeks has taken place in supplying cars, and in many cases it has been four or five weeks from the time the purchase of grain was made before shipment could be got. The result is that, in numerous instances, orders that were taken early in November had not been shipped when the advance was made on Dec. 5, and as this advance amounts to from $16 to $26 on a 40,000 pound car, it more than wipes out any profit which the dealers or millers had on the sales unshipped. It would only seem fair for the railroads to bill out all sales made on a basis of the old rates that were unshipped at the time of the advance, on reasonable evidence being produced that the railroad was in any way responsible for its not being shipped earlier. The trade claim that they did not receive notice of the advance, in some cases until after it was in effect, and that the railroad did not give the ten days' notice required by the Railroad Act, of the change in freight rates, as tariffs only bear date of Dec. 1, effective on Dec. 5.

Another question which might fairly be considered in this connection, is whether there is any justification for such a heavy advance in rates as has been put into effect in the Maritime Provinces. If an advance of 1½c per 100 pounds on the export freight rates over the Summer rates is sufficient to cover the additional expense the railroads are put to in moving freight during the Winter season, a like advance in the local rates to the Maritime Provinces should be also sufficient to reimburse the railroad for the extra charges incurred. Instead of this, the local rates are advanced 200 to 400 per cent. more than the export rates. Why this should be, no one outside the railroad officials apparently can satisfactorily explain, but to laymen it would appear as if the railroads, having full control of the situation as far as the local business is concerned, put on the traffic all the tolls that it will bear. As the Grand Trunk and C. P. R. railways apparently work together in this respect, the public are the sufferers, and either the producer in Ontario or the consumer in the Maritime Provinces must pay it, as they are helpless.

Competition prevents export rates from being advanced beyond a reasonable limit, as otherwise competing lines would step in and take their trade, and it would appear as if the railway commission should be authorized, if they have not now the power to do so, to prevent a greater advance being made in domestic freight rates than in the export rates, especially where it can be shown that two railroads are working together to get out of the traffic all it will bear, as appears to be the case here.

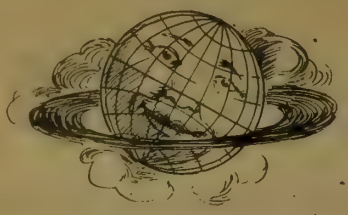
—

Export Duty on Wheat Impossible.

A LIVELY interest has been aroused in Canadian cereal circles by the suggestion through the medium of the public press of an effective way for Canada to meet the rebate in duty which the United States authorities propose to allow on Manitoba wheat imported by American millers for export milling purposes, namely the placing of an export duty on all Manitoba wheat entering the United States, the professed object being to develop the milling industry in Canada instead of in the United States.

The unanimous opinion of the Canadian trade is that the agriculturists of Canada would never consent to have one of their grain markets closed. At the present time it is in their best interests to have as wide a market for their products as possible, and there can be little doubt that an export duty would have the immediate effect of depressing the prices paid to farmers in Manitoba and the Northwest. The export of wheat is unquestionably a benefit to the Canadian farming community. American millers are forced to pay a higher price than would be necessary could they secure supplies of high-grade milling wheat at home. Canadian millers themselves would be the only ones to gain from the imposition of an export duty on wheat.

The opinion expressed by the Hon. Clifford Sifton in this particular meets with the hearty approval of the majority of Canadian wheat growers and grain dealers. "Our best method of encouraging the milling of wheat is by improving our transportation and facilitating the finding of outside markets for the product of our mills. The increase in the number of milling establishments in the west is very greatly in the interest of the farmers, because the purchase of wheat by large milling companies acts as a most effective regulator of the price paid for wheat. We ought to be able to look for a very large increase in our milling business, but we cannot expect that the growth of that business will keep pace with the increase in the production of wheat, and our efforts should continue to be directed in the future, as they have been in the past, to bringing the export price of wheat up to the highest possible figure by a proper system of inspection, warehousing and transportation."



The Year Rolls Round

and now it's Christmas.

Orange Meat

has a hearty greeting to its friends among the grocers—wholesale and retail—in Canada.

It wishes them all from its heart of hearts

A Right Royal Christmas.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

To Develop Canadian Barley Trade.

In expectation that Canada is destined to supply a large part of the enormous British imports of malting barley the Government of the Northwest Territories has enlisted the help of leading British experts. Lord Strathcona is now despatching to Regina via the Canadian Pacific Railway, who grant free freight experimental shipments of seed, the following four malting barleys of high quality, namely: Bohemian, which took the world's champion pize at the Brewers' Exhibition; goldthorp, ouchac from Smyrna, which has done well in California, and Chilian Chevalier, which has been grown in Manitoba to weigh over 60 lbs. per bushel. These will be tested in the Northwest Government co-operative field trials.

How Flour Should be Stored.

FEW grocers and general merchants seem to realize how easily flour absorbs foreign odors and that the loss on flour carelessly stored in unsuitable places is often very heavy. For instance flour in poorly ventilated, musty smelling storehouses, near kerosene, fish, oil, tar, rosin, oilcloths, fruits or any other article giving off an odor, will absorb that odor just as a sponge obsorbs water, and once absorbed it cannot be removed. Cases have been known where flour has taken up the odor of kerosene from warehouses where no kerosene had been previously stored for over two years.

Flour should also be kept in clean, dry, well ventilated rooms. If there is no circulation of air, the windows and doors should be opened often. Flour should never be allowed to stand in the rain or be stored where it can absorb moisture as it tends to become lumpy and sour.

Flour News From Japan.

THE duty on foreign flour entering Japan is now 70 sen (35c) per kin (133 pounds) instead of 60 sen (30c) as quoted by a previous Government report in error.

Importations of flour from Canada, although relatively small, are attaining a rate of arithmetical progression that is ominous of gratifying results in the near future, the quantity imported during the nine months of 1904, ending with September, being 5,554,435 lbs., a monthly average of 617,158 lbs. This average quantity multiplied by three will give the estimated quantity to be imported for the three remaining months of this year, which, added to the volume of importations for the preceding nine months, gives a total for the current year of 7,405,910 lbs.

Importations of flour from all countries for 1903 were so exceptionally large that there will appear a considerable falling off this year, Canada alone contributing a comparatively large increase. The quantity imported from Canada in 1903 was 4,826,452 lbs., or 727,910 lbs. less than the importations for nine months of this year.

New Cereal Company.

The Canadian Shredded Wheat Co., with headquarters at Niagara Falls, N.Y., are applying for incorporation. The patents and rights of the Natural Food Co., of Niagara Falls, N.Y., have been bought for the Dominion of Canada, and the necessary machinery will be removed from the Worcester plant of the Natural Food Co. A new building is being erected and it is thought the industry will be in working order by May 1, 1905.

Wheat Crop in Australia.

Mr. F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Co., has received a cable from their agents, Burns, Philips & Co., Sydney, Australia, reporting that the wheat crop of the Commonwealth has been severely damaged by bush fires and drought. This news has been further confirmed by the receipt of cables from correspondents in Liverpool, declaring that the exportable wheat surplus from Australia this year will hardly equal 50 per cent. of last year, and that this estimate might be largely wiped out by increased damage.

Mr. Thompson further said, in discussing the comments with respect to the Argentine crop, that he had received cables from their agents yesterday, reporting the wheat crop in the Province of Santa Fe as poor in quantity and quality to that of last year. In the Province of Buenos Ayres, however, the prospects are good at present.

Keewatin Water Power.

W. Kennedy, the well known hydraulic engineer of Montreal, returned east from Winnipeg last week. Mr. Kennedy has been for some time in the west inspecting the water power at Keewatin for the Keewatin Flour Mills Co., and he has returned east to make a complete report to the management regarding the new mill which that company purpose building at Keewatin next Spring. Mr. Kennedy was reticent as the nature of his report on this subject.

Cereal Notes.

The G. T. R. has increased the freight rate on corn between Chicago and Detroit 2½c per 100 lbs.

A new plant is being installed by Brackman & Ker in Victoria, B.C. for the production of a new cereal.

B. H. Haliday & Co., commission merchants and dealers in grain, provisions, etc., are about to establish a branch in Medicine Hat, N.W.T.

The Natural Food Co. has secured an option on certain buildings in Welland, Ont., with the object of establishing a Canadian branch of their business.

The Northwest Territories Grain Growers' Association in session at Regina last week favor the establishment of a sample grain market at Winnipeg.

A distribution of samples of the most productive varieties of grain is being made among Canadian farmers this season by the Agricultural Department, Ottawa.

Write or Phone Us

For Prices on

Rolled Oats, Standard and Granulated Oatmeal, Flaked Wheat,
Granulated Wheat, Pot and Pearl Barley, Split Peas,
Gold Dust Cornmeal, All Kinds of Feed, Pea Meal,
Ground Wheat, Ground Oats, Ground Corn,
Grain of all Kinds.

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Shredded Wheat

...AND...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Fads.

THINK of the great actors, soldiers, politicians, and in fact great men of almost any walk in life and see if you can recall a cigar named after them. You know the supposed to be greatest living actor, and immediately the "Irving" cigar crops up. It is a leading ten center and on the box and on a mass of very intelligent advertising may be seen not only a picture of the master of stage craft, but a facsimile of his signature.

The name, ah, what a magnetism there is in the name? One sees as in a vista Shylock with his long Jewish gaberdine and strong personality; then a glimpse of Louis XI. in the masterly death scene, or perhaps Mathias in 'The Bells" comes as a flitting ghost of thought, as the "Irving" cigar is being smoked or even thought about.

Thus it is wise of a cigarmaker to select a character of supreme merit, as well as great personal popularity. Hirsch & Co. who make the "Irving" are hustlers. They have made a big success, first because they make a good quality of goods and have backed it up by a campaign of strong, judiciously aimed advertising. Big firms sometimes forget the amazing cigar business that the reputable grocer does all through the flourishing towns of 5,000 to 7,000 inhabitants and even in the smaller places. These are the customers that should be educated into writing to the big jobbers and wholesalers insisting upon certain brands.

The Bruce Payne Co., of Granby, has been very successful with the grocery trade. Their "Pharaoh" cigar is a wholesome, clean smoke. The very stub is acceptable to the smoker and it is no "jolly" to say that it will take a lot of beating. There is something about the "Pharaoh" that invites the smoker to have another.

"Pebble" is a live selling five center and has an immense grocery trade. Take the "Chamberlain" cigar, it too is another very fine ten center. The Fortier Co. has taken advantage of the popular tide, reproducing the illustrious politician after whom the cigar is named. The very name Chamberlain stirs up enthusiasm and quickens the mind. It recalls the famous Punch cartoon which Mr. Fortier might use for advertising. There was a picture of Mr. Chamberlain leaning with arms akimbo over the balcony at a Naples hotel, looking at Mount Vesuvius which has just become active again, and remarking, "Humph, call yourself a volcano. Wait till I get back to England." Even our own "Col. Steel" is made famous by Harris Harkness of Montreal, and certainly they make a rattling good five center.

E. N. Cusson has become a leader in cigars by his "V.C." cigar, five center, which is sold widely all over the Dominion . He is a good advertiser and has won great popularity by delivering a high class cigar.

Porto Rico vs. Cuban Leaf.

ACCORDING to J. Van Leenhoff, a tobacco expert in the United States Department of Agriculture, the island of Porto Rico will in a few years be able to produce both wrapper and filler tobacco equal to the world famous Cuban grades, provided modern methods of cultivation are employed.

The best districts in Porto Rico for the growing of cigar leaf are the Provinces of Cayey, Comeiiro, Caguas, San Lorenzo, Juncos, Utuado and Jayuya, and the soil best suited for raising plug tobacco is to be found near the coast of the island of Porto Rico in the Provinces of Aeicibo and Yauco. As a general rule the soils all over the island are a trifle heavy, but the climate is extremely favorable for the growing of tobacco, in many cases producing a high grade both in aroma and texture.

The failure of the inhabitants of Porto Rico to produce a good quality of tobacco, is attributed to their lack of the most primitive knowledge of agriculture in general. Fertilizers are not known at all and their methods of cultivation are crude in the extreme. Previous to the American occupation the demand in Spain, to which most of the Porto Rico tobacco was exported, was for heavy, dark strong tobacco, so that the planters did everything possible in order to raise that kind. They took no note of the distance of planting, digging the plants too low and delaying their harvest to the detriment of the quality of the tobacco. Instead of planting the young sprouts of tobacco in a vertical position in the soil, the Porto Ricans put them in a horizontal position and turned the tops upward. Naturally, their tobacco contained a large amount of nicotine and made the cigars very dark. They also did nothing to prevent the ravages of insects and diseases to the tobacco. Insecticides and sprayers were practically unknown to the island prior to the work of the experiment station in this direction.

The yield of tobacco on the island is very low, and the quality not at all suited to the demands of the American market, for two reasons; first, the inferior quality of the seeds used and the poor methods of fermentation. Planters after harvesting the crops leave the stubbles to grow again for seed, and no selection of seeds whatsoever is made, with the result that the products of the good and bad seed are harvested together, causing a mixture both of quality and color. Each succeeding crop is handled the

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

We wish every Man

who has helped to make another man happy through providing him with Payne Cigars

A very Merry Christmas

J. BRUCE PAYNE, LIMITED
MANUFACTURERS, - GRANBY, QUE.

GOOD-WILL

Christmas has come once more in the cycle of the year, and gives us the opportunity of expressing to you our most cordial good wishes for a Merry Christmas and Happy New Year.

Geo E. Tuckett & Son Co., Limited
Hamilton

same way, which explains the difference in sizes, shapes, color and quality of the leaf produced in Porto Rico. Consequently when it is made up into cigars there is no uniformity about them. The curing sheds on the island are poorly constructed, resulting in bad ventilation. The old method of fermentation in boxes and cases is in vogue. The tobacco is often packed and stored away and no attention whatever given to it, with the result that in many instances half of it is lost through the process of rotting.

New Tobacco Firm.

The Union Tobacco Co., of Leamington, Ont., expect to begin business about the first of January, 1905. The company has been incorporated with capital stock of $150,000 and list of directors as follows: W. L. Wilson, Port Huron; W. McSween, H. McSween, E. Winter, E. Wigle, C. B. Purvis and A. T. Boles, Leamington; A. E. Stevenson and Dr. P. Heseltine, Detroit. The officers are W. L. Wilson, president; W. McSween, vice-president; E. Winter, second vice-president, and H. McSween, secretary-treasurer.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobacco

THOUSANDS OF HAPPY MEN ARE SMOKING
TONKA
SOLID COMFORT
PINCHIN'S
HAND MADE

DO YOU WONDER
—THAT—
McALPIN'S

—THE MAKERS OF THESE TOBACCOS—HAVE SUCH PLEASURE IN WISHING YOU—OUR SALESMEN—

The BEST CHRISTMAS
YOU EVER HAD?

McALPIN CONSUMERS' TOBACCO CO. LIMITED
TORONTO

THOUSANDS OF HAPPY MEN ARE CHEWING
BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

FREIGHTS AND CHARTERS

BIG shippers in Canada are interested in the report that large quantities of Canadian wheat are being shipped via Boston. G. M. Bosworth of the C.P.R. stated that this wheat had not come east via their road, but had been carried to Buffalo by steamers and thence by rail on U. S. lines. It was another illustration of the excellent facilities possessed by Buffalo elevators for storing and handling grain at a time when the Georgian Bay elevators were full and could not take the whole crop. Then there is another fact which has been well discussed by the big steamship companies, especially those looking own railway. The other lines, however, namely the Allan, Furness-Withy, Elder-Dempster, and the various lines controlled by R. Reford & Co., have to do some scratching to get cargoes (at least that is what is gathered from the offices). Another reason is that rates are so low that firms take grain only in sufficient quantities for ballast.

Mail advices from New York state that the fine corn and cotton crops will make the steamship agents' Christmas very happy, in fact much more pleasant than those of 1902 and 1903. The steamship traders on the New York Produce Exchange are not in that humble mood of six weeks ago, and a partner in one January, 40 or 50 loads to Liverpool for December and January, 50 loads to London for shipment by December 31st, 7 loads to Glasgow for December and January, 15 loads to Copenhagen, December and early January, and 5 to 8 loads to Hull for December and January. It is estimated that about 45 loads of the above engagements are for Manitoba Spring wheat, and the balance for corn.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	....	.....	....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.....	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	.....	†Fine20/ 12/6	†Fine20/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

for grain cargoes at West St. John and Halifax. The Canadian who grows large quantities of grain in the Northwest can readily dispose of it to neighbors across the border who will pay better prices than can be obtained anywhere in Canada. It is only human that he should let his grain go. Then Canadians will say that Canadian grain is going out through American ports while in reality large quantities are being milled into western flour at Minneapolis and other places. Still the point at issue is that cargoes at St. John are difficult to find. The C.P.R. have abundance because of their excellent feeder, their

of the largest steamship firms gives all the credit to a bountiful corn crop for his present happy environment. The freight engagements booked at New York recently illustrate why there should be rejoicing in steamship circles. The engagements have been 200 loads to Hamburg for December, January, February, March and April shipment, 150 loads to Antwerp for December, January, February and March shipment, of which, about 15 loads to Rotterdam via Antwerp, 30 to 40 loads to Bremen, for December, January, February, March, April and May shipment; 10 loads to Bristol for December, and 12 loads for

THE FAIRY CALENDAR.

In last week's issue of The Grocer, the statement was inadvertently made that the beautiful Fairy calendar issued by the Fairbanks Co., of Montreal, would be sent out to readers of The Grocer on request. This was hardly correct, though any reader of this paper can find out how to get one by addressing either the Montreal or Chicago offices of the Fairbanks Co.

J. McEachern, Inglewood, Ont., has had the interior of his store painted and decorated and has installed one of Jones Bros.' silent salesmen. John is always up-to-date and reports business as good.

CANADIAN FRUIT GOING TO WASTE.

FOLLOWING is a letter received by The Canadian Grocer from the Canadian Canners, Limited, Hamilton, in answer to a recent statement in its reading columns credited to Mr. A. McNeill, chief of the Fruit Division, Ottawa, to the effect that a big percentage of the Canadian fruit crop of 1904 went to waste and that the fruit canning industries of Canada were to blame for the heavy financial loss resulting therefrom to Canadian trade as a whole. Editor of Canadian Grocer:

Will you favor us with space in your valuable paper to reply to the captious remarks you made in your issue of the 25th of November, in regard to "Canadian fruit going to waste," and the responsibility of Canadian canners (more especially the Canadian Canners, Limited,) for such waste.

If you had taken the trouble to inquire you could easily have ascertained that the Canadian Canners, Limited, in their desire to save as much as they possibly could of the large 1903 crop of apples, kept on packing for months longer than usual. By so doing they filled to overflowing every storehouse belonging to them, and a great many outside storehouses as well, and, although they have been offering these apples in many cases at "less than cost price," and have been making every effort in their power by sending special agents to outside countries, and, in other ways, to dispose of these apples, they have still on hand, including this season's pack, sufficient stocks to carry them through to next season.

It has usually been the case in Canada that for every year of a full crop, we have an alternate year of a small crop, and, occasionally a year of total failure of apples—but for the last three years, especially the present year, there have been superabundant crops, so much so, that if the canners' storehouses had been empty of canned apples, neither the canners nor evaporators could have obtained help enough to save more than a very small portion of the present year's crop. With their storehouses, as already stated, generally overflowing with the 1903 pack, it is difficult to understand, let the canners be ever so philanthropically inclined, how they could have saved the present year's crop, and, if you in the wisdom gathered in your editorial sanctum would only have the goodness to direct us how to accomplish this, we would certainly be glad to adopt any rational scheme you would suggest, besides feeling grateful to you for the same. This in our humble opinion would be more to the point, and very much fairer, than the course you have pursued, and, let us add with respect and kindness very much more creditable to The Canadian Grocer.

Just here it may be mentioned that one George A. Cochrane, in the New York Journal of Commerce of the 6th inst., holds certain buyers in England responsible for the large loss of apples this season. He maintains that there is a "gang in England systematically banded to get apples for nothing," as a consequence hundreds of thousands of barrels of apples were bought at ridiculously low prices, while other farmers would not pick their fruit, and allowed it to drop and rot on the ground, or fed it to their cattle, and the quantity that was thus allowed to go to waste was simply enormous.

It is not our purpose in writing this letter to defend the charge as to whether or not the Canadian Canners, Limited, are enterprising, suffice to say that as soon as this company were fully organized a special representative was sent over to England and the Continent to investigate the conditions and the possibilities for new business, and, as a result the company have opened permanent offices at London and Liverpool under the management of an experienced and enterprising manager, who has had long experience in the export business.

Our main object in writing is to correct the misleading statements credited to Mr. McNeill, chief of the Fruit Division, Ottawa, in the Toronto Globe's interview with him. Mr. McNeill is quoted as saying that if the Canadian Canners were more enterprising the volume of trade would be increased yearly by no less than "Five millions of dollars according to a conservative estimate." We are not so much surprised at Mr. McNeill making such a statement as we are at The Canadian Grocer publishing it in all seriousness. Such a grossly misleading statement is apt to do a great deal of harm, as some persons on the strength of Mr. McNeill's statement may be induced to go into the packing of apples under the impression that there is such a market as Mr. McNeill states there is, with the result that the entire industry may possibly be ruined for a number of years.

According to November reports Great Britain's imports of canned apples for ten months ending October 31st, 1904, were 78,187 cases, against 186,535 cases for the same period in 1903. For the month of October, 1904, the imports were 5,940 cases, against 21,820 cases in 1903. Great Britain's importations for 1904 may be approximated at 90,067 cases, against 230,175 cases in 1903, a falling off in imports of about 140,000 cases for the year 1904, or nearly 40 per cent. This is partly accounted for from the fact that the apple crops in Great Britain, as well as on the Continent, have been very large ones against a comparative failure the previous season. The total value of Great Britain's imports of apples for the year 1904, basing the price at about 85c per case (present market value) equals $75,556.-95. so that provided that the Canadian canners controlled the entire export trade of canned apples to Great Britain the maximum volume of business this season would be $75,000, against $5,-000,000 as stated by Mr. McNeill, but Canada has by no means the monopoly of the business, as it has to face the severest kind of competition from the United States, Australia, Tasmania, and other fruit producing countries.

We have made no mention of the domestic trade in canned apples, as it is so very small that it has little or no bearing on the situation. The export of gallon apples is probably lower this year than the general average, but taking the present year as a basis—supposing that Canadian canners were to pack five million dollars' worth of apples, it would take just about sixty-five years to dispose of their output.

It is quite patent from the statistics cited above that in view of the very limited demand abroad it would be commercial suicide for Canadian canners to put up large packs of apples. As we have had three very bountiful years, it is just probable that the crops next year may be a total failure, in which case canned apples will go very high in price, and as prices at present ruling are under actual cost of packing any person of a speculative nature might do well to purchase now, and hold for the rise.

To sum up, we consider we have proven conclusively:

First—That the canners cannot be held responsible for so much fruit going to waste, but that they have acted in the best interests of all concerned.

Second—That the export trade does not offer the splendid inducements for canned apples as stated by Mr. McNeill.

Third—That the export trade at best is a limited one. Great Britain being practically the only open market; other European markets being impossible owing to the high rates of duty.

Fourth—That the canners are leaving no stone unturned to develop all there is in the export trade.

(Signed)

CANADIAN CANNERS, LIMITED.

CALENDARS, CATALOGUES, ETC.

The Old Homestead Canning Co., Picton, Ont., are issuing to the trade a very attractive calendar, which we have no doubt will be forthcoming to friends of The Canadian Grocer provided its name is mentioned in application. The calendar itself is on plum colored cardboard, with harmoniously tinted lithograph reproduction of that homely but well known picture, "Grace before meat."

TORONTO RETAIL GROCERS MEET.

At the regular monthly meeting of the Toronto Retail Grocers' Association last week in St. George's Hall, it was decided to move into new quarters in the Temple Building after Jan. 1, 1905. Owing to the difficulty experienced in securing convenient dates in January for the Pure Food Show, it was decided to postpone it until later in the year. The asociation will hold its annual at home in February.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

December 22, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3 in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
8-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

AGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case		$0 40
¼ " 4 " "		0 75
½ " 3 " "		1 25
1 " 2 " "		2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" ¼ lb.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ¼ lb	$2 40
1 " 1 lb	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 40 "	2 25
" " 16 oz., cases, 40 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag	0 1 8½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	3 55

BATGER'S

?

If you want a neat, convenient and reliable Cut Peel, Batger's "Machine-Cut and Mixed" in 1-lb. and ½-lb. Drums is what you are looking for.

CUT PEEL

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

CONFIDENCE

The public have confidence in

PATERSON'S CAMP COFFEE ESSENCE

That's why it's so regular a seller.

ROSE & LAFLAMME, Agents, MONTREAL.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 28
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoas, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, qp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
".Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1f

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Its Superiority over all other similar products has given to

Crown Brand Table Syrup

a selling force appreciated by every grocer in the land.

Always Ready and Promptly Shipped :

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

"Crown" brand Table Syrup has a rich, golden color, delicate and natural syrup flavor, and the proper consistency—and is the purest syrup on sale.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans	$	0.90
6-oz. "		1.35
10-oz. "		1.85
Quart "		3.75
Gallon "		10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross.
Knox's Gelatines	$16 75

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06¼
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06¼
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

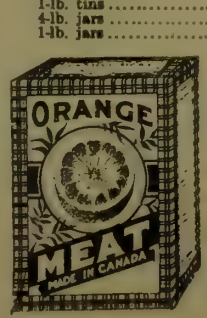
Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCHEAU, Montreal.

"Condor," 12.lb. boxes—		
	½-lb. tins per lb.	$ 0 35
	½-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins per lb.	0 25
	½-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 26



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

HIRPHRIS.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs containing 96 pkgs., per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand,	8 oz., cases, 120 pkgs.	Per case
" "	10 oz., cases, 96 pkgs.	$3 75
" "	16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Marpole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

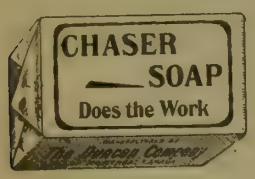
Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. M. DUNN AGENT.

We wish our friends and the Trade generally

"A Merry Christmas"

S. H. & A. S. EWING,

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
ulinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 09½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	6 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 6-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 48 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

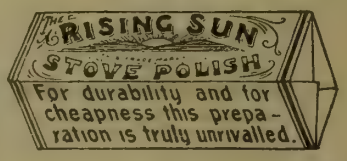
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkges, cases 5 doz., per case	4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	$0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 28
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor"	I 40-lb. boxes	$0 42½
"	II 40-lb. boxes	0 40
"	III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb	" at	0 32½
" AA "	40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.		0 27½
"Condor"	IV 80-lb. "	0 32½
"	V 80-lb. "	0 27½
"	XXXX 80-lb. boxes	0 23½
"	XXXX 30-lb. "	0 24½
"	XXX 80-lb. "	0 21
"	XXX 30-lb. "	0 22
"	XX 80-lb. "	0 19
"	XX 30-lb. "	0 20
"	LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets		
Green Label	retails 0 25 at	0 20
Chocolate Label	" 0 35 at	0 25
Blue Label	" 0 50 at	0 36
Maroon Label	" 0 60 at	0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and ½s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	per lb.
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold for ¼ lbs. per lb.
Ceylon-India, Ex. ch'st A Yellow	45	70
" " " B Red	40	60
" No. 1 O Pink	35	50
" 2 O Orange	30	40
" 3 O L. Blue	22	30
" 4 O L. Green	20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 45
" Fair Play, 8s. and 13s.	0 36

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 85
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 [illegible]
100 5c. "	3 [illegible]

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 2 doz. 10c.	1 00

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the cope of the clipping industry.
We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

WE WISH
YOU
A Merry Xmas
and
A Happy New Year

and we also wish you would try our Mail Order Department for any little lines you may want to sort up in after the Xmas rush.

GOWANS, KENT & CO.
Wholesale Crockery and Glass
Toronto and Winnipeg

"Perfectly clean from our kitchen to your customer's."

Your customer's appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.
Candied Peels

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, DECEMBER 30, 1904. NO. 53.

The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of Blue by the grocers of the world is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

A GOOD START

MAY PROSPERITY BE YOUR PARTNER IN 1905

is as important in business as it is in a race. Many grocers will start the New Year with new resolutions in regard to business matters as well as in regard to affairs of life. Resolve to handle the best goods, and particularly the best biscuits, which are Christie's. You will thus please your customers and contribute to your own prosperity and happiness during 1905.

CHRISTIE, BROWN & CO., LIMITED

TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25.

RECEIVE

our best wishes for the New Year.

J. L. MATHIEU CO., LIMITED
SHERBROOKE, P.Q.,

Proprietors MATHIEU'S SYRUP AND MATHIEU'S NERVINE POWDERS.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

Brunner Mond & Co.'s

WASHING SODA

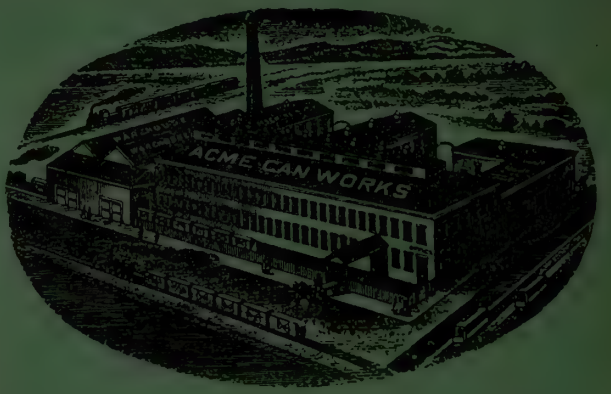
Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of—

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans

Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q

67% Pure Oil!

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap—*Seven per cent.!* It seems a trifling matter perhaps yet it may make or mar your success in holding a customer's permanent trade.

The "Shell" Brand of Castile Soap is packed only by Couret Frere, of Marseilles, France. Highest quality always, in one pound bars and upwards.

Pressed cakes in boxes also. Sixty-seven per cent. of Pure Oil in the "Shell" Brand.

"Shell" Brand Castile Soap

Sold by Leading Wholesalers.

"Thistle" Brand

Maple Syrup that makes the mouth water for "more." The real syrup of your boyhood days—the "Thistle" Brand.

You best preserve your customer's interests by selling what they expect and want and yet so seldom get — palate-tickling maple syrup—the "Thistle" Brand.

Maple Syrup

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO.,

AGENTS,

8 Place Royale, Montreal,
20½ Front St., Toronto.

Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT
MacLEAN PUBLISHING CO.
LIMITED
Montreal. Toronto. Winnipeg.

GRANT

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers, TORONTO.

Prosperous New Year to All.

To locate close prices for anything you want, get in touch with us.

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE GROCERY
Write or Wire CHAS. MILNE BROKER
VANCOUVER, B.C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG DURABLE LIGHT

POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE
To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.
WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.

ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars
ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Herbs—In ¼-lb. packages.

Special quotations for Whole Leaf Herbs in 400-lb. bales. Also Rubbed and Powdered Herbs in barrels.

Sage, Savory, Marjoram, Thyme.

—Our Herbs enjoy a special reputation for quality. These goods are most seasonable now. We solicit a trial order.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171

Telephone orders receive prompt attention.

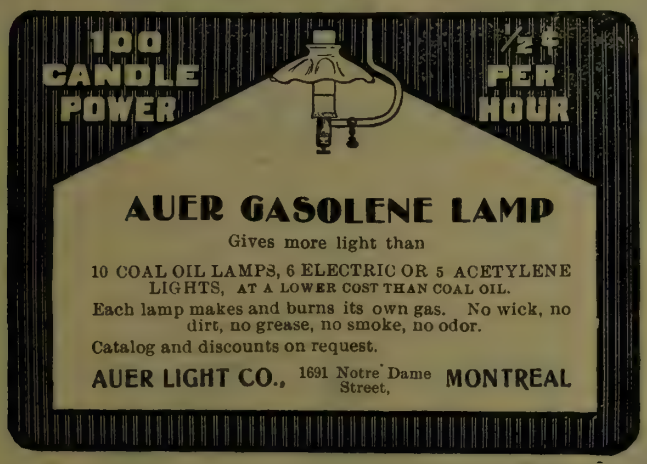
CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.


100 CANDLE POWER
½¢ PER HOUR
AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

Lytle's Mince Meat

Mince pies are a very necessary part of holiday cooking. The grocer who supplies our mince meat can be sure that the customers will appreciate its excellent quality. It builds up the right kind of trade.

—For Holiday Cooks

—Done up in convenient sized fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond Street West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

1905

A PROSPEROUS NEW YEAR

will result to all grocers who sell the unequalled **healthful, fragrant** and **profitable** teas of

JAPAN

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

THESE ARE SOME OF THE VARIETIES

ROSE & LAFLAMME, AGENTS, MONTREAL.

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asest which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company — HEINZ — Pittsburgh, U. S. A.

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

The Annual Inventory

In every Annual Summary there are certain items which are unsatisfactory. Take Teas for example: you will find that the movement, the turnover, in Japans, Chinas and straight Indians is slow, while in

CEYLONS

it is rapid, clean, constant. Consequently it pays to work your tea trade in the direction of Ceylons. You please your customers in doing so. You make more money, and you don't have to keep so much money locked up in Teas.

Of course you know that Ceylon Teas can be had in both Blacks and Greens.

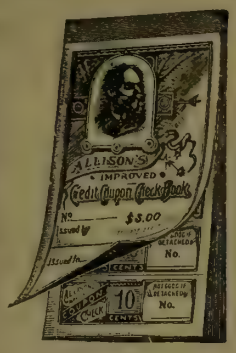
TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

They Cost Less Than Nothing



Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

REFRIGERATORS

WE GUARANTEE THE "EUREKA"

TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

Eureka Refrigerator Co.
Limited
54 and 56 Noble St.,
TORONTO - - CANADA

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,

PICKERING. ONT,

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World.**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
OTTAWA, ONT.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
VANCOUVER, B.C.		WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Can da Toronto.

A Mop is Good

for floors, oil-cloths, linoleums, stoops, etc. Indeed there is nothing better. Your customers will say yes to this. But it requires a

TARBOX SELF WRINGING MOP

to get best results—**Self Wringing.** Notice—the old fashioned kind won't do.

Your Jobber Has Them

TARBOX BROS., = Toronto, Canada

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE.
approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

A New Year's Investment.

You want something that will draw dividends right along.

You want something you can depend upon to pay handsomely for money put out.

You want something as good as an instalment endowment in a first-class life insurance company.

You want **Wood's Coffees.**

They are the gilt-edge security for the grocer.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL.

GOOD VALUE

is what the up-to-date dealer is always on the lookout for. You will find it in

BOECKH'S REGAL BROOMS

They are made of choice, fine carpet brush, 4 strings, plush finish, fancy metal locks, varnished handles—**in fact a Broom that can't be Beat for a 25c. line.**

United Factories, Limited, Head Office: TORONTO. BRANCHES: MONTREAL LONDON

Dominion Commercial Travelers' Annual Banquet

Montreal, December 22, 1904.

" The night shall be filled with music
And the cares that infest the day
Shall fold their tents like the Arab,
And as silently steal away."

THE quotation appended above never had a more apt illustration than that given last Thursday evening, December 22, at the Windsor Hotel, Montreal, when the thirtieth annual banquet of the Dominion Commercial Travelers' Association was held. From all parts of the Dominion and even beyond its confines from the land of Uncle Jonathan came the men of the grip and the sample trunks to join with their fellows in happy reunion and good fellowship around the festive board—and to cement closer those bonds of unity that strengthen their hands in the great work of building up the commercial greatness of the awakening giant of the Northern Zone. The thirtieth annual banquet of the Dominion Commercial Travelers' Association was a grand success from every point of view, from the aspect of a splendid menu, a feature of life in which the traveling salesman justly claims some recognition as a critic; from the musical standpoint, for orchestra renderings and songs of some of Montreal's leading soloists were a treat not soon effaced from the memory; from the intellectual side, for the speeches of the distinguished and brilliant young orator the Hon. Rodolphe Lemieux, Solicitor-General of Canada, and Hon. F. D. Monk, leader of the Conservative party in Quebec, were powerful, patriotic and soul-stirring in the highest degree; from all these aspects was the banquet a banner affair as well as from the thoroughly optimistic tone that pervaded the large assembly of merchants, salesmen and travelers, and burst forth in vigorous applause at every reference to this great and growing country of Canada, and her undoubted future great position among the nations of the earth.

The commercial traveler is optimistic under almost every circumstance, and it is this very feeling that makes for prosperity for himself, his house and his country. It is this confidence so deeply rooted in his being that makes his work of such vast importance to the country; his hand is continuously on the pulse of trade and every beat of that pulse is watched and studied with a care as great and thorough as that of the physician watching his patient. Sir Knight of the Grip-sack is the living barometer of the storms and calms of commercial life. At Thursday's banquet the travelers threw off the cares of their strenuous life and enjoyed themselves as only they can—music, jollity and mirth were in the air and the beautiful banqueting hall of the Windsor it is safe to say never resounded with a heartier ring of merriment and good fellowship. French and English-speaking travelers were about equally represented and as the speakers alternately addressed the gathering in French and English, the rounds of applause rose and fell appreciatively and indiscriminately—it was "Canada mon pays," and "The Maple Leaf," and "The King, God Bless him," from start to finish. Certainly in its entirety no more patriotic assemblage could be brought together.

Letters of regret at inability to be present were read from the following: His Excellency Earl Gray, the Governor-General, Sir Wilfrid Laurier, Sir Richard Cartwright, Hon. W. S. Fielding, Hon. Wm. Paterson, Hon. Chas. Fitzpatrick, Hon. H. R. Emmerson, Hon. Clifford Sifton, the American Consul, G. T. Bell, General Passsenger Manager, G.T.R.; C. E. E. Ussher, General Passenger Manager C.P.R., and others.

President J. S. N. Dougall, was the chairman and on either side of him at the table of honor sat Hon. Rodolphe Lemieux, Mayor H. Laporte, Hon. F. D. Monk, Hon. J. W. Rolland, Senator Cloran, Ald. H. B. Ames, M. P., R. W. Ballantyne, A. Hudon, W. Pouliot, R. C. Wilkins, C. Mann, H. Demers, A. Lefleur and W. Murphy.

At 10.20 President Dougall called the meeting to order and in a brief speech expressed the pleasure it gave him to welcome so many guests on this, the thirtieth anniversary of the association, which had grown from 251 members in 1875 to 4,815 at the present time. the largest increase being made in the last year. The benefit association, he said, had also greatly increased, both in membership and financial position, with a handsome surplus and a capital of over $242,000. In a further speech, Mr. Dougall set out the benefits of membership in the association, and read letters from various railways promising better ticket arrangements.

"Our King" was then drunk, with the National Anthem and cheers, while Mr. Duquette sang "Rule Britannia," amidst great applause.

The toast of "The Government of Canada," was proposed by W. J. Egan, vice-president, who coupled with it the names of Hon. Rodolphe Lemieux and Hon. F. D. Monk, the former replying on behalf of the Government and the latter for the loyal Opposition. Mr. Eagan's genial countenance shone with thoroughly happy Irish humor and his tongue, true to the oratorical instincts of his race, was eloquent and witty. His allusion to the commercial travelers as "being practically only traveling freight agents for the railways" was a hit and the soft satire of the bon-mot was received with appreciative laughter and applause.

Hon. Rodolphe Lemeiux in his response by his patriotic words and the vigorous sincerity of his delivery aroused the greatest enthusiasm. He said in opening that before coming up that afternoon he had at Ottawa met Sir Wilfrid Laurier, hale and hearty as ever, and Sir Wilfrid had desired him to wish the association, on his behalf, all success and a merry Christmas. The members of the Government, as well as of the Opposition were also commercial travelers, for they were all working for the good of Canada, and had to do a great deal of traveling. It gave him great pleasure to appear for this toast with that great Canadian who was at the head of the Conservative party in Quebec, the Hon. F. D. Monk.

As to the Government, whichever party was in power, it was always a Canadian Government, loyal to their country and its institutions. Canada's history during the last fifty years showed a development equalled by no nation under the sun. Under the British flag, it had developed from a Crown colony to one of the nations of the earth, and its trade had grown proportionately, the Dominion being at the head of all nations in its expansion of trade during the last ten years, and he felt sure the commercial travelers had taken no mean share in this development.

Steady Forward Policy.

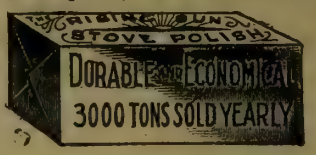
"We intend to pursue the policy started twenty years ago by Sir John Macdonald and continued by Sir Wilfrid Laurier. We intend to be Canadians first and Canadians always. We intend to remain loyal to the institutions of our country, loyal to Canada and loyal to our King. Let us hope that English and French will always work united hand in hand for the future of our country."

Referring to his recent trip to England, Mr. Lemieux spoke with pride of the passing of the Anglo-French treaty bill in the Imperial Parliament, which event he witnessed, when he had also heard that great Canadian, Hon. Edward Blake, speak in support of the measure.

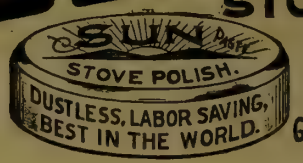
Elements of National Greatness.

"Canada has every element of national greatness," proceeded Mr. Lemieux. "We have a good constiution given us from the early days of British rule in Canada—a constitution for which I would be willing to live and willing to die. As a student of history I say that we French-Canadians enjoy more

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

liberty under the British flag than we could under any flag on earth. We must remember what the British Parliament has done for us since 1774, when by the Quebec Act they gave us our civil and religious rights, and it would be ignorance not to let our French-Canadian fellow-citizens know that we owe our present extended liberties to this wise policy of Great Britain. Let me say to our British friends that they need never be afraid of the loyalty of their French-Canadian people—loyalty as strong to-day as when they refused to join hands with Lafayette and Rochambault in support of the American revolutionists. They then stuck to the British flag with a loyalty which has not been known enough in Canada during the last twenty years.

"Let me say to you all at this end of the prosperous year 1904; let me repeat to everyone of us, that we are bound to live together in peace and harmony in the great country, which I am confident is bound to become the greatest country on the American continent; or as Sir Wilfrid Laurier expressed it that "if the nineteenth century was the century of the United States, the twentieth century is Canada's century."

Mr. Lemieux repeated the greater part of his speech in French out of compliment to the many French-Canadians present.

Mr. Duquette then led in the singing of the Maple Leaf, after which "Canada, mon pays" was rendered by E. P. Labelle of St. James' Cathedral choir.

F. Cains, of Brophy, Cains & Co., Montreal, treasurer of the association, then proposed the "Parliament of Canada" with a neat speech.

Senator Cloran was the first respondent to the toast, speaking of course from the legislative point of view of the red chamber. He humorously blamed Mr. Monk and Mr. Borden for adding so much to the strenuous life of Parliament.

The Hon. F. D. Monk, M.P., on rising to respond was received with such continuous applause as leaves his popularity among the knights of the grip no longer open to doubt. In a patriotic strain Mr. Monk pointed out that Great Britain had done what no other nation in history had attempted—set up many nations with independent governments and free constitutions under the folds of its banner, of which all Canadians were so proud. And here we had our Parliament endowed with all the freedom and libreties which had taken seven centuries of struggle to rise in England. It was a heritage of which we are justly proud. But it entailed a great responsibility to properly hold that which we had won, and to maintain at all risks the character of our national feeling and our national Parliament, so that it might be worthy of our lofty records, and the composite people who make up our growing nation.

Ald H. B. Ames, the newly elected member for St. Antoine division, Montreal, followed Mr. Monk in a short and able speech. Although he had not yet had the distinguished privilege of hanging up his coat in the House of Commons he hoped to find as high a standard at Ottawa as he had always found amongst the commercial men, who knew that they must do honest business, and do it equally, fairly with men of all classes and religions.

The Provincial Parliament was proposed by Past President Max Murdoch and replied to by Hon. J. B. Rolland. The City of Montreal was proposed by A. Terroux and replied to by Mayor Laporte. Trade and Commerce was proposed by R. C. Wilkins, and responded to by C. C. Ballantyne, vice-president of the Canadian Manufacturers' Association. Transportation was proposed by T. L. Paton and replied to by Mr. Morrow, of the C.P.R.

Messrs. A. Woods, E. R. Dufresne, Mr. Brunnlan and the St. Louis Quartette contributed excellent songs between the speeches.

The Dinner Committee certainly deserve the thanks of the members for the splendid arrangement and management of the entire affair as well as do the various vice-chairmen of whom there were eight, namely Messrs. Wadsworth, Paterson, Terroux, Rosseau, Egan, Dubreuil, Guilbault, Hayes, who did their duty nobly and well. The members of the dinner committee were as follows: T. L. Paton, convenor; R. Booth, F. L. Cains, F. S. Cote, L. O. Demers, Jas. S. N. Dougall E. Fred Dugan, J. F. L. Dubreuil, John T. Dwyer, W. J. Egan, W. C. Finley, A. D. Gall, E. E. Guilbault, J. B. Kerr, D. M. Lefebvre, W. B. Mathews, W. Pouliot, Jos. W. Rosseau, Jas. Robinson, Robt. C. Wilkins.

MENU.

Oysters on the Shell.
Anchoix Canape. Celery. Olives. Radishes.
Clear Green Turtle Amontillado.
Smelts au Vin du Rhin.
Cucumbers. Pommes Brabant.
Breast of Chicken Regence.
Cronstade of French Peas.
Mignon of Beef Tenderloin Rossini.
Spinach with Eggs. Mashed Potatoes Brown.
CHARTREUSE PUNCH.
Broiled Quail on Toast au Cresson.
Mayonnaise of Asparagus Tips.
Baba au Rhum. Macedoine Jelly.
Petits Fours. Neapolitan Ice Cream.
Coffee, Cheese. Crackers. Fruits.

List of Those Present.

Besides the guests of honor, there were present: F. Boudrette, A. C. Miquelon, A. R. Greene, P. L. Frenette, Chs. Staint-Jean, Raoul Tranchemontagne, Rod. Bedard, C. Jodoin, Leon Rolland, H. Eidney, Stein, N.Y.; J. Thurston Smith, A. U. Butler, Rev. W. Graham, W. J. Agnew, O. S. Perrault, J. N. Chevrier, J. P. Dumaresq, H. L. Perchard, W. J. Gallon, Edward Foster, Geo. L. Shepherd, P. B. Coulson, J. D. Shaw, J. Paterson, Gus Harries, J. W. Anderson, John Kingan, W. E. Robertson, Miles Birkett, H. Gordon Browne, E. W. James, Geo. R. James, Eugene Tarte, La Patrie; F. D. Shallow, George W. Bonner, W. Carruthers, H. W. Snetsinger, W. A. Jackson, F. A. Wray, D. W. D. Spry, E. Straker Lawton, Clinton Henderson, Harry A. Rutley, D. I. Henderson, M. J. J. Toole, J. H. Small, Joseph Daoust, S. D. Joubert, P. E. Joubert, J. R. Grenier, W. H. Cornell, L. Girard, C. C. Davidson, Alex. B. Coyle, Arthur Terroux, Jas. K. Oswald, A. Ross, Crawford, A. W. Childs, S. W. G. Dettmers, W. R. O. Bowie, Geo. P. Watt, G. J. Martin, E. B. Scott, J. O. Authier, E. Hurette, W. R. Wonham, L.

You may be

In a hurry for some goods early in the week.
Write, 'Phone or Wire us your order.
Prices and quality guaranteed.

WE PAY 'PHONE AND WIRE CHARGES.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

Excellence our **Aim** in **Coffees.**

Our MECCA cannot be beaten.

Ground or whole from 2-lb. tins to barrels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.
Command the best Coffee Trade by Selling MECCA.

JAMES TURNER & CO., Wholesale Grocers. **Hamilton.**

WE want to thank our many friends for their generous business throughout the year and wish them the compliments of the season.

OUR travellers will see you after January 1st, 1905, and in the meantime, our Long Distance Telephone is still : : : : : **596**

BALFOUR & CO., Wholesale Grocers ***HAMILTON***

Wishing our customers and friends

A Happy and Prosperous New Year.

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada

The KING'S Cheese
MacLAREN'S IMPERIAL CHEESE
WHEN
the King's fare is decided,
THE BEST
of everything is provided.
Because
MacLAREN'S
IMPERIAL CHEESE
is regularly served on King Edward's table is not the reason why it should be served on yours — but because it is the best cheese.
Sold at all good grocers, 10c. up. Jar holder and Cheese Knife Coupons in every jar.
A. F. MacLAREN IMPERIAL CHEESE COMPANY, Ltd.
Detroit, Mich.
Toronto, Can.
The King of Cheeses and The Cheese of Kings is MacLaren's Imperial
"Nothing Better"
A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
51 COLBORNE ST., TORONTO, ONT.

O. Grothe, Cunningham, Strina and Wray, H. Gagnier, J. Art. Marchand, Alex. Davis, H. R. Hamilton, G. Milroy, H. B. Muir, T. W. Dodds, F. Cooper, E. W. Barlow, G. H. Bishop, H. E. Stubbs, Allan J. Munro, J. O. Hays, W. M. Newton, W. H. Evans, George Pyke, W. H. Hamilton, Romeo Brosseau, Arthur Lamarche, Jos. N. Brossard, Ludger Gravel, Jos. W. Rousseau, L. M. Desparois, J. E. Garmeau, A. Daigneault, Victor Laperle, Alfred Lortie, S. Grunluse, J. W. Gall, E. H. Moles, Fred Russell, I. Passeyham, C. L. Higgins, J. A. Nutter, William B. Naylor, Robt. L. Rice, Laurie Russell, Eugen Engels, James G. Kerr, John J. Ritchie, H. Percy Woodley, W. S. R. Robichaud, Anatole Tranchemontagne, C. Robichaud, Rodolphe A. Pageau, B. Simpson, A. Bruce, Leslie Drake, Thos. J. Rodger, Fred L. Barlow, E. Brodeur, M. N. O'Connor, P. I. M. Caffrey, Gax. Beauvais, V. Coss-Karbriton, J. O. Boucier, M. R. Cuddihy, J. H. Palmer, Fred Caldicott, W. Pouliot, F. S. Cote, Mr. I. Irwin, George Cooley, G. E. Cooke, W. R. G. Mathews, Jules Lemaitre, Raoul Dupre, W. H. Bryce, Burton Dixon, Eugene Monday, J. E. LeFontaine, G. A. Hudson, J. F. Larose, Ed. Gravel, Edouard LaBel, E. Duquette, Edouard R. Dufresne, Raoul Dionne, Jas. Pineau, H. R. Landry, J. E. Monday, J. A. Wrance, Alex. Felrk, professor; Dr. Fleury, tenor soloist; Arthur Nelson, Vancouver; Newton A. Hill, J. Wilfrid Deziel, Henri E. Quesnel and J. Albert Quesnel, of . Chaput & Fils, Company; Eugene Pepin, Aime David, Antonio Valiquette, F. Q. Bermee, W. E. Hayes, S. C. Cumming, Emile Bourassa, Normand Giroux, L. A. Berti, J. R. Dery, of Genin, Trudeau & Co.; J. and E. Bureau, of Lewis Bros. & Co.; R. Edgar Markgarf, of Alfred Eaves; Stuart M. Ross, John Graham, of the J. C. Wilson Co., Ltd.; Raoul Dupre, E. Lafontaine, Eug. Monday, Burton Dixon, J. H. Maistre, G. A. Hudson, Raoul Durpe, Alfred T. Houston, W. H. Boyce, Wilfrid Seers, J. C. Macfarlane, Jas. Gravel, of the Canadian Rubber Company; J. K. Woods, Alfred H. Brittain, of Black Bros., Co., Ltd., Halifax; Jas. Ferres, B. J. Deyhlon, Arthhur Ste. Marie, P. C. Adair,, and A. A. Tyers, of the G. B. Co., Ltd.; Hercules Giroux,

We wish **all** a

HAPPY AND PROSPEROUS NEW YEAR

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Thos. May Co., Ltd.; Z. P. Benoit, of Regent Mfls Co.; W. Lauriaux, J.C.M.; Winfred Stewart, of McCaskill, Dougall & Co.; Gaston Drainville, Arthur Des Coteaux, Gault Bros.; Z. Duchesneau & Co.; Rodrigue Goulet, E. E. Guilbault, J. Villeneuve, John Trottier, G. J. Langlois, Thos. J. Parkes, J. E. Hayden, L. W. Elliott, W. E. Jackson, A. R. Urgus, Wm. H. Syler, Montreal editor of The Canadian Grocer; F. S. Keith, Montreal editor of the Hardware and Metal; Geo. Macowans, representative of the Witness; W. Vass, Aoult Bros. Co., Ltd.; Joseph H. Cogeman, Gazette; T. R. Booth, W. R. Brock Co., Ltd.; S. W. Haskett, H. C. Brodie, C. H. Fetherstonhaugh, John McEntyre, Alf. Nutter, J. J. O'Donnell, J. B. Giles, John Goldthorpe, Thos. L. Paton, W. J. Egan, Geo. S. Clyhorn, A. Hewat, W. E. Short, Robert Wall, A. R. Colonin, A. B. Couchn, J. Dwane, H. G. F. Wat, John A. Garieny, I. E. Thown, Geo. M. Edwards, Man. Dis. Henderson & Potts Co., Ltd.; J. Irwin, secretary, Henderson & Potts Co., Ltd.; A. B. Caswell, Montreal manager Maclean Publishing Co.; H. E. Fontain, the Price Curant; H. Nightingale, Tissus and Nauveautes, Arsene Laguere, Liquers and Tobaccos; Jacob Mazurna, Monetary Times; P. Urquhart, Ottawa.

Special Bargains.

The Tuckett Cigar Co., Hamilton, Ont., W. R. Webster & Co., Sherbrooke, and the S. Davis & Sons Co., distributed their excellent makes of cigars freely among the guests and participants. "Marguerites," "El Presidentes" and "Clear Havanas" were thoroughly enjoyed.

The American Tobacco Co., of Canada, had a souvenir package of Sweet Caporal and Mogul cigarettes and a supply of patent lucifers at each plate.

T. Theo. Valiquette, supplied a neat package of smoking tobacco.

The press table, thanks to T. L. Paton, W. J. Egan and Fred Gains, were graciously remembered when the arduous work of taking down the proceedings momentarily lifted.

The popularity of "I Crow Overall" goods was evident judging by the enthusiastic reception accorded R. C. Wilkins. That gentleman certainly received an advertisement whose clarion notes will sound throughout the Dominion when "the boys" get their new certificate in use.

The travelers' certificate cases presented by the J. B. Rolland Paper Co., was a much appreciated souvenir.

H. H. Brittain representing Black Bros. & Co., Halifax, was in his element. He was at home with "the boys" that are always "fishing" for orders and many a "cod" was tied to the "stake" (steak).

A certain "vermilion" hue that hung over one of the tables was not due to the presence of the Canada Paint Co.'s representatives, though there were present from that company Harry Stubbs, Alan J. Munro, W. B. Hamilton, W. H. Newton, W. H. Evans and Geo. Pyke.

ON TO THE "57 VARIETIES."

Mr. S. D. Stewart, Sr., Montreal and Quebec, province representative, and Mr. W. R. Caron, junior representative of H. J. Heinz Co., Pittsburg, Pa., left on Saturday for the smoky burg at the junction of the Allegheny and the Monongahela river, to attend the annual reunion and "pow-wow" of the great tribe of Heinz. Pow-wows, war dances, the "green corn" fance, the "chili sauce" and the "dance of the classic bean," will all be gone through with in true and loyal order, and finally the "pipe of peace" will be passed as the braves depart for their respective hunting grounds.

The "Lady of the Snows" in the northeastern part of her great domain sends two of the warriors from whose belts dangle the scalps of many buyers, and Messrs. Stewart and Caron, the one an artist in the tongue of Shakespeare, the other a finished orator in "la langue francaise," will join Brother Muat and his Ontario confreres in holding up the great "White Lady's" reputation. A prosperous New Year to all.

A WORK OF ART.

What is unquestionably one of the most artistic calendars ever issued to the trade is Swift & Co.'s Premium Calendar with four heads on separate panels by McEntee, the famous watercolorist. The lithographing is in ten colors and gold, and charmingly represents the four seasons of the year. Swift's Premium Calendar will be sent postpaid to any address on receipt of 10c in money or stamps.

Best Wishes for a Happy New Year

Upton's

Charles Dickens could write about edibles in a way to make the reader hungry. But nothing he ever wrote could stir the appetite like the recollection of a breakfast

HALIFAX SHREDDED CODFISH

of fish patties made from Halifax Shredded Codfish. And if you just remind your customers that you have it, you can keep their purses stirred to buy it.

It is important to remember that in handling Halifax Shredded Codfish you are not handling an article that is a mere fad, but something people are commencing to regard as a necessity in proportion as they realize the value of a fish diet. You have two strong claims on your customer in selling it, viz: (1) Its Tastiness; (2) Its Healthfulness.

BLACK BROS. & CO., LIMITED
HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

FRESH AND CURED FISH

Cleanliness in Prepared Codfish.

EXTRA care should be taken by dealers handling prepared boneless codfish products to offer the same in a form which will make it appear appetizing. If these details are carefully looked after there is no justifiable reason why the retail grocery trade should not secure a large trade in this line, which is now put up in very attractive form, namely, shredded, wooden nonporous boxes, and cardboard cartoons. It is also sold in absolutely boneless form, which is a step in the right direction. Mixed boneless codfish still continues to have a good sale, packed in the usual form of one and two pound blocks, largely sold to the country trade.

It may no doubt seem strange, but it is nevertheless a fact, that there is a great difference in the flavor of codfish, as well as anything else. Pure Nova Scotia cod, when properly prepared, will make some very appetizing dishes. In fact with care prepared boneless George's Bank cod, carefully soaked to remove salt, has been placed on the table as fresh cod. This, combined with the fact that this fish can be kept for some time with ordinary care, ought to help the sale of these goods.

The Grocer has for some years been advocating the handling of fish by the grocery trade, and urging upon grocers the same consideration and attention to this profitable branch of trade as is devoted to staple lines. Properly conducted, there is no more profitable line for him to handle.

Newfoundland Catch.

The catch of codfish in Newfoundland the past season is 150,000 quintals short of the million taken during the previous year. The bank fishing would have been good but for the scarcity of bait, as fish were taken in abundance whenever bait could be secured. The Newfoundland banking fleet the past season consisted of 120 schooners carrying 18,000 men, and the catch was about 110,000 quintals. The Labrador voyage was a good average one, and the fish were medium in size, very few small ones being taken. In the Newfoundland shore fishing the traps did very poorly, the Summer being so fine that the fish for the most part remained in deep waters. It requires thick and foggy weather to bring the fish in to the shallow waters where the traps are located. Hook and line men and trawlers did well. Some of the fish were badly sunburnt owing to the dry, hot weather which prevailed during the season. In the Spring it took 336 lbs. of green fish to make a quintal of dried fish, while in the Fall it took only 310 lbs. The fish taken by hook and line in the Fall were large in size, 30 or 40 going to the quintal, while the ordinary run of fish would take from 60 to 70 to make the quintal.

Herring Fisheries in B.C.

Some idea of the growing importance of the herring fisheries at Nanaimo, B.C., may be obtained from the fact that the industry now employs nearly 100 persons. A market for fresh herring has been worked up on the sound at Vancouver and Victoria, which is supplied almost entirely from Nanaimo. Several steamers are constantly engaged in the herring trade at this season of the year.

Japan Gets B. C. Salmon.

The shortage of the salmon catch on the Pacific Coast this year has been finally estimated at 1,750,000 cases. The Japanese are rapidly buying up the British Columbia catch, this season's shipments from Vancouver alone amounting to $750,000. It looks as if Canadian buyers from now on would have to pay considerably higher prices.

A Rejoinder.

The proposition to establish sardine canneries on Canadian soil is ridiculed by the American packers, says the Fishing Gazette, on the ground of the futility of marketing the product in the Dominion. It may be, however, that future reciprocal trade arrangements will open to Canada the markets of the southern states, in which case the proposition would assume a very different aspect.

Fish Notes.

It is officially announced that the Dominion Government has issued directions for the establishment of two large hatcheries on the northern coast of British Columbia.

The report of J. J. Cowie, the Scottish herring expert, on British Columbia herring just to hand states that while the fish as found on the Pacific coast is considerably smaller than the Atlantic fish it is of decidedly superior flavor.

Scarcity of High Grade Cod.

In the course of an interview with The Canadian Grocer Mr. A. H. Brittain, Montreal, sales agent for Black Bros & Co., Halifax and La Have, N.S., says: "The conditions of the prepared boneless codfish markets are at the present time most peculiar. Our greatest difficulty is to get sufficient codfish of the required quality to supply the demand in our 'Halifax' and 'Acadia' brands of package codfish. We have set a very high standard for these brands which it is our intention to maintain. There is little difficulty getting sufficient stock for cheaper grades."

Norwegian Whaling Industry.

The Norwegian Government has prohibited whale fishing for a period of ten years beginning February 1, 1905, and the sum of $110,000 has been appropriated to indemnify the proprietors of whaling establishments for the loss sustained by the prohibition. This is in deference to the opinion of the fishermen that the extermination of the whales is the cause of the decline in the codfisheries. Scientists gave an opinion opposite the popular superstition, but the fishermen wrecked a couple of whaling establishments and made so much turmoil that the Government passed the Act in deference to their views.

Dog Salmon for the Orient.

Large shipments of salted dog salmon are arriving in Victoria, B.C., from Fraser River salteries for storage until a consignment is completed for the Orient.

A Nanaimo correspondent reports the discovery of a valuable food fish in the Nanaimo harbor known as the pilchard. This species of fish is caught chiefly on the Cornish coast of England where it is preserved by canning or salting.

Business Changes

ONTARIO.

CRUMP, RHODY & BATES, confectioners, Chatham, have dissolved partnership.

J. Cavanaugh, general merchant, Cornwall, is dead.

C. Saunders, grocer, Kingston, has assigned to John Nicolle.

T. A. Matchett & Co., general merchants, Emo, have assigned to A. E Hogg.

A new grocery has been opened in Hamilton under the firm name of "Howells."

The stock and premises of W. H. Schrum, general merchant, North Ridge, have been destroyed by fire.

K. & S. Adams, Jervis, fruit dealers, have had their branch store, Ottawa, destroyed by smoke and water.

QUEBEC.

Jos. Bussiere & Co., grocers, Quebec have registered.

The stock of J. B. Pickard, grocer, Quebec, has been sold.

P. Cloutier, general merchant, Lac-Aux Sables, has resigned.

Geo. St. Pierre, grocer, Montreal, has sold to Mathieu & Desjardins.

The assets of Gustave Fleury, cigar dealer, Montreal, are to be sold.

Arthur Martin & Cie., tobacco dealers, Montreal, have registered.

The assets of Wm. Blouin & Cie., grocers, Quebec, have been sold.

The stock of Wm. Riopel & Cie., grocers, Montreal, is under seizure.

D. Spinelli & Cie., manufacturers of vermicelli, Mantreal, have registered.

The assets of S. Bouchard, general merchant, Sayabec, were sold Dec. 29.

The assets of J. A. Ottis, general merchant, St. Felicite, have been sold.

D. Spinelli, manufacturer of vermicelli, Montreal, has gone out of business.

The assets of J. S. Routhier, general merchant, Ste Marie (Beauce), have been sold.

The balance of the assets of A. Dallaire, general merchant, Tremblay, were sold December 26.

The assets of Lewis Weinstein, general merchant, Acton, Black Lake and DjIsraeli, have been sold.

The balance of the assets of Mrs. G. O. Tousignant, general merchant, Chicoutimi, were sold Dec. 26.

A meeting was held December 27, to appoint a curator to J. A. Blais, general merchant, St. Tite.

The stock of Vega Y. Oraindi, cigar dealer, Montreal, is under seizure and is advertised to be sold by bailiff.

Lemarche & Benoit have been appointed curators to J. A. Carle, general merchant, St. Boniface De Shawinigan.

MANITOBA AND N.W.T.

R. C. Muir, confectioner, Red Deer, has sold out to M. Jarvis.

F. Hucks, baker and confectioner, Sidney, has sold out to A. P. Creasy.

Cooper & Stevenson, millers, Crystal City, have sold out to T. Bullock & Son.

Ouimette & Wallace, general merchants, Red Deer, are dissolving partnership.

The business of R. Cristall, general merchant, Newdale, is advertised for sale.

B. W. Kert, general merchant, Dominion City, has assigned to A. W. Johnston.

The sheriff is in possession of the premises of Baird & Co., liquor merchants, Brandon.

A. Seger, general merchant, Altamont, has assigned to C. H. Newton; a meeting of creditors Dec. 29.

Laurendeau Bros., liquor merchants, Edmonton, have been succeeded by the Edmonton Wine & Spirit Co.

BRITISH COLUMBIA.

G. W. Picken, grocer, Vancouver, has been succeeded by N. R. Eastbrook.

NEW BRUNSWICK.

M. P. Doyle, general merchant, Jacquet River, is dead.

S. S. DeForest, wholesale grocer, St. John, has compromised.

O'Brien & Mitchell, general merchants, Newcastle, have been succeeded by I. Mitchell.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE OHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK

"Horse Shoe" SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

FRESH FROZEN FISH
FRESH CURED HADDIES

And all other kinds of fish in season. Write us for Price Lists and Show Cards.

MONTREAL, P.Q.
ST. JOHN, N.B.
WESTPORT, N.S.
GRAND RIVER, P.Q.
GASPE, P.Q.

LEONARD BROS.
20, 22, 24 and 26 Youville Square,
Montreal.

P.O. Box 639.
LONG DISTANCE TELEPHONES.

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best,** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** **OTTAWA**

The Dominion Packing Company,
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

WE desire to thank all our friends for patronage extended to us throughout the closing season, and to wish for them a Happy and Prosperous New Year.

F. W. FEARMAN COMPANY,

PORK PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our
Fresh Pork Sausage

Are good sellers.

Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Improving the Dairying Industry.

THE little kingdom of Denmark occupies an almost unrivalled position as a producer of first-class bacon and butter, as Canadian exporters of these products fully realize. This pre-eminence has been brought about chiefly by the general diffusion of agricultural information and the hearty co-operation of the farmers along every line that will be to their mutual advantage. There are many directions in which Canadians might profitably imitate these energetic rivals of ours, not the least important being in the improvement of dairy herds. The aim of intelligent dairymen, in Canada as well as in Denmark, is to produce the largest amount of first-class milk, butter or cheese at the least cost. Let us see, then, what co-operative testing has done for the Danish dairy herds in the way of cheapening the cost of production.

The first of these co-operative testing associations was formed in 1895. Each society is composed of a limited number of farmers, about twelve or fifteen, who agree to have careful tests of their cows made at frequent intervals during the whole milking period by a competent man hired for the purpose. Fairly accurate records are thus obtained, not only of the yield of milk and butter fat, but of the amount, kind and cost of the feed consumed. The information thus secured has proved remarkably effective in inducing the Danes to adopt better methods of breeding, feeding and culling dairy cows.

In 1895, when the first testing association was formed, the value of the butter exported from Denmark was $19,000,000. In 1901, when over three hundred of these associations were scattered over that country, the value of the butter exports amounted to $29,000,000, an increase of over 50 per cent. in six years. It is generally agreed that the greater part of this enormous increase was due to the work of the testing associations in weeding out the poor cows. Not only was the average production of the milking cows largely increased, but so much additional skill in feeding was acquired that the cost of feed necessary to produce a pound of butter is now estimated to be less than two-thirds of what it was when the first co-operative association started operations in 1895.

Canadian dairymen who are looking for dividends on their investments should consider these figures. The reports of the testing societies showed that the cost of keeping these yearly records was from forty to sixty cents per cow, while the increased returns per cow, as a result of five years' testing, were from six to fifteen dollars per annum. Surely this is an eminently satisfactory rate of interest. The extraordinary increase in the number of these societies in Denmark shows how highly their work is appreciated. The tests made by the original associations were sufficient to convince the Danish farmers that they were not dairying on business principles—that they were allowing a lot of robber cows to eat up the profits produced by their good cows—and they were quick to adopt better better and more profitable methods.

The hundreds of co-operative cheese factories and creameries doing business throughout Canada prove conclusively that successful work can be accomplished along co-operative lines.

It is only a short step from the co-operative factory to the co-operative testing association, and it would seem that methods which have proved of such marked benefit in Denmark could not much longer remain unheeded in this country. In every dairy community there is at least one particularly intelligent and progressive man, who would have little trouble in inducing 20 or 30 of his neighbors to join him in an enterprise that has proved so profitable elsewhere.

It has been demonstrated by the Canadian census returns and other official statistics, by the work of experimental farms and agricultural colleges, and by numerous private investigations of dairy herds, that a large proportion of our cows are kept at an actual loss. An educational campaign that will bring dairy farmers face to face with facts as they exist on their own farms is urgently needed in this country. The problem of weeding out the cows that cannot be made to yield milk at a profit is by far the most important one that confronts our dairymen to-day. The possibilities in this connection were well illustrated by Prof. Grisdale at the recent Winter Fair at Guelph. He told of a friend of his who had increased the average production of his herd from $35 in one year to $45 the next, although the price of wheese remained the same. In the third year, with cheese considerably higher, the average of his herd came up to $60, and in the year following to $70. This was accomplished by more skilful feeding, by weeding out unprofitable cows, and by buying from neighbors better producing cows, of whose value the owners were ignorant.

Toronto Provision Merchant Dead.

MR. R. THOMPSON, of R. Thompson & Co., wholesale provision merchants, Toronto, died on Dec. 20, after an illness extending over a fortnight.

Mr. Thompson was born in the Town of Goole, Yorkshire, England, and came to this country when about twenty years of age. He almost immediately settled in Toronto, where he has resided ever since. He was a pioneer pork packer of Toronto, having started in a small way in St. Lawrence market. He afterwards went into partnership with J. L. Morrison, in the old Manning block, Front street east, under the firm name of Thompson & Morrison. A year later Mr. Thompson withdrew and again started in business on his own account at 35 Church street, where he had carried on a successful business for the last forty years, and with the perseverance and indefatiguable energy of the young Englishman accumulated a considerable fortune. At the time of his death he was one of the largest property owners in this city, besides being largely interested financially in the Imperial Bank, Western and British American Assurance Companies, Northwest Land Co., Toronto Railway Co., Bell Telephone Co. and Electric Light Co. His wife, a daughter of tne late John Walker, died about twenty years ago.

Deceased leaves two sons, Robt. W. and Albert A., who were connected with him in business; a brother, Wm. Thompson, of this city, and two sisters, Mrs. R. Banfield of Chester, West Virginia, and Mrs. Thompson of Hull, England.

The World's Cheese Store House.

MONTREAL is recognized as one of the largest, if not the largest cheese shipping ports on the continent. It is not generally known however, that Montreal is the world's cheese storehouse, vast quantities being held there by British firms.

In the course of a recent interview Mr. A. A. Ayer, Montreal, expressed the following opinion on the cheese situation:

"There is a general public impression that the Montreal produce dealers are making a lot of money out of the rise in cheese. But it is a great mistake. I venture to state that fully eighty-five per cent. of the cheese in store in Montreal to-day does not belong to Montrealers, but to English firms.

"Montreal has come to be one of the great cheese storehouses of the world, An immense quantity of cheese has been sold here during the last month, but very little has been shipped. There is no reason why it should be. This is the best possible place to keep it.

"The local exporter cannot afford to speculate in heavy holdings of cheese. One house did it last year, and the result was disastrous. The great English firms, with interests widely distributed, are doing the holding.

"There may be one or two firms in town holding as much cheese as they would handle in two weeks' business, but the great majority have not a pound more than a week's supply. And yet the public think we are making fortunes."

FRESH PORK SAUSAGE MEAT

is a good line for holiday trade. Nicely chopped, spiced or plain. Packed in 12-lb. cartons, or wooden pails. Fresh every day, at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

MAGIC

TRADE MARK

SODA

OR SALERATUS IS THE BEST.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The attention of the public is still centred on holiday goods and as a result cured and fresh meats have been quiet. Lard in tierces, tubs and pails has declined 1-4c per lb. Large consignments of light hogs are arriving for curing purposes. Dealers are curing large quantities of meats and anticipate a large supply when the trade opens up next Spring. Our quotations are:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 07½	0 08
" pails "	0 08	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 50
" medium	6 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	8 00	9 50
Veal	6 00	8 50
Hogs, light	....	6 25

Cheese—A smaller inquiry is noted for cheese on the foreign market this week. As cheese was made on a very extensive scale last Summer the outlook at present is for a decline in price. All orders are being filled from storage stock. Prices continue unchanged. We quote the following:

	Per lb.	
Cheese, large	0 10½	0 11
" twins	0 11	0 11½

Butter—On every hand is to be noted a scarcity of creamery butter. Dealers are receiving numerous letters from the manufacturers stating that supplies will be very small in comparison with former years. It is learned that a number of factories have closed and this may result in a larger supply of dairy butter, as farmers will be inclined to make their own butter rather than ship their milk to a srtange concern. Dairy prints have advanced 1c per lb. Our quotations are:

	Per lb.	
Creamery prints	0 23	0 24
" solids, fresh	0 21	0 22
Dairy prints	0 18	0 20
" in tubs	0 14	0 17
" large rolls	0 17	0 18

Poultry—Frequent shipments of chickens are noted on the market this week. Owing to the fact that a large share of the fowls received are scalded when plucked, which lessesen the value of the bird, commission merchants have had to arrange their market value according to appearances. The price as quoted below is only paid for first-class birds, other qualities being 8c per lb., while some birds bring no higher than 6c per lb. Ducks and geese are scarce and prices have advanced from 1-2c to 1c on geese and from 1c to 2c per lb. on ducks. Much to the surprise of many of the dealers turkeys began to arrive in large quantities some days before Christmas instead of at the last moment and the result was that better prices were realized by all concerned, and that the market was free from the glutting which has characterized the local market in former years. We quote the following:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 06	0 08
Geese	0 10½	0 11
Turkeys	0 14	0 15
Ducks	0 11	0 12

Montreal.

Provisions—Prices for all kinds have ruled steady during the week and fair amount of business done. For the Christmas and holiday trade, smoked meats obtained good trade. Receipts fairly satisfactory. Dressed hogs have shown an easier feeling owing to heavy receipts of live hogs and lower prices ruling in latter. Good demand for small lots, fresh killed abattoir sold at $6.75 to $7.25 and country dresed at $6 to $6.75. A good business is doing in lard.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07¾
" " 60-lb. fancy tubs	....	0 07¾
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 52½
20-lb. tin pails, each	....	1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09¼

John Lethem & Sons, Leith, Scotland,
invite correspondence with Manufacturers and Shippers of all classes of goods, suitable for Grocers, Bakers, and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

I want to secure **Sole Agency** for **Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A1**, Splendid connections.
A. S. DUFFUS, Jr., 9-10 St. Mary-at-Hill, LONDON

DAVID SCOTT & CO., Est. 1878
ENGLAND, 10 North John St., **LIVERPOOL**
Splendid connections and references. Try us with a shipment of **CANNED GOODS.** T.A.-Scottish, Liverpool.

Hamilton Wickes & Co.
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicitcd.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
Butter, Cheese, Eggs, Bacon, Apples, Poultry

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code — CARDIFF, Wales.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

STOKES BROTHERS
General Merchants **Exeter, England**
DEALERS IN
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence Solicited.

Established 1870 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK. Small's

BE WISE
Prudence and economy speak volumes when they suggest that you handle
EAGLE BAKING POWDER
It pays you a good profit.
We guarantee it to give your customers satisfaction or refund the money.
J. H. MAIDEN
MONTREAL.

A Happy New Year To You All.
THE BATES PEACOCK CO., HAMILTON
MAKERS OF
PEACOCK BRAND CREAM CHEESE and MINCE MEAT.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

WHITELEY, MUIR & CO., 15 VICTORIA ST., LIVERPOOL, **ENGLAND**
We handle consignments of **CANADIAN MEATS, CHEESE and BUTTER.**
We sell cost, freight and insurance.
Western Union Code.
LONDON, LIVERPOOL, GLASGOW

FISH and OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

EGGS
We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

WANTED
The name and address of every grocer who does not sell
Chaser Soap
The Duncan Company of Montreal
P. O. Box 292.

Turner's Flavoring Extracts
Unequalled in quality and strength.
Well established on the market.
All who use them duplicate orders.
SEND FOR PRICE LISTS.
Turner & Co.
23 Jarvis St. Toronto.

Butter—A very strong feeling obtains in the butter market and since last issue an advance of another 1-4c is noted. The market has a strong undertone. The supply of very choice creamery continues poor and is bound to be maintained for some weeks yet. Export shipments are somewhat under similar period last year.

There seems to be a very brisk business doing and holders are expecting very high prices inasmuch as there is no butter to speak of being made at all. We quote:

Finest creamery	0 21½ 0 22½
Fair to good creamery	0 20½ 0 21
Medium	0 19½ 0 20½
Western dairy	0 16 0 17

Cheese—The situation remains unchanged from last week's position, a firm undertone prevailing, and augurs well for good future business. Many holders are lying on their oars awaiting developments and looking for better prices. We quote 10 1-4 to 10 1-2c for finest, with undergrades at 10c.

The market at present is very quiet, but last week there was some activity, many orders coming from London and Bristol. Prices were made up as high as 10 3-4c, one holder reported having made 11c over the cable. It was also reported that some London buyers operated quite freely on the Liverpool market. This market is now quoted 48s to 51s for held goods, and 53s for Septembers. It is the holiday season now in England and nothing much is expected until after the close of the year.

Eggs—Business has been considerably more active and a lot of western cold storage stock was turned to local jobbers from 18 to 18 1-2c for No. 1 and 16 1-2 to 17 1-2c. Montreal limed are getting into small compass and not much anxiety shown by holders to force sales. Selects quoted at 24c; new laid 26 to 28c.

St. John.

Provisions—There is very little business in either barrelled pork or beef. Prices are unchanged. Ham and rolls hold quite firm. Pure lard is rather easier. This has been an active week in fresh meats, but business is now quiet. Sales of poultry were large; while just before Christmas prices dropped a little, high prices were the rule. Real good chickens at reasonable figures were almost impossible to get.

Mess pork, per bbl	$15 00 $17 00
Clear pork "	17 00 20 00
Plate beef "	13 00 14 00
Mess beef "	10 50 12 00
Domestic beef, per lb	0 04 0 05
Western beef "	0 07 0 08
Mutton "	0 04 0 05
Veal "	0 06 0 07
Lamb, "	0 06 0 07
Pork "	0 05½ 0 06
Hams "	0 12 0 13½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 08½ 0 08½
" " pails "	0 08½ 0 09
Refined lard, tubs	0 08 0 08½
" " pails	0 08½ 0 09

Butter—While there is a fair supply prices are held firm and for best stock high prices are obtained.

Creamery butter	0 22 0 24
Best dairy butter	0 18 0 20
Good dairy tubs	0 16 0 17
Fair "	0 14 0 15

Eggs—Sale rather dropped off just before Christmas. Full prices still asked.

Eggs, hennery	0 24 0 25
" case stock	0 23 0 25

Cheese—The stock held not large and prices rather higher.

Cheese, per lb	0 10 0 11

Winnipeg.

Butter—Very little fresh stock is now obtainable and the orders from the trade are being filled by jobbers from stocks on hand. Prices are unchanged. We quote:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 27

Cheese—We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Cured Meats—Prices continue unchanged. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 13½
" " heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 09
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15
" " spiced rolls, long	0 10
Manitoba butts	0 10
" " skinned	0 10½
" " boneless and rolled	0 11½
" rolls, boneless	0 11½

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 10
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	11 00
Standard mess pork, per bbl	16 00
Manitoba "	20 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

Lard—We quote this week as follows:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. " "	1 80
" 3-lb. tins, per case 60 lbs.	6 00
" 5-lb. " " "	5 85
" 10-lb. " " "	5 70
Pure lard in bbls, per lb	0 08½

Jamaica: A Market for Dairy Produce.

In the weekly report of the Department of Trade and Commerce, Ottawa, dated Dec. 27, the attention of the trade is directed to the fact that Canadian cheese is excelling in public favor in Jamaica as against the same article manufactured in the United States. There is room for considerable improvement, however, in regard to strength and size of package used. The demand is altogether for mellow cheese, provided it is not oily. Complaints are frequently made that the same quality does not usually follow up first shipments, an error which cannot help but be damaging to the development of Canadian trade.

There is also an active and steady demand for smoked hams, sizing 7 to 12 pounds, also for shoulders and picnic hams, bacon in breakfast slips, rolls and lean Wiltshire cuts. American and English firms practically monopolize the market at the present time, although there is no reason why Canadian curers should not have a fair share of this trade.

A Growing Salt Industry.

The Wingham Salt Works, which recently installed new apparatus, is now turning out about a carload per day.

"May the NEW YEAR be Prosperous"

OUR WISH for all our Customers and Friends—that the NEW YEAR may be one of prosperity beyond all others.—WE CAN HELP YOU MAKE IT ONE.

—by handling our staple lines—all of which are "trade builders," profitable, and of unequalled values.

—by taking advantage of our "SPECIALS" which we have from time to time—always of interest to keen buyers.

—here is one—

BODES' GUM and Vending Machine

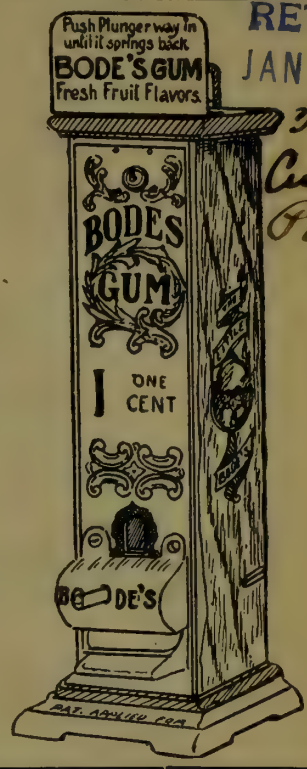
"BODES" Gum—one of the best known brands in the United States—is already having a very large sale in Canada. The vending machine is the neatest and best ever invented.

FREE We will for a limited time supply these machines—free of all restrictions—with your first order.

ORDER AT ONCE—— Our sales already run up in the hundreds——

THE EBY, BLAIN CO. LIMITED

WHOLESALE GROCERS, ETC TORONTO.



RETURNED JAN 16 1905 To Gum Cut Book Page 8

Dairy and Provision Notes.

Elsewhere in this issue is reproduced a photograph of the St. Charles Condensing Co.'s plant at Ingersoll, Ont., which within the past five years has grown to very large proportions. This factory supplies export markets as well as the domestic trade with "St. Charles Evaporated Cream," "Silver Cow," "Purity" and "Good Luck" brands of sweetened milk.

PERSONAL MENTION.

Mr. J. T. Madden, of the Wm. Ryan Co., Toronto, is spending the week in Syracuse, N.Y.

Mr. Harry Dawson, of the Dawson Bros. Commission Co., Toronto, was in Montreal for a few days this week.

Mr. D. G. Wilson, bookkeeper with the J. A. McLean Produce Co., Toronto, is spending a week's holidays in Hastings.

Mr. W. B. Stringer, of the W. B. Stringer Co., Toronto, is visiting New York, Boston and Philadelphia this week.

Mr. C. C. Dalton, of Dalton Bros., spice manufacturers, Toronto, has been elected a director of the Bank of Hamilton.

Mr. Walter M. Lowney, of Walter M. Lowney & Co., Boston, was a visitor to Montreal last week. Mrs. Lowney accompanied Mr. Lowney.

In the report of the death of the late Mr. Geo. Lightbound in last week's issue of The Grocer it was stated that Mr. Jos Huxley of the Tamiekande Tea Co., was one of his partners in the firm of Lightbound, Ralston & Co. This should have read "Mr. Silas Huxley, of the Tamiekande Tea Co."

Mr. J. R. Masecar, manager of the Comfort Soap Works at Toronto Junction, was the recipient of a Christmas presentation from the employes of the company on December 23.

Mr. J. P. Caie, a well-known citizen of St. John, N.B., is dead. Mr. Caie was formerly senior partner in the firm of Caie & Wilson, wholesale grocers and commission merchants, which business was later carried on under the name of Caie & Co. For a number of years previous to his death Mr. Caie represented a number of leading Quebec wholesale firms.

COMPANIES INCORPORATED.

THE Davies Packing Co., Toronto, have been incorporated with a share capital of $100,000, to carry on the business of general merchants, manufacturers and dealers in pork meats and hog products, and other animals. The directors are: Wm. Davies, R. H. Davies, E. Adie, F. J. Smale, J. S. Porter, and J. W. Flavelle, all of Toronto.

The Pattee & Lett Co., Ottawa, have been incorporated with a capital stock of $100,000 to purchase, sell and deal in fruit orchards, nurseries and gardens; to purchase and operate elevators, packing houses, warehouses and factories for storing fruits, vegetables, etc., also to manufacture and deal in evaporated fruits, vegetables, etc. The directors are: G. B. Pattee, H. G. Pattee, L. G. Pattee, C. B. Powell and F .W. Carling, all of Ottawa, and W. P. Lett, Riverside, Califronia.

SCHEDULE OF GROCERS' HOCKEY GAMES.

At a meeting of the Executive of the Toronto Wholesale Grocers' League this week the following schedule was drawn up and adopted. The games promise to be of great interest, as Mr. J. I. Davidson has signified his intention of presenting a trophy to the winning team:

Jan. 2—T. Kinnear & Co. v. Grocery Brokers.

Jan. 5—Canada Grocers v. H. P. Eckardt & Co.

Jan. 12—T Kinnear & Co. at Canada Grocers.

Jan. 14—H. P. Eckardt & Co. at Brokers.

Jan. 19—Canada Grocers at Brokers.

Jan. 19—T. Kinnear & Co., at H. P. Eckardt & Co.

Jan. 23—Grocery Brokers at T. Kinnear & Co.

Jan. 26—H. P. Eckardt & Co., at Canada Grocers.

Feb. 2—Canada Grocers at T. Kinnear & Co.

Feb. 2— Brokers at H. P. Eckardt & Co.

Feb. 9—Brokers at Canada Grocers.

Feb. 11—H. P. Eckardt & Co. at T. Kinnear & Co.

WE DESIRE TO EXPRESS THANKS TO OUR NUMEROUS CUSTOMERS FOR THE GENEROUS PATRONAGE AFFORDED DURING THE LAST YEAR, AND WISH THEM ALL A . . .

Happy : and : Prosperous

NEW YEAR

The Canadian Salt Co., Limited

Windsor, Ont.

We thank our many friends—extending all the way westward from the Atlantic, and all the way eastward from the Pacific—for this BUMPER YEAR now fast disappearing into history.

The enormous increase in our business this year has proved that our motto

"Quality Counts"

means all that we think it does, and that the trade will inevitably recognize, and insist on getting, GOODNESS in their goods.

This is just what our White Swan brand stands for. In Flaked Cereals, Coffees, Spices, Flavors, Cocoanut and the many other White Swan lines QUALITY is pre-eminently the factor that can always be counted on.

Again we thank you.

THE ROBERT GREIG CO., LIMITED
White Swan Mills, TORONTO

Ammonia.
Gorman, Eckert & Co., London, Ont.

Auctioneers.
Suckling & Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Gillard, W. H., & Co., Hamilton.

Cans and Canisters.
Acme Can Works, Montreal.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dunn, W. H., Montreal.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.
White & Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Duffus, Alex. S., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co. Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Crosse & Blackwell's—C. E. Colson & Son, Montreal,
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Greig, Jas. R., Montreal.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Rice
Orme & Sutton Rice Co., New York.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Cabine Syrup Co., Montreal.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
Reckitt's—Gilmour Bros., Montreal.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.
Hamilton, Yeast Co., Hamilton, Ont.

INDEX TO ADVERTISEMENTS.

Acme Can Works.... inside front cover
Adamson, J. T., & Co..... 51
Allison Coupon Co... 8
American Tobacco Co. 58
Auer Light Co 3

Balfour & Co..... 11
Barnard & Holland..... 47
Bates, Peacock Co 21
Bennett Mfg. Co..... 7
Biermann, E., & Co. 21
Black Bros. & Co..... 14
Blue Ribbon Tea..... 47
Bradstreet's 7
Braid, Wm., & Co 61
Brantford Starch Works..... 30

Cabine Syrup Co..... 41
Canada Maple Exchange. 21
Canada Paper Co. 51
CANADIAN GROCER..... 2
Canadian Press Clipping Bureau..... inside back cover
Canadian Salt Co. 24
Canadian Swiss Trading Co..... 60
Capstan Manufacturing Co 3
Cassidy, J. L., Co 47
Ceylon Tea 6
Chase & Sanborn..... 52
Christie, Brown & Co..outside front cover
Clark, W..... 43
Coles Manufacturing Co 30
Colson, C. E., & Son..outside back cover
"Commissioner" Tea 7
Common Sense Mfg. Co 32
Cowan Co..... 49
Cullen, Orlan Clyde..... 45

Davidson & Hay 13
Dawson Commission Co 50
Dingle & Stewart 2
Dominion Molasses Co..... 5
Dominion Packing Co 18
Douglas & Ratcliff..... 26

Downey, W P 43
Duffus, A. S..... 21
Duncan Company 22
Dunn, Wm. H..... 52
Dutch Chemical Works..inside back cover

Eby, Blain Co..... 23
Eckardt, H. P., & Co. 33
Edwardsburg Starch Co 63
Empire Tobacco Co.. 56
Epps's Cocoa..... 43
Eureka Refrigerator Co 7
Ewing, S. H. & A. S. 64
Ewing, S. H., & Sons..... 3

Fearman, F. W., Co 18
Finkle & Ackerman..... 32
Fortier, J. M 58
Foster Pottery Co 2
Frontenac Cereal Co 54

Gibb, W. A., Co..... 50
Gillard, W. H., & Co 8
Gillett, E. W., Co., Ltd..... 20
Gorman, Eckert & Co..... 26
Gowans, Kent & Co...outside back cover
Greig, Robt., Co..... 24

Heinz, H. J. Co..... 5
Hill, Evans & Co 3
Hudon, Hebert & Cie..... 40
Husband Bros. & Co. 50

James, F. T., Co..... 22
Japan Teas..... 4

Keen, Robinson & Co.outside front cover
Kingston "Gleaner" ....inside back cover
Kinnear, Thos., & Co..... 12

Lake Huron & Manitoba Milling Co... 55
Lambe, W. G. A..... 2
Lamont, Corliss & Co..... 60
Lawson, Reginald..... 2
Leonard Bros 17
Lethem, John, & Sons..... 21
Little, Geo..... 21
Lucas, Steele & Bristol 11
Lumsden Bros 48
Lytle, T. A., Co 3

Maiden, J. H..... 21
Mathieu, J. L., Co.....inside front cover
Matthews, Geo. Co 20
Metallic Roofing Co. 45
Millman, W. H., & Sons..... 2
Milne, Chas..... 2
Montreal Maple Co..... 60
Mooney Biscuit and Candy Co..... 49
Morse Bros..... 10
Mott, John P., & Co 48

MacLaren's Imperial Cheese Co 12

McAlpin Consumers Tobacco Co .. 58
McCann, Wm., Milling Co 55
McDougall, D., & Co..... 58
McGregor-Harris Co. 32
McLaren's Cooks' Friend Baking Powder .....inside back cover
McLean, J. A., Produce Co.. 20
McWilliam & Everist 50

National Licorice Co ...inside front cover
Nicholson, Bain & Johnston..... 2
Nicholson & Bain 2
Nicholson & Brock 45

Oakey, John, & Sons..... 8
Oakville Basket Co,.....inside back cover
Orme & Sutton Rice Co..... 55
"Ozo" Co..... 41

Page, C. S.... 45
Park, Blackwell Co 18
Payne, J. Bruce 57

Rattray, D., & Sons 17
Reckett's Blue..... 62
Reid, Homer 51
Robinson, O. E..... 51
Rose & Laflamme 5, 62
Row & Co..... 2
Rutherford, Marshall & Co 22
Ryan, Wm., Co.... 22

"Salada" Tea Co 30
Scott, David, & Co..... 21
Smith, E. D..... 49
"Sovereign" and "Lynx" Salmon.. 16
Stavanger Preserving Co..... 43
St. Charles Condensing Co 17
Stewart, A. J..... 48
Stokes Bros 21
Stringer, W. B., & Co..... 51
"Sugars" Limited 51
Sutton, G. F., Sons & Co..... 7

Tarbox Bros 7
Tippet, Arthur P., & Co 1
Todd, J. H., & Sons 16
Toronto Salt Works....inside back cover
Tuckett, Geo. E., & Son Co..... 57
Turner & Co 23
Turner, James, & Co..... 11

United Factories 8
Upton, Thos., & Co..... 13

Walker, Hugh, & Son 51
Walker Pivoted Bin and Store Fixture Co..... 39
Watt, J. L., & Scott 60
Wethey, J. H.....outside back cover
White & Co. 51
Whiteley, Muir & Co..... 21
Wickes, Hamilton, & Co..... 21
Wilson Commission Co..... 2
Wilson, W. H., Co..... inside back cover
Winn & Holland.....inside front cover
Wood, Thomas, & Co 8
Woods, Walter & Co..... 21

THE

NEW YEAR

Business Review and Changes for 1905.

The New Year is with us—you will now doubtless review your year's business.

The results on the whole will probably be satisfactory, but most of us will likely discover that certain lines have not moved just enough—their sales have been below the mark.

A good reason for this condition will likely be found in the goods and now is the time to switch over to a popular line.

We have improved a good many lines for next year—have studied all our goods—and those which are not up to the Gorman & Eckert standard will be replaced by better lines. New lines will also be handled to meet new conditions.

It won't cost you anything to consult us on your slow-moving lines—you don't have to handle our lines because you do, but we may be able to help you out.

We hope your 1905 trade will show an increase over 1904, and we think we can help you to do it.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

THE STORY OF 1904.

THE STORY OF 1905

Begins Tuesday, Jan. 3rd.

The New Year brings New Purposes.
Will you not purpose to give us some, if not all of your business this new year in

WRAPPING PAPERS
PAPER BAGS AND TWINES
OYSTER PAILS, PARCHMENTS, ETC., ETC.

We handle the very best class of goods, ship without any delays, and strive with all our might to deserve your business.

Send us your next order.

DOUGLAS & RATCLIFF

Paper Merchants. LIMITED

30 W. MARKET ST. TORONTO.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and ***remittance must accompany order in every case.***

THE CANADIAN GROCER

MONTREAL and TORONTO

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 515, McIntyre Block. Telephone 1846. F. R. Munro.
LONDON, ENG. - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG. - - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - - No. 3, Market Wharf. J. Hunter White.
NEW YORK - Room 1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.
ADELAIDE, AUSTRALIA, - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Walker Pivoted Bin and Store Fixture Co., Toronto.

NEW METHODS FOR THE YEAR 1905.

WITH the beginning of this new year, another round in the ladder of mercantile life has been reached, but as there is no standing still, retailers must prepare for the work of the new year. Great preparations must be made to reach the higher possibilities which another year may bring forth. Gains and losses must be discovered and an inventory made that will perhaus disclose mistakes that might have been avoided by pursuing a different course. It isn't a pleasant task but by knowing errors, profit should inevitably accrue. A lesson must sometimes be learned at great expense.

There must be a balancing of methods involving plans for future work and whether these plans are of small or large proportions, the principle is the same in passing from old to new conditions. Primitive business methods must give way to highly organized and developed systems. One must study old methods to see what can be dispensed with and what can be improved, if the machinery of mercantile methods is to be advanced.

Perhaps, many have fallen into a rut and do not know how to get out. Such ones must come out of their shell and study what others have done to achieve success. After all, methods of business are but the outward manifestations of the business man and all must probe into the new ways of business and adapt theselves to new methods of procuring success. The business field is wide, with plenty of room for all, and a luxuriant field looms up for the ensuing year, for all who will understand.

TINNED GOODS MARKET GOES ABEGGING.

IT seems strange that there should still be "new fields and pastures green" for Canadian manufacturers to explore, yet such is the case. According to the latest report of G. E. Burke, Canadian commercial agent to Jamaica, tinned commodities such as fish, meats, fruits, etc., are becoming more popular daily in that island, although so far Canada has been fairly out of it. There is also a brisk and increasing demand for ham and bacon which up to the present time has been supplied almost exclusively by English and United States firms.

A study of the Jamaica trade returns for the last three years shows the following general distribution of the imports of the island. In 1900-01 the United Kingdom supplied 45.2 per cent. the United States 43.4 per cent., Canada 8.6 per cent. and other countries 2.8 per cent. of the total imports. In 1901-02 the distribution was 46.8, 43.3 and 2.9 per cent., and in 1902-03, 50.1, 40.3, 6.9 and 2.7 per cent., showing a gain in 1903 of 3.3 per cent. for the United Kingdom, a loss of 3 per cent. for the United States, and of 1 per cent. for Canada.

In the matter of bacon and tinned goods, however, Canada's contribution is not worth mentioning, while the United States enjoys a large and established trade with Jamaica. Why this should be so is a proper subject for speculation on the part of every man interested in the development of Canadian trade. The reputation for Canadian bacon is already established in the leading markets of the world, and Canadian canned goods can justly be said to be second to none. True, the United States enjoys the advantage of contiguity of market, on the other hand the prevailing sentiment in the British West Indies is British, and it is not improbable that in view of the preference recently accorded British West Indian goods in the Canadian market, a reciprocal arrangement will soon be arived at which will give Canada a direct commercial advantage over the United States with Jamaica. Be this as it may, however, it is high time Canadian exporters made an effort to redeem their present reputation in the West Indies for lack of enterprise, which has cost them many thousands of dollars in trade.

PROBLEM OF PURE WATER SOLVED.

CLEARNESS and sparkle are no more ultimate proof of purity in drinking water than a gilded glitter is evidence of pure gold. Water may be as clear as crystal and sparkling as brilliants, and yet be as laden with plague as the waters of the City of Jericho, when the city fathers besought the prophet to purify the supply. Fortunately for mankind, however, water that is unfit for human consumption generally possesses physical properties that appeal to the sense of taste or smell in a manner sufficient to make it undesirable. Human beings cannot live without a liberal supply, so that the purity of the water in any place is one of the most potent factors in the health of that community. The problem of obtaining a plentiful amount for domestic purposes has been before the nations through all time, and we find the Carthaginians at the time of Hannibal bringing the drinking water from reservoirs through closed viaducts in much the same manner as we do to-day. Waterworks engineering has advanced apace since those days, and the old gravity systems given way to pressure mains,

but the old question still arises: Where can we get the best water at not too great a distance?

The matter is too serious a one to be lightly treated, as most municipalities know, and as others find out when an epidemic has swept the place. The deadly bacilli may be found in teeming millions, and their presence known only when many are taken with fever with fatal results. If it was suspected that the water was not as it should be people were told to boil it, but this precaution was more honored in the breach than otherwise.

If a recent report issued by the Bureau of Plant Industry in the U. S. be true, (and there is every reason to believe it such) the problem of pure water is forever solved. A method as effective as it is simple appears to have been discovered which as yet has had no general application, but from what has been accomplished thereby leaves little doubt as to what may be accomplished. The purifying agent is copper sulphate, and it is claimed that a quantity indistinguishable to the human organism will effectively cleanse any reservoir or source of drinking water supply, leaving it pure and clean and wholesome. The disinfecting properties of copper sulphate are well known, and for many years a concentrated solution has been used for that purpose. Housecleaning time generally saw a generous treatment of it in damp cellars and foul places with almost magical results.

It remained for Dr. George T. Moore, of the United States Department of Agriculture, to find out beyond question that a quantity of copper so small as to have no injurious effect on man, would effectively kill all typhoid and cholera and other germs in drinking water. Like many another important discovery for the benefit of mankind, it was found out while experimenting with another object in view.

Appeals had been sent to the department from different municipalities for advice and assistance in connection with their drinking water. In many places where natural reservoirs were used a small vegetable organism called algae developed, that rendered the water foul and unfit for use in the Summertime particularly, so that animals, however thirsty, refused to touch it. It developed so rapidly, and formed a scum on the surface, that the only remedy seemed to be to empty the reservoir and sweep it, an undertaking by no means practicable. It was recognized that some definite steps must be taken to remedy the evil, and Dr. Moore was delegated to conduct experiments.

Specimens of algae were obtained from all parts of the country and work begun, the results of which are described in a bulletin issued by the Bureau of Plant Industry. His aim was to discover a substance that would poison the algae and yet not harm the water, and that would be cheap. Many substances such as chlorine, sulphur deoxide, silver, mercury and lead, were found effective but prohibitive on account of their cost or injurious effects on animal life. He found, however, in copper sulphate, popularly known as blue stone, a substance that answered his requirements exactly. Solutions as weak as one part in 50,000,000 were found to be effective, and at the same time this small amount of copper was practically indistinguishable. Practical tests were then made on infected reservoirs with really amazing results. By dissolving a small quantity of sulphate suspended in a canvas sack from a row boat, the copper was well distributed. It was found that within 24 hours all the algae has disappeared and the water left clear and sweet. This, however, was only one of the troubles overcome in connection with drinking water, and one that was felt only in certain districts. A greater evil attends the drinking of water in the form of the deadly typhoid and cholera germ. Without experimenting with that in view it was found that the same substance that had wrought such a change on the algae was equally disastrous to germ life. Tests of the water treated showed that all germ life had been destroyed. Thus in dealing with one problem a greater and more serious one was solved.

Municipalities, corporations and waterworks companies should not be slow to act in adopting this effective and very cheap method in any case where the water is even suspected. Where there is an epidemic of fever from the drinking water it should appeal to the community as one of the greatest blessings to mankind. It seems strange that such a simple remedy had not been discovered sooner, but now that the fact is known and given to the world at large there seems no excuse that preventive measures should not be taken by its application.

CANADIAN SUGAR FOR JAPAN.

CANADIAN sugar refiners who are not fully occupied with the domestic market will do well to turn their attention to Japan, judging from the inducements held out by Dominion Government commercial agents residing in that country. Among such a vast population fond of sweetmeats of infinite variety there is hardly any limit to what might be done in the way of exciting a demand for good sugar, provided that article were placed on the market by intelligent and energetic salesmen. The general consumer in Japan pays approximately six cents per pound for "soft white" and "granulated American." a price higher by ten to fifteen per cent. than the Canadian consumer pays for nominally the same grades, but certainly thirty per cent. more saccharine strength.

People accustomed to using Canadian sugar complain that a third more of the sugar in use in Japan is necessary to produce equal results, and remark on the poor quality of the sugar ordinarily procurable there.

An excellent opportunity is afforded Canadian sugar refiners of placing their products on the Japanese market as a staple article if only the requirements of the market are systematically and persistently followed up.

THE ENGLISH POSTAL C.O.D. SYSTTM.

THE Canadian country storekeeper has undoubtedly a hard time to compete with the large departmental mail order stores, but when compared with the merchant in the smaller towns of Great Britain, he is literally in clover. Rural free delivery is supplemented by a parcel post by which boxes of dry goods may be forwarded by mail. The latest move is the further extension of this parcel post system by the

Government considering the establishment of a postal c.o.d. system, by which the letter carrier will collect the money for the mail order concern.

Naturally, the storekeepers are up in arms, and ably seconded by the trade journal press have made a united "holler" which has temporarily checked this obnoxious project. A great deputation of imposing proportions armed to the teeth with facts, arguments and figures, waited upon the public department in Aldersgate street. Combative speeches were made in the retailers' interests insisting upon their important status and claim to consideration. His lordship, the postmaster-general, was asked to enter into the feelings of a small storekeeper who saw an official in His Majesty's uniform pass his door laden with parcels for customers whose accounts with the merchant were perhaps overdue.

Lord Stanley replied to the deputation in a fair and thorough manner, clearly showing that the cash-on-delivery system was nothing more than the consolidation of the parcel post and postal orders. He thought it a simplification of the present method and would in no manner extend the parcel post. However, in the face of such bitter opposition it was not his intention to put the cash-on-delivery system in operation in England, but he would do what he could in regard to the colonies and dependencies in establishing some method which would help in the exchanging of commodities.

The old adage "unity is strength" has thus been once again vindicated and the plans of the Government against the prosperity of the small trades have been overthrown by the energy of the commercial community. That this problem will have to be faced again by our British friends is certain and it is only by united effort on the part of all concerned that it can be squelched.

PRESENTATION.

A GRATIFYING expression of the Christmas spirit was given on Saturday last, in the offices of Douglas & Ratcliff, Limited, paper merchants, Toronto. The staff presented each of their principals with a very handsome bill case, with the wish that next year's business would fill these wallets to overflowing. Coupled with the presentation were addresses in which the employes expressed their pleasure in working for men who thought so much of the welfare of their staff. Mr. Douglas in replying emphasized the principles of justice and integrity which they sought to incorporate into every detail of their business. Mr. Ratcliff in his acknowledgement assured his hearers that they were esteemed to be more than mere employes, that they were an integral part of the business, that they were real contributors to any success the firm might have attained.

It may be remarked that this expression of good will was not alone on the side of the employes. It is the practice of Douglas & Ratcliff to present each member of their staff with a gold piece each Christmas, and this year was no exception.

Business Men in Parliament

Daniel Gallery, M.P., St. Anne's, Montreal.

FOR the second time Ald. Daniel Gallery of Montreal has successfully contested St. Anne's electoral district, winning by a majority of 794. The member comes of good Irish stock and can trace his family history back into the dim and remote past. But he does not parade this fact before the public, preferring rather to base his claims on his record as a business man and citizen of Canada's metropolis

Ald. Daniel Gallery, M.P.

Ald. Gallery owns a large tailoring business and was also at one time closely identified with a bakery business conducted under the firm name of Gallery Bros. He has been entirely successful in his career as a business man, just as he has been in politics.

Politics have always interested him as well as politics of the proper sort. He has not gone in for being an alderman and an M.P. for what he can get out of it, but he has been prompted by the best motives. Consider some of his work as one of Montreal's city fathers. The Gallery baths in St. Anne's ward have been in inestimable boon to the poor people of that district and were provided through his persistent efforts. The paving of Mill street, the mud hole on which so many of the city's biggest factories opened, was the work of Ald. Gallery and a work much appreciated by the wealthy. So that Mr. Gallery's municipal politics have been of great advantage to both rich and poor.

In the wider sphere of Dominion politics, Mr. Gallery has shown the same breadth of view that distinguishes him as an alderman. He has served his constituency and his country well at Ottawa, a fact attested to by the defeat he inflicted on so strong an opponent as J. F. Quinn, one of Montreal's ablest Irish lawyers and politicians.

PERSONAL MENTION.

Mr. Armand Chaput, of L. Chaput, Fils & Cie., Montreal, has been confined to the house for some days through indisposition and a severe cold, but is expected out shortly.

Mr. W. L. Hunter and Mr. Newton A. Hill, of L. Chaput, Fils & Cie.'s traveling staff, were noted among the traveling salesmen in Montreal during the holidays.

Mr. John Christie, representing Carter, Galbraith & Co., Montreal, in Ottawa district, was met by The Grocer this week, spending his Christmas holidays in Montreal.

Mr. W. K. Milne, of Aberdeen, Scotland, is a guest of Mr. Christie, Montreal, during the vacation period.

Mr. W. C. Condron, commission merchant, Quebec City, and representing Chaser Soap in that district, was a visitor to Montreal during the past few days.

Mr. Archie Snowdon, of Snowdon, Forbes & Co., Montreal, is visiting the trade in Ottawa during the present week.

COMMERCIAL AGENT FOR MEXICO.

Mr. A. W. Donly has been appointed Canadian Commercial Agent for the Republic of Mexico by the Department of Trade and Commerce.

Mr. Donly is a Canadian, 38 years of age, and a native of Simcoe, Ontario. His father is registrar of deeds for the County of Norfolk, and his brother was the Liberal candidate for that county in the recent general elections. Mr. Donly is an undergraduate of three years' standing of Victoria University, being a member of the class of 1890. He has lived in Mexico for the past fifteen years, and has had large business connections throughout the republic. Mr. Donly reads, speaks and writes the Spanish language with the same fluency as his native tongue.

Your business ....or.... your life

SALADA
RECEIVED

Gold Medal St. Louis 1904

WILL be freed of many worries by an alliance with **"SALADA"** Ceylon Tea on an offensive and defensive basis. Its selling qualities will protect you against the attacks of the fiercest competition.

SALADA
RECEIVED

Highest Award St. Louis 1904

WE HEARTILY EXTEND THE SEASON'S GREETINGS TO ALL

"SALADA," TORONTO AND MONTREAL.

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

This is another of the dainty packages in which we put up

LILY WHITE GLOSS STARCH

Good starch in attractive packages makes good business.

Trunks—6 lbs. starch, 8 trunks in a case.
Drums—6 lbs. starch, 8 drums in a case.
A pair of drum sticks with each drum.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Dec. 29, 1904.

Groceries.

THE grocery trade is quiet and without special feature as usual the week after Christmas, the bulk of business consisting of sorting-up orders and stray orders for staple groceries. Reports to hand from retail grocers throughout the country express satisfaction with this year's holiday trade, which on the whole is up to the average of former years, and in some departments has never been surpassed.

Stocks of nuts and fancy dried fruits are practically cleaned up, walnuts and filberts being particularly scarce, while supplies of fancy blue fruit are exhausted with the exception of some of the cheaper grades. Fancy prices in large size prunes may be expected shortly on account of shortage at the coast. Peels are short and Toronto wholesalers will in all probability have to rely upon outside markets for supplies during the next few months. Valencia raisins are down from ¼ to ¾c as predicted some weeks ago in The Canadian Grocer. Jamaica dates via London are expected to arrive on this market about Jan. 10.

Canned goods are quiet and featureless as well as syrups and molasses. Teas continue dull but will probably brighten up by the middle of January. Coffees are firm and advancing. Quotations on Rios and Santos are ½c higher all round than last week. Dried fish are quiet and without special feature with the exception of a scarcity of lake whitefish and herring.

CANNED GOODS.

Canned goods have been quiet during the week, as usual at holiday time. On account of the scarcity of tomatoes some houses are holding them as high as $1.30.

The report current that Pacific Coast salmon will be high and scarce as a result of spot stocks being rapidly picked up by the Japanese need hardly be viewed with alarm by the eastern Canadian trade. A firming tendency has been characteristic of the salmon market since the beginning of the season, but what is more important the requirements of the trade were pretty well met months ago at the opening prices. The fish trade continues quiet generally, no active movement in salmon being expected before the late Spring or early Summer, when the demand proper begins. Our quotations are as follows:

Tomatoes, 3's		1 30
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 75
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SYRUPS AND MOLASSES.

Syrups and molasses are without special feature for the week, and trade is reported dull at unchanged prices. We quote the following:

Syrups—		
Dark	0 30	0 33
Medium	0 35	0 37
Bright		0 02½
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 03
" kegs "		1 30
" 3 gal. pails, each		0 90
" 2 gal. "		1 90
" 2-lb. tins (in 2 doz. case) per case		2 35
" 5-lb. " (in 1 ") "		2 25
" 10-lb. " (in ½ ") "		2 10
" 20-lb. " (in ¼ ") "		
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 60
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 80
Qts. " "		6 00

COFFEES.

A firm and advancing coffee market has ruled during the week under review. Rios are scarce on the local market, some grades not being procurable. Stocks in wholesalers' hands are light, which has necessitated rather freer buying than usual, although future buying is far from their minds at present.

Prices in New York have fluctuated during the week, although at the close there is no quotable change. Locally Rios are up ½c on all grades.

Certain trade interests are inclined to doubt the soundness of the present upward movement in prices, their argument being that the statistical position does not warrant higher values, pointing out that the world's visible supply of coffee on December 1 was at the exceptionally large total of 14,086,000 bags, or 250,000 bags larger than on the same date last year. Those who are friendly to the market state that in a speculative movement in any commodity it is well to remember that a movement in prices, be it up or down, is barely based upon existing known facts, but is usually discounting future probabilities. Particularly, it is claimed, is this true of the present movement in coffee prices. No attempt is made to explain away present record-breaking stocks, but it is argued that taking into consideration the outlook for the production of coffee the indications are that coffee at prices now ruling is cheap; consequently strong financial interests are being attracted by the possibilities of good profits and during the past two weeks have been free buyers of coffee contracts.

As has been previously pointed out, the indications, according to the information of some of the best informed of the trade, point to a material reduction in the world's stock of coffee before the opening of the new crop year, which occurs on July 1, 1905. The generally accepted idea in the trade is that the yield of the present Rio and Santos coffee crops is about 9,500,000 bags, and that the crops of other countries will yield 4,500,000 bags, making a total production of 14,000,000 bags. The takings for consumption in the United States and Europe up ta December 1 were 7,022,000 bags, compared with 7,138,000 bags same time last year. The total deliveries or takings for consumption in the United States and Europe last season amounted to 16,134,000 bags, and it is expected that the deliveries this year will amount to fully 16,100,000 bags; therefore with a production of only 14,000,000 bags an apparent deficiency of 2,100,000 bags presents itself, and will have to be supplied from reserve stocks. The world's stock of coffee, on the opening of the present crop year was 12,361,000 bags; consequently if consumption during the current crop year exceeds production by 2,100,000 bags the world's stocks of coffee on July 1 will have been reduced

New Year's Greetings

to our many friends, the number of whom we trust to greatly multiply in 1905.

McGREGOR-HARRIS CO.
33 Pearl St., TORONTO.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.

Mfr's choice grades
Evaporated Apples

COMMON SENSE
KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

All About Tea From A to Z

Tea Hints for Retailers
BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

TECHNICAL BOOK DEPT.
MacLean Publishing Co., Limited
10 Front St. E., Toronto

to about 10,250,000 bags. Enthusiasts on the bull side of the market are inclined to go still farther. They take the stand that as the season progresses and it becomes more evident that the consumption of coffee at prices now ruling has overtaken and passed production it is by no means an improbability that trade interests generally will show a desire to acquire larger stocks of coffee and obtain the benefit of advancing prices. This would result naturally in large deliveries, some of the more sanguine considering that it is well within possibilities for the deliveries of coffee in the United States and Europe for the current year to reach 17,000,000 bags, which with the production for the year at the figures estimated will place the world's visible supply at the opening of the new crop year at about 9,400,000 bags.

The leaders of the present upward movement of prices, it is understood, are not only considering the decrease in reserve stocks for the present crop year but they also are of the opinion that the production of coffee for the season of 1905-1906 will fall short of consumptive requirements, and that reserve stocks will therefore again have to be drawn upon. Latest reports from Brazil, particularly the State of Sao Paulo, are understood to be discouraging. The flowering of the Santos crop has been reported poor and irregular; the condition of the coffee trees is generally understood to be weak and the crop generally has a patchy appearance, the indications pointing, it is stated, to a small yield.

We quote the following prices :

	Per lb.
Green Rios, No. 7	0 10 0 10½
" " No. 6	.... 0 11
" " No. 5	.... 0 11½
" " No. 4	.... 0 12
" " No. 3	.... 0 12½
" Mocha	0 21 0 23
" Java	0 22 0 35
" Santos	0 11 0 13
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
Green, Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SUGAR.

The strength of the raw and refined sugar market continues unabated, and even the most conservative authorities now see no reason why the present high level of prices should not continue for many months. Locally prices of Paris lumps in boxes and barrels and granulated have each been advanced 5c; while Phoenix and soft sugars are quoted 10c higher than a week ago.

The price of raw beet is now 14s 4½d, the advance for the week being 6s 3d.

Receipts at 3 Atlantic ports for week ending Dec. 21 were 6,749 tons, with meltings 27,000 tons, leaving total stock in all hands 97,265 tons, a decrease of 20,251 tons from last week. Combined stocks of U. S. and Cuba on Dec. 21 were 109,765 tons, against 213,326 tons last year, a decrease of 103,561 tons. Total stocks of Europe and America at latest uneven dates were 2,531,765 tons, as compared with 3,251,500 tons last year at the same uneven dates, the deficiency being 722,735 tons.

Weather conditions in Cuba have been sufficiently favorable to permit an increase of the number of centrals grinding from 45 last week to 76 this week. Our quotations are as follows :

Paris lumps, in 50-lb. boxes	6 13
" in 100-lb. "	6 03
St. Lawrence granulated	5 48
Redpath's granulated	5 48
Acadia granulated	5 48
Berlin granulated	5 43
Phoenix	5 43
Bright coffee	5 33
Bright yellow	5 28
No. 3 yellow	5 23
No. 2 "	5 03
No. 1 "	4 93

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

TEAS.

The tea trade has been exceptionally quiet during the last few weeks, but wholesalers are looking for a decided improvement in January and February, and will make a strong feature of this department.

For the week the London market is closed, which undoubtedly contributes something to the situation in this country. The trade generally are anxiously awaiting the ultimate outcome of the present situation in black and green teas. The big question is : Which is to win out ? It is thought that the oversupply of green tea in Canada has been pretty well worked off, at the same time many of the tea gardens have discontinued the making of green tea and gone exclusively into black.

We quote the following prices :

Congou—half-chests, Kaisow, Moning	0 12 0 35
" caddies, Pakling	0 19 0 40
Indian—Darjeelings, Pekoe souchongs	0 20 0 22
" Pekoes	0 25 0 30
" Orange Pekoes	0 35 0 45
Indian—Darjeelings	0 35 0 45
Assam Pekoes	0 18 0 22
Assam Pekoe Souchongs	0 16 0 18
Ceylon—Broken Orange Pekoes	0 23 0 [illegible]
Orange Pekoes	0 23 0 30
Pekoes	0 19 0 25
Pekoe Souchong	0 15 0 17
China Greens—Gunpowder, cases, extra first	0 35 0 42½
" half-chests, ordinary firsts	0 22 0 25½
Young Hyson, cases, sifted, extra firsts	0 37½ 0 47
" cases, small leaf, firsts	0 30 0 37½
" half-chests, ordinary firsts	0 22½ 0 32
" " seconds	0 22 0 24½
" " thirds	0 15 0 17
" " common	.... 0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25 0 30
" " seconds	0 16 0 18
" half-boxes, firsts	0 25 0 30
Japan—½ chests, finests May pickings	0 35 0 39
Choice	0 32 0 37
Finest	0 28 0 30
Fine	0 25 0 28
Good medium	0 20 0 22
Medium	0 18 0 20
Good common	0 19 0 20
Common	0 14 0 15

SPICES.

Spices are dull and featureless for the week. We quote the following prices :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17
Cassia	0 21 0 25	Mace	0 80 0 90
Nutmeg	0 45 0 75		

RICE AND TAPIOCA.

Trade in rice and tapioca continues quiet and prices are unchanged from last week. Advices received from the south state that mills are offering supplies sparingly and will only trade at a full basis of values, especially for the better grades. Our quotations are as follows:

	Per lb.		Per lb.
Rice, stand. B	0 03½	Tapioca, staple	0 03¾ 0 03¾
Patna	0 05 0 05½	" double goat	0 01½
Japan	0 06 0 07	Carolina rice	0 08
Sago	0 03½ 0 04		

Foreign Dried Fruits.

The wholesale trade is now in a position to estimate the holiday trade and reports a satisfactory volume of business, although in several lines the aggregate is not as large as in previous years, for instance, Valencia raisins, for which the market was spoiled by the extraordinarily low quotations arriving shortly before Christmas from Spain.

Fancy Malaga fruit has been pretty well cleaned up with the exception of

trade conditions continue unchanged. Dealers are looking forward to a quiet season which will last till Spring.

During the week we have added to our list. Hothouse cucumbers selling at $1.30 per dozen; mushrooms at from 80 to 90c; butter squash is scarce and has advanced from 25c to 75c per dozen. Our quotations are:

Greenhouse lettuce		0 35
Greenhouse radishes, per doz. bunches		0 50
Mushrooms, per lb.		1 00
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 15
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu.		0 50
Beets per bag	0 60	0 75
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket		0 50
Spanish onions, per case		3 50
Green house water cress, per doz.		0 25
Cauliflowers, per doz.	0 75	1 50
Michigan celery, per doz.		0 50
Canadian celery, per doz.	0 35	0 75
Vegetable marrow, per doz.	0 50	0 75
Potatoes, per bag		0 90
Butter squash, per doz.	1 00	2 00
Parsnips, per bu.		0 50
Red cabbage, per doz	0 50	1 00
" per head	0 10	0 15
Cabbage, per head		0 05
" per doz.	0 40	0 65
Turnips, per bag	0 30	0 35
Spinach, per bu.		0 50
California celery, per case		5 00
Hothouse cucumbers, per doz.		1 30
Mushrooms	0 80	0 90
Artichokes, per bu.		0 75

Fish and Oysters.

Fishermen in the Maritime Provinces report a scarcity of smelts. Trade in fish which has been quiet during the holiday season but is expected to brighten up after the first of the year, when country retail merchants who handle frozen stock begin to order their supplies. Oysters have been meeting with good inquiry throughout the holidays. Prices at shipping points have advanced. No change is expected on the local market owing to the keen competition. Our quotations are:

Frozen halibut	0 09	0 10
Sea salmon	0 09	0 10
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb.		0 07½
Haddock " per lb.	0 06	0 07
Cod, steak " "		0 07
Trout, lake, per lb.		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb.	0 07	0 07½
Oysters, Long Island natives, per imp. gal.		1 65
" Baltimores, per wine gal.		1 30
" per small pail		3 90
" "Selected," " "		4 80
Oiscoes, per basket		1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl.		3 25
" " large bbl.		6 00
Shrimps, per gal.		1 25
Sea herring	1 00	2 25
Smelts, No. 1		0 10
" No. 2		0 08
" extras		0 12½
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

During the week Manitoba Northern wheat has advanced, No. 1 from 2 to 2 1-2c; No. 2, 3 to 3 1-2c, and No. 3, 3c per bushel. This advance is in sympathy with the sharp advance which took place on the American market this week. Another reason is that the supply of Manitoba wheat is held by a few concerns which are inclined to bull the market. The absence of Manitoba wheat in some quarters has caused a greater demand for red and white wheat, resulting in an advance of 2 1-2c per bushel. The scarcity of rye has caused an advance of 1c per bushel. Other prices continue unchanged. Our quotations are:

All on track Toronto.

Manitoba wheat, Northern No. 1 new	1 09	1 09½
" " " No. 2 "	1 05	1 05½
" " " No. 3 "	0 99	0 99½
Red, per bushel, new	1 04	1 04½
White " "	1 04	1 04½
Barley " "	0 48	0 52
Oats, " "	0 35½	0 36
Peas "	0 74	0 75
Buckwheat "	0 59	0 60
Rye, per bushel, "	0 81	0 82

FLOUR.

Trade in flour is brisk. The exports have increased and large quantities are being shipped, via New York to England, South Africa and the West Indies. This brisk export trade is caused by the poor wheat crop in the United States which prevents the American miller from shipping. The demand for home consumption is also strong, large supplies being consumed in New Ontario. Prices are firm and continue unchanged. Our quotations are:

Manitoba wheat patents, per bbl. in bags		5 50
Strong bakers " "		5 20
Ontario wheat patents " "		5 00
Straight roller " "		4 85

BREAKFAST FOODS.

Trade in breakfast foods is quiet this week owing to the holiday season. A change in market conditions is expected after the first of the year. Prices remain unchanged. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 55
Rolled wheat in boxes, 100 lbs.	2 90
" " 50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Hides in Chicago have declined from 1c to 1 1-4c per pound. Trade conditions continue unchanged. Some dealers expect an improvement in the market, but those really acquainted with the real conditions expect no change before the arrival of new supplies in the Spring owing to the fact that the quality of hide now on the market is not such as to warrant an advance. Our quotations are:

HIDES.

No. 1 green steers, per lb.	0 09½
" 2 " " "	0 08½
No. 1 green, per lb.	0 09
" 2 " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10	
" " " 2 " " "	0 08	
" " " 1 15 to 20 lb "	0 09	
" " " 2 " "	0 07	
Sheep skins	1 10	1 25

TALLOW.

Rendered tallow, per lb.	0 04½	0 04½

WOOL.

Unwashed wool, per lb.	0 13	0 14
Fleece wool, new clip, per lb	0 21	0 22
"Rejections"	0 16	0 17
Pulled wools, super, per lb.	0 23	0 25
" " extra "	0 24	0 26

QUEBEC MARKETS.

Groceries.

Montreal, Dec. 29, 1904.

TRADE among the jobbers is naturally quiet; the majority of the houses have called their salesmen off the road between the two holidays, and the approach of stocktaking time has also quieted, not only the jobbing, but the brokers and commission trades. Sugars are firm and steady. Advices from abroad report an advance for this month and next month of 3d, consequently the position is a strong one. There is practically nothing doing in the tea trade and the feeling is general that nothing much will be done until after the new year. Molasses has shown a very strong position, and, as reported last week, Barbadoes in puncheons was advanced to thirty cents. Spot stocks are pretty well cleaned up and it is estimated that there are not more than from 500 to 600 puncheons among the trade. Mail advices from Barbadoes are not encouraging for large yield next year; in fact it is estimated that a probable shortage of from 15 to 25 per cent. may occur. Corn syrups are in much better demand and are receiving more attention from the trade. Canned goods show no interest except an advance of 5c in tomatoes, making prices $1.30 for Ontario pack and $1.27 1-2 for Quebec. In other lines merely a sorting up trade is being done. In green fruits the holiday trade is in fair condition—orders from the country received by the wholesale fruit dealers would indicate a good demand outside. No changes to report in foreign dried fruits. Mail advices to hand from Sicily report markets for filberts as improved, owing to recent better demand and covering of the shorts. Coffee maintains its strong position, and it would not surprise us to have to report an advance in the near future. Spices are strong with business fairly good. As usual during the holiday season, the demand for fish has dropped off and not much business is looked for until after the new year. Bulk oysters are scarce, and particularly for shell Malpecques and there is a good demand for standards. Frozen fish are coming in freely and in large quantities. Vegetables are moderately active, the strongest feature being the high prices ruling on red onions, which are very scarce. Potatoes hold a fine position, 65c on track in carload lots being the standard price. Maple products are unchanged, though there is a tendency towards more life in this business after the turn of the year. Poultry has received good attention during the week and all lines quoted at firm prices with active demand. Flour prices are unchanged, though a leading miller has reduced the price 20c per barrel for Spring wheat grades. An advance of 25c to 50c per ton is noted in No. 1 Timothy hay, this is no doubt due to the heavy demand from Nova Scotia buyers, who are anxious to get in all the stock hay they can before January 1st, when the rebate of freight which has been allowed to Nova Scotia shippers on their imports of Quebec hay, ceases. It is not unlikely that after December 31st prices will ease off. The prices of all kinds of provisions have ruled steady. Smoked meats had a good trade during the holidays. Butter shows a very strong front, an advance of 1-4c is noted with a strong undertone to the market. There is practically no butter being made at present. The cheese situation is a quiet one, there has been some activity on inquiries from London and Bristol, and as high as 10 3-4c was realized by holders, and even 11c was mentioned as being obtained by one party. Eggs have been

considerably more active, and western cold storage stock was in good demand, Montreal limed getting into small compass.

SUGAR.

The situation during the week has been very quiet, market firm and advices received from abroad advise an advance of 1 1-2d for the present month and 1 1-2d for next month. The position, consequently is a strong one and no change towards lower prices is in prospect. The volume of business locally has been about up to the average. It is not expected that much buying will be done till after the turn of the new year.

Granulated, bbls.	$5 35
" ½-bbls	5 50
" bags	5 30
Paris lump, boxes and bbls.	5 85
" " ½-boxes and ½-bbls.	5 98
Extra ground, bbls.	5 70
" " 50-lb. boxes	5 90
" " 25-lb. boxes	6 00
Powdered, bbls	5 50
" 50-lb. boxes	5 70
Phoenix	5 25
Bright coffee	5 15
" yellow	5 10
No. 3 yellow	5 05
No. 2 "	4 85
No. 1 " bbls.	4 75
No. 1 " bags	4 70
Raw Trinidad	3 90
Trinidad crystals	4 05

SYRUPS AND MOLASSES.

The strong feeling developed in molasses last week is maintained and several large purchases have been made by the trade, one jobber taking a lot of 250 puncheons at 28 1-2c, this is the highest figure realized thus far. Spot stocks are cleaned up and 500 to 600 puncheons will about cover what there is. Mail advices from Barbadoes report the major portion of the crop suffering from drought, and it is anticipated that the yield next year will fall considerably short of the past season. It is difficult to estimate the probable shortage but 15 to 25 per cent. is mentioned. Corn Syrups are selling well and after the turn of the year and the strong position of molasses these will attract more attention.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Locally coffees are strong and in sympathy with New York. Roasters look forward to much stronger position in the near future and an advance may be looked for.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

Spices of all kinds maintain strong position. Business has been fairly good, before and since the holidays.

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 22	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

The condition of the tea trade is best described as being in a comatose condition; there is practically no trading being done, brokers complain that offers are few and the jobbing trade merely shrug their shoulders and say, "Nothing doing in teas." There have been one or two sales of low grade Japans made. Prices are generally in favor of buyers and it would seem a good time for the trade to purchase.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

The situation in the canned goods line this week is a very quiet one, the only exception has been the recent advance of five cents per dozen in the price of tomatoes, which are now quoted at $1.30 for Ontario pack and $1.27 1-2 for Quebec. A fair business has been done in a jobbing way in all grades, though the volume of same was not large. Some inquiries for salmon were received from Toronto and western points during the week.

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 73½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

No change to report. Business quiet and wholesalers have been paying some attention to distributing goods than placing orders. Mail advices to hand from Sicily report the market for filberts as improved owing to the recent better demand and covering of the shorts.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 13½
Peaches "	0 10½
Pears "	0 13

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
" " Quarter boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " Boxes	3 50
"Excelsior Windsor Clusters	4 50
" " ¼s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 "	0 06½
" " 4 "	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned	0 04½
Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	00 5½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 08
" " 1-lb. carton	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

NUTS.

Grenoble walnuts	0 12½	0 14
Tarragona almonds		0 13
Sicily filberts		0 11
Shelled walnuts		0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans		0 14
Large "		0 12½
Shelled almonds	0 24	0 26
Peanuts, Spanish shelled		0 13
" Virginian brand, shelled		0 12
New chestnuts, per lb		0 11
Peanuts, Bon Tons		0 11½
" Sun brand		0 16
" Diamond G brand		0 08
" Coon brand		0 07½
Italian chestnuts, per lb		0 07

Green Fruits.

The holiday trade was very fair. Fruit jobbers were rather surprised to receive large orders from the country, which shows that business must have been good outside, as well as in the city. Nothing new developed and no change in prices noted.

Cocoanuts, per bag of 100		4 50
Pineapples, 24 to case	4 50	5 00
" 30 to case		3 50
Cranberries, finest dark		8 50
" dark		7 50
" 25 quart boxes		2 25
California Winter Nellis pears		3 50
Jamaica oranges, per bbl	4 50	5 00
" per box	2 50	2 75
" grape fruit, per box	3 50	4 00
Florida oranges, per box	3 50	4 00
Florida grape fruit, per box	4 25	4 50
Mexican oranges, per box	2 00	2 25
California naval oranges, per box	3 25	3 50
New Messina lemons 300's		2 75
" " " 360's		2 25
Bananas, large bunches, crated	1 25	1 50
Bananas, 8s, per bunch, crated		1 00
Apples Winter varieties	2 00	3 50
Sweet potatoes, per bbl		4 75
Almeria grapes, per bbl	5 50	7 00
Spanish onions, case		3 25
Celery, California golden heart, per case		5 50

Vegetables.

Business only moderately good. Potatoes remain firm for choice stock. Fair trade being done in turnips with prices unchanged. Quebec sweets, car load lots, $7 to $7.50, smaller quantities $8 to $9. Onions are very firm particularly for red which are quoted at $3.50 and yellow at $3.25.

Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Spanish onions, large cases, per case		3 25
" " crates, per case		1 00
Red onions, in 75-lb. bags, per bag		2 00
Yellow onions, in 80-lb. bags; per bag		1 75
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
California celery, per case		5 50
Canadian celery, per doz		0 75

Fish.

As usual during the holidays the demand for fish is small and dealers do not anticipate any heavy business. The demand for bulk oysters is brisk and will be so until after the new year. There are no material changes to note in prices. Frozen fish of all kinds are now arriving freely in large quantities so that there will be no risk of shortage during the next month. Prices well maintained but the volume of business is small.

Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	9 00	10 00
Caraquet	4 00	5 00
Dressed bullheads		0 09
Dressed perch		0 09
Haddies		0 07
Bloaters in boxes, 100 fish		1 20
Kippered herring in half boxes		1 00
Smoked herring, per box, new		0 13
Fresh haddock, per lb		0 04½
Pike, " round and dressed		0 05½
Halibut, per lb	0 08½	0 09
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 08½	0 09
Fresh steak cod	0 05	0 05½
Market cod		0 04
Whitefish		0 08
Dore	0 06	0 12
Fresh frozen Smelts	0 09	0 12
Fresh frozen Herring, 100	2 00	2 10
New frozen Tom Cods		2 25
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl		5 00
" " half bbl		3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 75
" " No. 1	6 75	7 00
Large " "		7 00
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		17 00
" " Large (300 lbs.)		24 00
B.C. salt salmon, bbl		14 00
" ½ bbl		7 50
Lake trout, salt, 100 lbs		5 00
Sea Trout in bbls. 200 lbs		9 50
half bbls		5 50
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

BEANS.

Beans remain steady and little trading done. Jobbing prices quoted at $1.35 to $1.40. Western holders are quoted as looking for an advance. We quote:

Choice primes	1 35	1 40
Less than car lots	1 40	1 50
Primes		1 40

POTATOES.

Firmness is the characteristic still of the market, 65c on track was brought for several carloads yesterday. Jobbing prices 75c per bag is generally asked.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Dec. 29, 12.30 p.m.

BUTTER—No change. Export business quiet, more money in local business as demand and prices are better here. Fancy Octobers, 22c. for small lots; fresh made creamery, 21½c.; fine, 21½c.; good, 21c.; medium, 20½c. Receipts fairly good.

CHEESE—Some cable enquiries this morning. As high as 10⅝c. is mentioned as being paid though 10½c. is about best going. Market firm and prospects good. Liverpool cables 51 to 53s.

EGGS—Market eased off since holiday. Selects, 25c.; No. 2, 17 to 18c.; cold storage selects 21 to 22c.; straights, 18 to 20c.; Montreal limed, 19 to 20c.

PROVISIONS—Demand somewhat limited, free buying last week shows effect now. Dressed hogs slow and prices unchanged, $6.75 to $7.25 for fresh abattoir and $6 to $6.75 for country dressed.

HONEY.

Fair demand for comb honey, white clover though none too much is being offered. Extracted is not asked for freely.

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 12½	0 13
Buckwheat	0 06	0 06½

MAPLE PRODUCTS.

Business has been featureless. Prices unchanged. Indications are that there will be a heavier demand for these goods towards end of January and the recent general introduction of maple sugar in the manufacture of chocolate bon bons, etc., will tend to stimulate trade somewhat. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08½	0 09

HOPS.

Quiet but steady. Prices unchanged. Demand limited.

Choice	0 33	0 35
Fair to good	0 25	0 28

POULTRY.

A good demand prevailed during the week, turkeys especially being called for and good prices ruled. A lull prevailed yesterday but taken all around a fair trade is being done. Chickens quoted at 10 to 12c, ducks 11 to 12 1-2c, geese 9c to 10c, and fowl 7c to 9c, turkeys 15 1-2 to 16 1-2c.

Flour and Feed.

FLOUR.

The reduction of 20c per barrel in price of Spring wheat grades by a leading milling company was the only interesting feature of the week's business. Generally it was understood that this price had been ruling among the trade and the reduction in question did not cause any stir. Business for export was fair, South Africa and the United Kingdom being principal destinations. We quote:

Manitoba spring wheat patents	5 50	5 80
" strong bakers'	5 20	5 50
Winter wheat patents	5 60	5 70
Straight rollers	5 20	5 30
Extra	4 55	4 60
Straight rollers, bags, 90 per cent	2 55	2 65

FEED.

The demand for both bran and shorts is good, $20 per ton was paid this week for choice Ontario white wheat bran.

Mouillie	25 00	28 00
Ontario bran, in bulk	16 00	17 00
" shorts		20 00
Manitoba bran, in bags	17 00	18 00
" shorts		20 00

ROLLED OATS.

Business on the quiet side with an easier tone prevailing.

Fine oatmeal, bags		2 80
Standard oatmeal, bags		2 60
Granulated "		2 50
Rolled oats, "		2 55
brls		5 00

HAY.

An advance of 25c to 50c per ton is noted in No. 1 timothy which is scarce. Ordinary unchanged with good supply and fair demand. The demand is strong from Nova Scotia buyers who are anxious to get in all the stock they can before January 1st, as on that date the rebates of freight which the Intercolonial Railway has been allowing the different municipalities in Nova Scotia on their imports of Quebec hay, cease. Prices are expected to drop here after December 31st, in consequence of the closing of this outlet.

No. 1 timothy	9 50	10 00
" 2 " choice	8 50	9 00
" 2 " ordinary	7 25	7 50
Clover	7 00	7 25
Clover mixed	7 50	8 00

LAST MINUTE MANITOBA MARKETS.

Winnipeg, Dec. 29, 12 p.m.

Just as we go to press yellow sugars in Winnipeg have advanced 5c and all others 10c.

SPECIAL NOTICE.

The Office and warehouse of Messrs. L. Chaput, Fils & Cie., Montreal, will be closed from January 5 in the evening, till Monday, January 9, 1905. This will enable their employes to enjoy a good holiday.

FOR SALE.

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take all our time after Feb. 1st, 1905. Address—Box 208, THE CANADIAN GROCER, Toronto, Ont. (3)

TALES OF THE ROAD

By Charles N. Crewdson in Saturday Evening Post.

THE man who believes that on every traveling man's head should rest a dunce-cap will some fine day get badly fooled if he continues to rub up against the drummer. The road is the biggest college in the world. Its classrooms are not confined within a few graystone buildings with red slate roofs; they are the nooks and corners of the earth. When a man gets a sheepskin from this school he doesn't need to go scuffling around for work: he already has a job. Its museum contains, not a few small specimens of ore, but the mine itself.

If you have a son let him take an antegraduate course of a few years on the road and he will know to what use to put his book learning when he gets it. I do not decry book lore; the midnight incandescent burned over the classic page is a good thing. I am merely saying that a lot of good copper wire goes to waste because too many college "grads" start their education wrong end first. They don't know what they are working for. If I were running a school my way, and the object was to teach a boy method, I'd hand him a sample grip before I'd give him a book of Euclid. Last night a few ideas struck me when I thought my day's work was done. I jumped out of bed seven times in twenty minutes and lit seven matches so I could see to jot down the points. The man on the road learns to "do it now."

Too many traveling men waste their leisure. Like the youth of Thomas Moore, in their older days they will wail:

Thus many, like me, who in youth should have tasted
The fountain that runs by philosophy's shrine,
Their time with the flowers on the margin have wasted,
And left their light urns all as empty as mine.

Yet many improve their hours of leisure from business; if they don't it is their own fault. I met an old acquaintance on the street yesterday. "My season is too short," said he. "I wish I could something to do between trips." I asked him why he did not write for newspapers or do any of a dozen other things. "I'm incapable," he replied. "Well, that isn't my fault," said I. "No," he answered, "it's mine."

I know one man on the road who found time to learn the German language. And, by the way, he told me how it once served him a good turn.

"When I was up in Minnesota," said he, "a few years ago, I got a big merchant to come over to look at my goods. That, you know, was half of the battle."

The Merchants Field of Lian-Yang.

And so it was; for when a merchant goes into a drummer's sample-room he is on the field af Liau-Yang, and if he doesn't look out the drummer will prove himself the Jap.

"It was my first trip to the town," continued my friend. "The first thing my prospective customer picked up after he came into my room was a sample of a 'Yucatan' hat. You know how it goes—when a merchant comes into your sample-room for the first time he picks up the things he knows the price of. If the prices on these are high he soon leaves you; if they seem right to him he has confidence in the rest of your line and usually buys if the styles suit him. The way to sell goods is either to have lower prices or else make your line show up better than your competitor's. Even though your prices be the same as his, you can often win out by displaying your goods better than your competitor does. Many a time he is too lazy to spread his goods and show what he really has; and his customer thinks the line is 'on the bum,' when, in truth, it is not.

"This merchant—Alex Strouss was his name—couldn't have picked up a luckier thing for me than that Yucatan hat. The year previous my house had imported them finished, but that year we had trimmed them in our own shop. The duty was much less on the unfinished body than on the trimmed hat; therefore the price had dropped considerably.

" 'How much do you vant for dis?' said strouss, picking up the Yukatan.

" 'Nine dollars a dozen,' said I, without explaining why the price was so low. It would have been as foolish for me to do this, you know, as to play poker with may cards on the table face up.

"Strouss turned to his clerk, Morris, who was with him. They both examined the hat, and Alex said, in German, to Morris: 'Den selben Hut haben wir gehabt. Letzes Jahr haben wir sechzehn und ein halb den Dutzen bezahlt. Das ist sehr billing.' The same hat we had. Last year we paid sixteen and a half a dozen. This is very cheap).

"Then Alex turned to me—he was a noted bluffer—and said in English: 'Hefens alife! Nine tollars! Vy, I pought 'em last year for sefen and a half!'

"I never saw such a bold stand in my life. The expression on his face would have won a jackpot on a bobtail flush. But I was in position to call his bluff. His cards were on the table face up.

"I merely repeated his own words in his own tongue: 'Den selben Hut haben gehabt. Letzes Jahr haben wir sechzen und ein halb den bezahlt. Das ist sehr billing.'

" 'Hier, dake a seecar on me,' said Alex, offering me a smoke. He bought a nice bill from me, and has been a good customer ever since.

"Just to let you know what a hard proposition Strouss was, I'll tell you another incident in connection with him:

"After I had known Alex for two years I went into his store one morning when I was on my Fall trip. He came from behind the counter to meet me, wearing upon his face a smile of triumph. He had never approached me before; I always had to hunt him down.

"I said: 'Hello, Alex! How goes it?'

" 'Dis ist how choes id,' said he, nanding me a card. 'Dot's der vay id chose mit ef'rypody dis season.'

"On the card which he handed to me—and to every traveling man who came in—were these words:

"Don't waste your time on me; I will not buy any goods until I go to market — — — — — — — — —Alex.

"Reading the card quickly, I said to him: 'Thank you, Alex. May I have another one of these cards?'

"He handed me another one, saying, 'Vot do you want mit anudder vun?'

" 'I want one to hold as a keepsake of the man, of all men, who is gladdest to see me when I get around; the other I shall pin to the order I shall take from you to-day and send to my firm.'

"With a sweeping bow I said: 'Adieu, Alex, auf wiedersehen,' and left the store.

The Trap With a Tag to it.

"I knew Alex's habits. He always went to dinner when the town clock struck twelve. A deaf shoemaker in the next block regulated his watch, they say, by Alex's movements. A few minutes past twelve I went back to the store and left on the front showcase a bunch of samples done up in a red cloth. On some of them were large green tags showing the quantity I had of each, and the price. I also wrote on the green tags the words 'Job lot.'

"I knew that Alex would see the bundle; and I knew that he would open it—a merchant will always look at samples if you take them to his store. I also knew that Alex, when he saw the mystic words, 'Job lot,' would be excited. Adam and Eve were not more tempted by the forbidden fruit than is the Yehuda (Hebrew) merchant by a metziah (bargain).

"I went back to the hotel. After luncheon I sent out my advance cards and took up a book. My mind was easy, because I knew just exactly what was going to happen.

"At a quarter of six, Abie, Alex's boy, disturbed me while I was in the middle of a chapter, and said: 'Papa wants to see you right away. The store closes at six.'

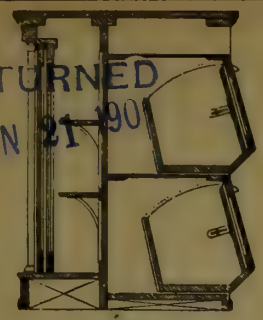
"I knew that meant business, but I said to Abie: 'Tell your papa, if he will excuse me, I'll not come over. Won't you please say good-bye to him for me? And won't you, Abie—like a good boy—bring me a bundle I left on the showcase? I has a red cloth around it.'

"Finishing my chapter, I started, slowly, toward Alex's store. I met Abie. But he didn't have the red bundle—I knew he wouldn't.

" 'Papa says, come over. He wants to see you,' said Abie.

"As I went into the store, about a minute before six, Alex was pacing up and down the floor. My samples were spread upon the showcase.

" 'Eef you vant your zamples dake



RETURNED JAN 21 1905

A HANDSOME STORE

Brings business. When you are buying eatables, if everything looks clean and attractive it offers an inducement to buy. The first step towards keeping your stock clean and displaying it invitingly is to equip your store with WALKER PATENT PIVOTED BINS. They are so convenient; they save so much valuable time and money too.

May we give you estimates and quote you prices.

Write for Catalogue.

RETURNED JAN 2 190

MADE IN CANADA

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

FACTORY—BRANTFORD, ONT. TORONTO

'em away yourself. Do you subbose I raice poys to vait on draveling men ?' said Alex. He was keeping up his bluff well.

"With this I began to stack together my samples.

" 'Vait! vait!' said Alex. 'Aind you choing to gif a man a jance to puy some ghoots ?'

" 'Sure,' said I, 'if you want to; but I thought you were going to wait until you went into market.'

" 'Vell, you vas a taisy,' said Alex, and in three minutes—he was the quickest buyer I ever saw—I booked an order for $600.

" 'Now I see,' said Alex, as he shook hands and started home, 'vat you vanted mit der udder cart.' "

In Ohio there was a merchant notoriously hard to approach. He was one of the kind who, when you told him your business, would whistle and walk away, and who would always have something to do in another part of the store when you drew near to him the second time. What an amount of trouble a man of that kind makes for himself ! The traveling man is always ready to "make it short." When he goes into a store the thing he wishes to know, and know quickly, is : "Can I do any business here ?" The merchant will have no trouble getting rid of the drummer if he will only be frank. All he must do is to give a fair reason why he does not wish to do business. He may say, "I have bought"—that is the best one, if it is true; it is the index finger pointing out a short route for the salesman straight to the front door; he may say, "I have all in that line I can use for some time;" or, "I have an old personal friend to whom I give my trade for these goods—he treats me squarely;" or, "I have an established trade on this brand, my customers ask for it, and it gives them entire satisfaction—what the use of changing ?" Any one of these reasons will either rid the merchant of the traveling man or else raise an issue soon settled.

I will let my friend himself tell how he got the ear of the whistling merchant :

"The boys had told me old Jenkins was hard to get next to, but I made up my mind to reach him. It's lots more fun, anyway, to land a trout in swift water than to pull a carp out of a muddy pond; besides, the game fish is better to eat. When I went into his store Jenkins fled into his private office and slammed the door behind him. I made for the office. I had not come within ten feet of the window before the old man said gruffly : 'I don't want to buy any goods; I don't even want to listen to a traveling man this morning.'

"This did not stop me. I walked to the window, took a pad of paper out of my pocket, and wrote on a slip: 'I have some samples I should like to show you; I'll bring them over.' I handed the slip to old Jenkins and left him. The salesman who can do the odd, unexpected thing is the one who gets the merchant's ear."

The Mute Who Talked Business.

"When I brought my samples in—I sell a specialty line of baby shoes—I spread them on the counter. The old man was curious to see what a 'deaf and dumb man' was selling, I suppose, for up he marched and looked at my line. He picked up a shoe and wrote on a piece of paper, 'How much ?' I wrote the price and passed the slip back to him. 'What are your terms ?' he wrote back. 'Bill dated November 1, five per cent. off, ten days,' I replied on paper. 'Price your line right through,' he scribbled.

"With this I wrote the price of each shoe on a slip and put it under the sample. Old Jenkins called his shoe man. They both agreed that the line was exceptional—just what they wanted—and that the prices were low. But the old man wrote : 'Can't use any of your goods; the line I am buying is cheaper.'

"I made no answer to this, but began packing my grip. The old man tried to write me so fast that he broke the points off of his pencils and the clerk's. While he sharpened another pencil I kept on packing. He took hold of my hand and made a curious sign, saying, 'Wait.' But I went right on until the old man had written : 'Don't pack up. I will buy some goods from you because I feel sorry for you.'

" 'Thank you, sir,' I wrote, 'but I am no charity bird; I want to sell goods only to those who appreciate my values. Charity orders are always small ones, and a small one will not be sufficient for me to give you the exclusive sale.' That was a clincher, for when a merchant sees a good thing he will overbuy, you know, just to keep his competitor from having a chance at it. I started again to packing.

" 'I really like your goods and will buy a good bill if you will sell no one else in town,' wrote the old man nervously. 'I was only joking with you.'

"Just as I had finished writing down my order, never having spoken a word to old Jenkins, a traveling man friend came in and said, in his presence: 'How are you, Billy !'

" 'Pretty well, thank you,' said I.

" 'What, can you hear and talk !' half yelled the old man.

" 'To be sure,' I wrote back, 'but it would have been impolite to talk to you, because you said, as I drew near your window, you didn't want to listen to a traveling man this morning. Thank you for your order. Good-by.'

"The old man never forgot that day. The last time I was around he said : 'Confound you, Billy, what makes you ask me if I want any baby shoes ? You know I do and that I want yours.' "

FRUIT GROWERS COMPLAIN.

The members of the Ontario Fruit Growers' Association have registered an official protest against the proposed amalgamation of the Dominion Fruit Division, the latter to control. They contend that the fruit interests of the country are of sufficient importance to have a separate division, with a chief directly responsible to the Minister of Agriculture.

The eigth annual convention of the National Association of Retail Grocers of the United States will be held at Cincinnati, Ohio, Jan. 24, 25 and 26, 1905.

Mr. W. H. Dunn Montreal, reports arrival of second consignment genuine French "Cornes" Walnuts, which he is quoting at low price.

J. N. Creed & Co., commission brokers, Halifax, have suspended payment. Estimated liabilities $15,000; assets, $4,000.

HUDON, HEBERT & CIE'S SALES STAFF:

1—Hugo Rohde	P.O.	Box 332, Calgary, N.W.T.
2—J. N. Cabana	P.O.	Box 248 St. Hyacinthe, Que.
3—E. A. Prevost	251	St. Hubert St., Montreal.
4—J. A. Chevalier	430	Parc Lafontaine, Montreal.
5—P. Panneton		Ste. Rose, Que.
6—P. S. Hamon		Truro, N.S.
7—Geo. Lindsay	P.O.	Box 485, Winnipeg, Man.
8—G. W. Prescott	507	Huron St., Toronto Annex, Ont.
9—J. I. Lalonde	1383	St. Denis West, Montreal.
10—T. Fournier	169	Montana, Montreal.
11—D. Giguere	1244A	Cadieux, Montreal.
12—Jos. Brault	404	St. Denis, Montreal.
13—H. Bertrand	303	Sanguinet, Montreal.
14—A. Charland	241	Panet, Montreal.
15—A. E. Landry	622	Sanguinet, Montreal.
16—Fred Hughes	941A	St. Denis West, Montreal.
17—Jos. Thouin	225	Rachel, Montreal.
18—John Nault	24	Droulet, Montreal.
19—J. L. A. Grenier	463	Sanguinet, Montreal.
20—Emile Gendron	1001	Berri, Montreal.
21—H. Genin	279	St. Denis, Montreal.
22—C. U. Ouellette	196	Quesnel, Montreal.
23—P. M. Girard	164	Ste. Elizabeth, Montreal.
24—L. C. Paquin	1221	Cadieux, Montreal.
25—A. R. Lesieur	195	St. Hubert, Montreal.
26—A. Charest	387	Lagauchetiere, Montreal.
27—W. A. Archambault		St. Lambert, Co. Chambly, Que.

OUR AGENCIES:

RUINART, PERE & FILS	Brut Champagne.
NUYENS & CO.	French Liqueurs and Cordials.
BYRRH WINE	Appetizer and Tonic.
RODERICK DHU	Scotch Whisky.
BOUTELLEAU & CO.	Fine Brandies.
O. TESSON & CO.	Good Brandies.
H. CORBY	Canadian Whiskeys.
BON AMI	The Modern Cleaner.
TALBOT FRERES	French Table Delicacies.
BLUE CROSS TEAS	The Aristocratic Ceylon Blacks.
FAUST BLEND COFFEE	The Best in the World and Elsewhere.
ALEXANDER CAIRNS & SONS	Famous Jams and Marmalades.
H. J. HEINZ CO.	The World-Wide Known 57 Varieties.
BLANCO-CERO	The Up-to-date Ready-to-serve Cereal Food.

HUDON, HEBERT & CIE.

MONTREAL.

Wholesale Grocers and Wine and Liquor Merchants.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Dec. 27, 1904.

CHRISTMAS trade has been satisfactory though the lack of snow was quite a drawback and somewhat lessened the sales. Poultry, which are so much in demand at this season, were high. This is getting to be a yearly matter. Eggs are also higher of late years than formerly.

In Winter port shipments a large business is being done. In live stock very large shipments are being made.

Oil.

In burning oil this is the season of largest consumption. There is no change from the lower prices quoted. In lubricating oils prices are firmly held. In this line it is a question of value rather than price, the range of quality being very wide. Linseed oil, while somewhat unsettled, is very low, lower than for many years, particularly in regard to forward business. Turpentine remains unchanged and price is held quite firm; there is less competition in this line. Cod oil is rather higher and supply is not large.

Salt.

The Manchester steamer landed about five thousand bags Liverpool coarse salt last week. There is a fair demand. Price is held very firm. Dealers are not importing freely owing to extreme freight charged.

Canned Goods.

There is rather a light business. While corn is held at full figures, receipts of American corn prevent any further advance at present. Tomatoes are quite a full stock, with prices firm. All fruits, except gallon apples, are firm. Salmon is unchanged; dealers feel it wise to clean up stock at present prices. Domestic fish, sardines, haddies and kippered herring are firm. While there is a fair stock of sardines, kippers and haddies are in light supply.

Green Fruits.

We get a great deal of poor fruit from Nova Scotia, among the apples shipped here early, but by this time it is quite well cleaned up and so the better stock held brings improved price. Market is firm. Western apples are higher than

Expenses
vs.
Investments.

Some lines are in the way of a continual expense. You probably have in your store at the present time a dozen or more lines that have never been a success; to be short, they are "stickers." You have from time to time pushed sales of these goods. The customer takes the purchase home; sometimes keeps it; often returns it, asking for some other brand of the line that is well known to them. It stays on the shelves, decreasing in value steadily and taking up valuable room, a continual expense ; while were it an article that was a product of a firm whose goods are generally known and liked, a "repeater," selling readily at a good profit, it would be a gilt-edge investment giving a big interest.

We show two lines that are satisfactory investments, they move easily and show a good margin of profit.

The York Malt Vinegar is a genuine malted grain Vinegar, of extra strength and perfect color. Comes (tissue-wrapped) 2 doz. to case, $1.60 per doz.

The White Wine is a super-distilled Vinegar, crystal clear and of extra strength. (Tissue-wrapped) 2 doz. to case, $1.30 per doz.

THE "OZO" CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the postcard that will bring it.

DON'T BE DECEIVED

Some irresponsible parties are offering MAPLE SYRUP under a similar brand to ours at ridiculously low figures. Pure goods cannot be produced at their price. The Pure Food laws of Canada prohibit the sale of Compound Maple Syrup unless branded as such.

CABINE MAPLE SYRUP IS PURE SYRUP

(DON'T GET MIXED IN THE NAME)

CABINE SYRUP CO., MONTREAL

the stock received here cost. In oranges Valencias have a large sale, Jamaicas are about done, Floridas have a good sale at this time and full prices are asked, some few Californias are sold. Lemons keep quite low. Malaga grapes are rather higher the season being late. Cape Cod cranberries are held firm.

Dried Fruit.

Active business is about over. Many lines have very light sale after Christmas as peels, figs and Malaga raisins. Valencia raisins are also a light sale after the holidays. This year very few were imported and sale is dropping off and beside this year prices were high as compared with Californias and though much lower prices are now quoted it is too late. California raisins are rather higher. Currants are unchanged. Prunes are low, apricots and peaches show a small business. Dates are rather lower owing to London shipments on the market. Goods could not be replaced at present prices. Evaporated apples are low. Onions are rather higher.

Sugar.

The market is very firm; there has not, however, been any further advance here during the past week. The sale of yellow sugar is very light. The sharp advance and the fact that those in the guild had to take their full profit has meant large sales for those outside.

Molasses.

There is little of interest. Prices are held firm. There is but a fair sale. Porto Rico is the grade chiefly sold. There is quite a full stock held.

Fish.

Fresh fish have a large sale at this season. The frozen herring so far received are small. The report from the north shore is that smelt are scarce. Dry cod are scarce and continue very high. In pickled herring, while full prices are asked, there is rather less inquiry; smoked are quite low. Finnan haddies are high.

Flour, Feed and Meal.

There has been fair inquiry for flour, the market holding firm. Feed is high and but a limited sale. Oats and oatmeal remain unchanged. Cornmeal, while still high, is rather lower than a few weeks ago. Beans have a fair sale. In yellow eyes a fair stock is held. Barley is quite scarce.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, December 29th, 1904.

CHRISTMAS week is always the quietest of the whole year in the wholesale grocery trade, as travelers are off the road and the holiday sorting trade has ceased. The year has been a prosperous one for the Winnipeg trade, although at times collections have been slow, and in some parts of the country are not yet all that could be desired. Price changes are very few this week. As before, interest centres in the sugar market; a review of the situation will be found below. Prices west of Portage La Prairie have now advanced to a level with prices in Winnipeg, and local jobbers have made an arrangement whereby the price of icing and powdered sugar has been advanced. In sympathy with the steady advance in sugar the price of all grades of candies has been materially advanced. A local commission house is in receipt of an interesting report from a reliable source in California, relating to the situation in Californian dried fruits. A summary of this report will be found below. It will be noted that the statistical position of dried fruits is very strong and in view of this an advance in most lines seems not unlikely.

Sugar.

An anomolous condition of affairs has existed in the sugar market of the west for some time. It is in the neighborhood of Portage La Prairie that the disputed territory between the B. C. refinery and the Montreal refineries begins. Competition here has been very keen, particularly since the Canada Sugar Refinery has commenced carrying a stock in Brandon from which to supply the trade in that district. Consequently advances in that district have not kept pace with the advances in the east and in Winnipeg. But between the 12th and 22nd of the month three advances, amounting to 35c per cwt., have been made to apply to all points between Portage La Prairie and Moosejaw, and these advances have brought western prices to something like a level with those prevailing in the east. Since Nov. 2nd there has been an advance in Winnipeg of 75c per cwt. on Montreal and Wallaceburg sugars. In the same period there has been a similar advance of 75c on sugars for all points between Portage La Prairie and Moosejaw, but for points between Moosejaw and Dunmore the advance has been only 50c. The condition of affairs is, therefore, still somewhat anomalous, but the inequality is not so striking as it was a fortnight ago. The local jobbers have agreed upon an advance in icing and powdered sugar, and new quotations will be found below. We quote:

Montreal granulated, in bbls	6 00
" " in sacks	5 95
" yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 90
" in sacks	5 85
Icing sugar, in bbls	6 60
" in boxes	6 80
" " in small quantities	7 05
Powdered sugar, in bbls	6 40
" in boxes	6 60
" " in small quantities	6 85
Lump, hard, in bbls	6 70
" " in ½ bbls	6 80
" " in 100-lb. cases	6 70

Canned Goods.

The canned goods market is very quiet this week, and there are no new features to note. Indications point to an early advance in tomatoes, but old prices still apply, although stocks are low. We quote:

Apples, 3's, 2 doz. cases, per case	2 45
Cherries, red pitted, 2's, 2 doz.	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, " "	3 35
Pears, (Bartletts) " "	3 60
Peaches, 2's, " "	3 85
" 3's, " "	5 85
Raspberries, red, " "	3 00
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, heavy syrup, 2 doz. per case	2 90
" green gages, 2 doz. case, per case	3 20
Tomatoes, 3's, per 2 doz., cases	3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes "	5 25

Fish and Oysters.

Holiday trade in oysters has been exceptionally brisk. Frozen fish and other staple lines have been selling well. We quote:

Lake Winnipeg whitefish, per lb.	0 06
Yellow pike (pickerel) "	0 05
Grass pike (tackfish) "	0 03
Lake Superior trout "	0 08½
Lake Superior loose frozen herring "	0 03
Tubbees "	0 04
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon (case lots 9c.) "	0 15
Halibut "	0 08½
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 50
Standard, per gallon	2 00
Select, " 2 15	2 25

Spices.

Little activity prevails this week. Indications point to an increasing strength in the pepper market, but local prices throughout are unchanged. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15

Rice, Tapioca, Etc.

Market quiet with no change in price. We quote:

Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

As noted last week, the corn syrup market is expected to weaken because of the enormous western crop, but of course all cane syrups are in a strong position. There has been a seasonable trade during the month, but in common with other lines business is very quiet during the holiday week. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Barbadoes molasses in ½-bbls. per lb.	0 04
New Orleans molasses in ½-bbls. per lb.	0 02½
" " in barrels	0 02½

Coffee.

Trade is of satisfactory proportions at locally unchanged prices. Rios are said to be developing increased strength. We quote:

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 14

Nuts.

Christmas trade was very large and some difficulty was reported in filling

orders for walnuts. A large supply arrived a few days before Christmas. We quote :

Almonds, per lb.		0 12½
" (shelled), per lb.		0 28
Filberts		0 11
Peanuts, extra choice		0 11½
Jumbos		0 14
Walnut, per lb.		0 12
" (shelled) "		0 25
Pecans, per lb.	0 15	0 16
Brazils, per lb.		0 16

Foreign Dried Fruits.

As noted above, a local commission house is in receipt of an interesting report from a reliable source in California relating to the outlook in dried fruits, and The Grocer presents this week a summary of same. Until a week or two ago California packers were so busy getting out orders that it was impossible to estimate the extent of surplus lines. It is now possible to do so, and it is found that the statistical position of California dried fruits is very strong, as the stock is the lightest in many seasons.

Peaches.—There are now remaining in California not more than 75 cars of dried peaches, and these are controlled by two or three packers. This is the lightest surplus stock known in years, as usually there are at least 300 cars left over the Christmas season. Prices are now on a fairly high plane, but in view of these facts the same steady advance which has been experienced since the beginning of the season may be expected to continue. Not only is the stock in California reduced to a minimum, but this is true also of the large eastern markets. Hence it will require only a slight demand to force prices up another cent or two per pound. The stock of standards is almost exhausted.

Apricots.—There is not more than 40 cars surplus stock in the state, and hence present values may be expected to be maintained.

Pears.—There are about 10 cars remaining in California.

Nectarines.—The market is almost entirely bare.

Prunes.—An anomalous condition prevails in the prune market. The stock on hand is the lightest in years, and at the same time the prices are the lowest on record for certain sizes. The dullness which has prevailed so long in the prune market has shaken the confidence of eastern buyers, but the statistical position of prunes would seem to indicate that they are a good speculation. The unsold stock in the Santa Clara Valley does not exceed 500 cars, as compared with 1,200 to 1,500 cars at this time last year. Very few outside prunes remain, except in the northern part of the state, and the greater part of these are so badly damaged by rain that it is doubtful if they can be put on the market.

The remaining stock is confined altogether to two sizes, viz., 50-60 and 60-70. It is almost impossible to obtain any 30-40 stock, and while there is still a small stock of 40-50, its scarcity demands a premium. The 70-80 stock is in light supply, and 80-90 and 90-100 are almost out of the market and command a heavy premium.

Raisins.—In view of the enormous demand of the last four months it is not surprising that orders are not numerous. Since the first of August nearly 55,000 tons of old and new raisins have been sold, and this is the heaviest demand in the history of the trade. It is 12,000 to 15,000 tons more than the 1904 production of raisins. Not to exceed 7,000 tons of raisins remain in California unsold. There is room for a marked advance in values before the 1905 crop is ready for the market.

Locally prices are unchanged, and we again quote as follows :

Valencia raisins, Trenor's, per case f.o.s.		2 00
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb.		0 06½
" " " 4 "		0 07½
" " choice seeded in ¾-lb packages per package		0 06½
" " choice seeded in 1-lb packages per package		0 08
Prunes, 90-100 per lb.		0 04½
" 80-90 "		0 04½
" 70-80 "		0 05½
" 60-70 "		0 05½
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 09½
Currants, uncleaned, loose pack. per lb.		0 05½
" dry cleaned, Filfatras, per lb.		0 05½
" wet cleaned, per lb.		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06½
" Vostizzas, uncleaned		0 06½
Dates, old, per lb.		0 05
" new, (present delivery) per lb.		0 05½
" new, (delivery January) per lb.		0 05
Figs, cooking in bags, per lb.	0 04½	0 04½
Apricots, choice, in 25-lb, boxes, per lb.		0 13½
" standard, " "		0 12½
Peaches, choice, " "		0 12½
" standard " "		0 12
Pears, (choice halves) " "		0 13½

You get two profits on

CLARK'S MEATS

the money and the satisfaction, and the last named is not to be despised.

A SATISFIED CUSTOMER IS YOUR BEST ADVERTISEMENT.

Just Arrived, Seasonable Sellers

Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots,** and **Rose Leaves, Violets** and **Buds.** Choicest on the market.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

Nectarines, choice	"	0 11
Plums, choice (dark pitted) per lb		0 10½
Candied Peel—Lemon peel, per lb		0 09
Orange	"	0 09½
Citron	"	0 14

Evaporated Apples.

Supplies are large and the market continues very quiet. We quote as below :

Evaporated apples (new), 50-lb. cases	0 06½	0 06½
" " 25-lb. cases		0 06½

Green Fruits.

Holiday trade in green fruit was very active, but business is now very quiet. The only change of importance is a decline of 50c in lemons, which will be noted below. We quote :

ORANGES.

Washington navels, 126's	4 25
" 150's	4 50
Extra fancy navels, 170's to 250's	4 75
Fancy navels, 25c per box less.	
Mexicans, 126's	3 75
" 150's to 250's	4 00

LEMONS.

California lemons, 300's to 360's	5 50
(10c. off 5 case lots of oranges and lemons).	

PEARS.

California pears, per case	4 00

CRANBERRIES.

Jersey cranberries (long keeping stock), per bbl.	11 00

APPLES.

Fancy XXX Winter apples (spies) per bbl	4 00
Fancy XXX Winter apples, red varieties, per bbl	3 25
Greenings and other green varieties, per bbl	3 00

GRAPES.

Malaga keg grapes, per keg	8 00

Green Vegetables.

Green vegetables have been selling well for the holiday season, and there is still a steady demand. Beets and turnips have advanced. We quote :

Native onions, per lb		0 03
Spanish onions, per cash		1 75
" large case		5 00
Carrots, per bush		0 45
Beets, "		0 75
Turnips "		0 40
Potatoes "	0 65	0 75

Flour.

The flour market still shows no change although there is considerable activity. We quote :

No. 1, patent	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Breakfast Cereals.

No further decline is reported in cornmeal since last week's report. We quote :

Rolled Oats, 80-lb. sacks, per cwt		2 10
40-lb. " "		2 15
20-lb. " "		2 20
8-lb. " "		2 50
Cornmeal, in sacks, per cwt		1 60
" in ½ sacks, "		1 65

Honey.

The market continues quiet and featureless. We quote :

Clover honey 1-lb glass, 2 doz. in case, per doz		2 00
" " 5-lb tins, 1 doz. in case, per tin		4 50
" " 10-lb tins, ¾ in case, per tin		1 00
Fancy comb honey, per doz		2 40

Eggs.

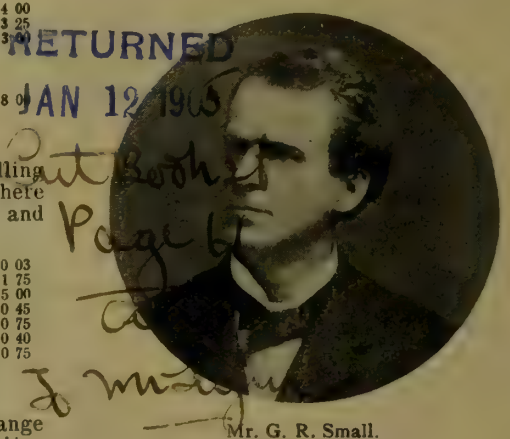
Holiday demand has been brisk but prices held steady at former figures. As supplies are not coming in very freely no important decline is expected to follow the holidays. We quote :

Eggs, fresh	0 26
" finest glycerine pickled	0 24
(Packed in 25c. cases which are not returnable.)	

MR. G. R. SMALL.

THE GROCER has pleasure in presenting to its readers this week a photo of a gentleman whose work in the interests of one of Canada's principal products is worthy of recognition, Mr. G. R. Small, proprietor of the Canada Maple Exchange, Montreal. Though comparatively a young man he is undoubtedly a pioneer of the modern maple sugar industry of Canada, with which he has been closely identified from his youth. Mr. Small has personally operated one of the largest maple sugar orchards in the Eastern Townships, under the old method. He has been instrumental in establishing the firm of Small Bros., Dunham, Que., manufacturers of sugar boilers and utensils. During his connection with that industry he has made many patented inventions that have since made his name a familiar word over the entire maple sugar belt, and placed Canada far in the lead of manufacture of sugar utensils.

Of recent years he has given his entire attention and energies to the marketing of maple products, and after


RETURNED
JAN 12 1905

Mr. G. R. Small.

visiting and studying the principal markets of the world he concluded that this most wholesome and delicate flavored saccacherine was not handled in a proper manner. The outcome of his conclusions was the formation of the Canada Maple Exchange, where the raw material is taken and refined, and converted into more marketable form in the way of syrups and confections. One line in particular, that of maple sugar creams, have received the highest awards in nearly every country in the world, including the Orient. Every package leaving the Exchange bears the familiar words, "Made in Canada," which patriotic advertisement deserves recognition. The fact that the maple sugar industry in Canada has taken on immense proportions, is undoubtedly, in a large measure, due to the enterprise and quality of the goods turned out by the Canadian Maple Exchange. Mr. Small stated that owing to the maple product being a limited one the recent greatly increased demand for all kinds of maple products and confections had advanced the price of raw maple nearly one hundred per cent. Mr. Small, it may be stated, has been a close student of all the conditions prevailing in the maple sugar trade, and the numerous awards and medals he has received at the foremost exhibitions of this country and abroad, testify clearly to the merits of his company's products.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Dec. 22, 1904.

THE advance in sugar is the feature of the grocery market just now. The figure at the refinery here is 5 3-4, being a further raise of 1-4c per pound in all grades. This is the second jump in the last couple of weeks, and the price is firm at the increased figure. As noted last week, all prices tend to advances, and the condition still maintains. Dried fruits are very firm, black pepper has gone up slightly and a higher price is looked for in coffee. There is a half cent decline in Ontario cheese, but butter and eggs are unchanged. Eggs retail at from 50 to 60c for the guaranteed freshly laid article, though the cheapest kinds are obtaining a good sale. At present they are of better quality than a few months ago, when eggs were scarce and grades were mixed. Butter is not quite up to the usual mark of excellence because of the season of the year, but the price does not alter.

Japanese oranges are still the feature in the fruit market. They are now getting very scarce, and this week are wholesaling at 60c, an increase of 20c. The high price may lessen the demand, but there promises to be few for Christmas. The next steamer from the Orient, due next week, should have consignments on board. Californian oranges are lower, with good demand. Malaga grapes are getting cheaper. Potatoes are very firm, and higher prices are looked for.

Cornmeal is down a shade, as are also Okanagan flours, though the Manitoba article remains steady.

Business generally is considered to be up to expectations, though the weather has been unfavorable, and ahead of the trade for this season last year.

* * *

Dawson markets are undisturbed, with slow and steady demand. Mr. Scearce, one of the big egg dealers of the north, has come outside to buy eggs. He announces that he will buy 6,000 empty cases in Chicago and ship them to Canada to be filled with eggs for Dawson. He will also acquire a cold storage plant in Toronto for packing and storing his eggs prior to having them forwarded to Dawson in the Summer. He will buy the eggs on the Canadian side to avoid the duty. "I find that Canadians have eggs second to none in the land," Mr. Scearce said, "but they they are behind in the packing. The chief difficulty with Canadian packers seems to be in failing to get absolutely dry lumber for their egg boxes. The lumber, when the slightest damp, will convey a foreign flavor to the eggs. In the States the egg packers have learned the wisdom of using absolutely dry wood, thus retaining the utmost sweetness of the eggs. Merchants in Toronto have a great market in the Yukon, and can well afford to be-

Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.

We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.

They give a very handsome effect, and enduring, practical satisfaction.

We give estimates if you send measurements and outline of the building.

Think it over.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, Canada.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

The Compliments of the Season.

NICHOLSON & BROCK, TORONTO

come thorough in packing their product. They ship extensively to Europe and other parts of the world, but they tell me the individual order I placed with them last Summer for 6,000 cases of eggs was the largest single order ever sold by any Toronto firm to one house. I had my eggs shipped through in carload lots, and they arrived in good condition."

* * *

Oscar Brown, of Oscar Brown & Co., fruit commission merchants of this city, has gone into partnership with the Earl of Aberdeen, the firm name to be the Oscar Brown Company. A commission and distributing house will be established at Edmonton especially to supply the market in the Territories, and special attention will be paid to Okanagan fruit. There will be no change in the personnel of the company in Vancouver. Oscar Brown & Co. has handled most of the fruit shipped to Vancouver from the Coldstream ranch, Earl of Aberdeen's property. W. Crawley Ricrado, the manager, was in the city last Saturday when arrangements for the new partnership were completed.

* * *

It is very probable that the Pendray Soap Works, of Victoria, will be moved to Vancouver, where facilities for shipping and manufacturing are much better. Offers of sites have been made, and the manager stated they were being favorably considered. No decision will be made until the return of H. and E. Pendray, who are now in the east viewing the latest plants in order to have the new works thoroughly up-to-date in every respect. The company manufactures paints, and Mr. H. Pendray is in Montreal and Toronto, absorbing the latest ideas in this connection. He will be home about the end of January.

* * *

Before the end of the year it is expected that the sales of land in the Chilliwack district will amount to $300,000, the purchases being made by new settlers. Hop growing is one of the important industries there. The Horst Hop Co., of California, which for some time has operated large yards at Chilliwack and Agassiz, has increased the area under cultivation at both places. At Chilliwack, the company has rented an additional 200 acres at a rental of $12 per acre, and purchased 40 acres at $350 per acre.

Mr. J. A. MacDonald has purchased the Arcade grocery at Nanaimo. Mr. H. A. McMillan, former proprietor, will assist in the business.

The Valkyrie Packing Co., of Gabriola Pass, B.C., is developing a large trade in cured fish. It puts up smoked salmon, kippered herring, cod, halibut, bloaters and anchovies.

The first genuine mackerel, the catch of which was reported last week in B. C. waters, has been placed in alcohol in the Provincial Museum.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

ASSISTANT EDITOR WANTED—Some one well acquainted with the grocery and provision business as assistant editor for THE CANADIAN GROCER at Montreal. State fully experience and salary wanted. Address, Managing Editor, THE CANDIAN GROCER, Montreal (2)

WANTED—A travelling salesman to represent a widely known specialty firm whose goods are sold by every grocer in Canada. Must be resident of Montreal or Toronto. Write giving full particulars of present and past experience in confidence. Tea, care of CANADIAN GROCER, 346 Broadway, New York City. (1)

FOR SALE.

THE EXPRESS ROLLER MILLS—Cornwall, Ont.; capacity 120 barrels flour in 24 hours; feed department consists of two run of burrs and one 18-inch attrition mill; proprietor retiring from business to accept Government office. For particulars and price, address William R. Mack, Cornwall, Ont. f

TO SELL OR RENT.

TO SELL OR RENT—General store, with post-office and about two acres land, near railway station; good stand. For full particulars apply to P.O. Box 7, Tilbury, Ont. f

SITUATION WANTED.

TRAVELLING SALESMAN—With nine years' experience; specialties; open to make engagement for ensuing year; connection to hardware trade of Ontario, Quebec and Maritime Provinces; grocery trade of eastern and northern Ontario. Box 719, Thorold, Ont. f

BUTCHERS—Wanted—By young Englishman; situation as slaughterman; good all round. Apply D. Brown. Blind River, Ontario. f

BAKER WISHES SITUATION — Good on bread and cakes; sober. Address Box 5, Eganville. f

THE GILPIN-MOFFATT COMPANY want an A1 man to sell their Rex chocolates in the eastern Provinces; liberal commission to right man; apply at once. f

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price **$2 00.**

Sent postpaid upon receipt of price.

TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

CROCKERY DEPARTMENT

Is your Crockery Department a Success?

IN July of this year The Canadian Grocer introduced an innovation in the way of a crockery department, and as far as can be learned at this early stage it has met with the approval of the retail grocery and general mercantile trades throughout Canada. There can be little doubt that the advice offered from time to time after a thorough and systematic study of the possibilities of the crockery trade in the grocery or general store has been taken to heart by a large number of tradesmen all over the country. The wholesale crockery, glassware and china houses report that their business from this quarter has shown a healthy increase within the last six months and say they have little difficulty in tracing good-sized orders to readers of The Canadian Grocer, and what is more important, repeat orders which is after all the final criterion.

The Canadian Grocer is encouraged to believe that it may serve the wholesale and retail trade still further by redoubling its efforts to awaken a live interest in crockery among every retail grocer and general merchant in the country, and will accordingly make its weekly crockery department of such a nature that it will be of unquestionable value to the merchant in buying as well as a reliable and helpful guide to him in following up the possibilities of the crockery trade to their fullest extent.

Mourning China.

THERE are certain people in France, America and Britain, who pride themselves on their originality in relation to their costumes, their homes, and their surroundings. It is nothing new for a society lady to have costumes to harmonize with the drapings of particular rooms in which they are to be worn. We have heard of a lady whose affections were set upon a dainty gown she saw, but as she could not wear it in her own drawing room because of its strong antipathy to the color scheme of that apartment, she had the drawing room re-decorated to accord with the dress. How closely "the proprieties" are observed may be gathered from the comment of a lady upon her friend's want of taste in wearing a blue dress with a brown dog. Now a rich American family have carried originality in harmony to what we imagine is its extreme limit. A recent death having placed the family "in mourning," they reached the height of exaggerated sentiment by the use of "mourning china" at breakfast and afternoon tea. The beautiful whiteware, with its ebony black edge, looked as if it were trimmed with crape. China manufacturers might approve the innovation if it was extensively adopted.

Troubles of English Potters.

The manufacturers of china and earthenware in England are being subjected to another great trial at a time when they need relief rather than extra pressure to meet the increasing competition which they have to encounter in every direction. Cornish china stone is a commodity which is utilized in every branch of the potting industry, and it is found in a comparatively small area in the neighborhood of St. Austel. Nine firms have formed an association, and have decided on increasing the price of stone about 3s or 3s 6d per ton to the millers, who of course will have to recoup themselves at the expense of the manufacturers.

The associated firms of china stone producers have issued circulars to their customers. The prices are fixed and are to come into operation on January 1 next. "All invoices will be sent through the secretary of the association, and all remittances must be made through the secretary." It is unfortunate that the change should have come at a time when trade is in many branches slack, but even if trade were flourishing it would cause a great disturbance. Some manufacturers profess to regard the change as of little consequence; but the bulk of the potteryware in England is made inland, and the manufacturers have to pay much heavier carriage of the stone than many of the Continental potters, who have it conveyed from Cornwall entirely by water.—British Trade Journal.

NOTE RE CALENDAR.

E. D. Marceau, Montreal, has forwarded to The Grocer staff. Montreal. several of his calendars for 1905. The calendar is a fine piece of lithographic work displaying the various brands of goods put up and controlled by him. The famous "Condor" is promiently displayed over all. By addressing a post card and mentioning The Canadian Grocer, applicants may secure one of these ornamental and useful calendars from Mr. Marceau.

U. S. CANNERS MAY COME TO TORONTO.

An effort is being made to bring the International Convention of Canners of Canada and the United States to Toronto in 1906. This convention will last a week and be an event which may well be looked forward to with keen interest by the Canadian trad eand general public. A building as large as the armories will be required for the accommodation of the convention proper and for practical demonstrations in the various branches of fruit, vegetables and meat canning which will be one of the features of this year's convention.

CORRECTION.

In last week's Grocer mention was made of the sending out of a set of engravings of the King and Queen by Hudon, Hebert & Co., wholesale grocers, Montreal. It should have been stated that Hudon, Hebert & Co. have several thousand of these splendid engravings which they will be pleased, on inquiry. to send out to grocers and liquor dealers in Canada. A letter or post card addressed to Hudon, Hebert & Co. with reference to this notice will bring the pictures, which are, it may be stated. fine specimens and worthy of adorning any home or office.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

White & Co., Toronto, are making preparations for a large fish business and have arriving this week a car British Columbia sea salmon, also a car Georgian Bay frozen trout.

McWilliam & Everist, wholesale fruit merchants, Toronto, have received two cars of navel oranges.

White & Co., Toronto, have received a car yellow Danver onions in bags.

W. B. Stringer & Co., Toronto, have issued a novelty in the way of a telephone card. The card is circular in shape and is so arranged that the firms who are in constant communication with the owner of the card may be indexed in such a way that their names and numbers may be found at a moment's notice. This card will be given away to readers of The Canadian Grocer.

1904 **RETROSPECT** 1905

A look backward over the years of the life of **Blue Ribbon Tea** brings to mind the poet's word :

" We build the ladder by which we rise."

Truly, it has been so with us. We have risen—**Blue Ribbon Tea** is on the topmost rung—but we **built our own ladder. Blue Ribbon Tea** has its foremost place because of its own worth and because we have striven for pre-eminence.

We wish you heartily
A Happy New Year

Blue Ribbon Ceylon Tea

THE JOHN L. **CASSIDY** CO. LIMITED
MONTREAL.

Back to Staples again

Dinner Sets — Bar Goods
Toilet Sets — Lamp Goods
Tea Sets — Hotel Ware

If you want a good thing, we have it.

EVERYTHING IN
CROCKERY

TO ALL WHO
are Now
OR
may Become
(THE LATTER SHOULD INCLUDE EVERY MERCHANT HANDLING CROCKERY)
our Customers—

B. H. M.

A Happy and Prosperous New Year!

BARNARD & HOLLAND CO.
THE CROCKERY PEOPLE
MONTREAL

MANY
HAPPY RETURNS

Stewart's
Chocolates

A. J. STEWART, LIMITED
TORONTO

CANADA:
No better
Country

MOTT'S
DIAMOND
CHOCOLATE

MOTT'S:
No better
Chocolate

EQUAL to the BEST
and quite a little better than the
REST.

ELITE

¼-lb. blocks.
6-lb. boxes, 30c. per lb.

DIAMOND

(SWEET)—8s, 6s, ¼s
In 12 lb. boxes, at 25c. per lb.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

JERSEY CREAM YEAST CAKES.

We have received the following very interesting letter from Japan and thought it might interest you :

No. 117 Gokentei, Himeji, Japan, Oct. 31st, 1904.

Messrs. Lumsden Brothers, Manufacturers and Importers,

SIRS,—My attention was called to your "Jersey Cream" Yeast Cakes by an advertisement in English and French on a card enclosed, I think, in a sack of flour. The card was handed to me by a Japanese, baking bread for the Russians, Poles, Jews, and others now captives in Himeji ; it told how to make excellent bread, rolls, and buns, using "Jersey Cream" Yeast Cakes. The Japanese could read English but not understand it well, and he wished my explanation. I was delighted to see your advertisement as I wish some Yeast Cakes for the captives and sent to America 40 days ago for some. I have a two-cent Canada postage stamp a man sent me some years ago ; I suppose it is good. I will send it to you and ask you to donate me a sample of your Yeast Cakes and also your directions for making good bread, rolls, buns, and buckwheat cakes. I am happy to say the Russian captives are now baking fairly good bread and have improved very much. In September it was impossible, apparently, to make good bread ; I attribute the failure to mildew spores floating in the air entering the Yeast and the Sponge. Several persons spoke of their attempts and failure to make either good Yeast or good bread ; but now, some are having better success. The bread would sour and not rise properly. I suppose the remedy is to use "Jersey Cream" Yeast Cakes. But, as over a ton of bread is eaten daily by the captives, they must learn to make good Yeast also, and only depend on "Jersey Cream" for aid in making good bread and good Yeast. So, will you kindly give them instructions as to the best manner of baking a large amount of bread daily with a minimum of "Jersey Cream?" "Ye cannot serve God and Mammon," said our Saviour. And it is far pleasanter to have the approval of God than to have money. We often feel the need of money to carry out our plans ; often pray for money ; and sometimes receive money ; but we have to learn to trust God rather than money.

Among the captives, 539, over one-half are farmers ; but they are unable to farm now ; one is a watchmaker, but I think he has no tools here, else I would like to ask him to clean and repair my watch and clock. A large number of trades and professions are represented ; it seems a pity to have so many able, active young men kept in idleness. But school is taught from 8 to 10 ; some are learning English, Japanese, Russian, and I presume other branches. The daily intercourse of so many races, professions, and religious beliefs may be a valuable school ; a power for good here and hereafter. Some books, papers, and magazines in various languages have been given and more are desired.

May God bless these captives and captors.

Kind regards, EDWIN BAKER.

JERSEY CREAM YEAST CAKES.

JERSEY CREAM YEAST CAKES.

JERSEY CREAM YEAST CAKES.

Where There's a Will There's a Way

And when we began the manufacture of biscuits a little over a year ago, we determined—willed—to make the very best soda biscuits this good country of Canada ever knew or saw.

We've done it.

Perfection Cream Sodas

in a month or two over a year have acquired a national fame and sale.

Every week sees new customers on our books.

We ship anywhere.

Equalized freight rates.

Send Order. 3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

A SUNSHINE DINNER.

LAST week reference was made in The Canadian Grocer to the departure of Chase & Sanborn's Montreal branch staff to Boston to attend the annual reunion of the traveling staff of that coffee firm.

The following account of the dinner tendered the visiting employes by the firm is taken from the Boston Herald. These reunions are of the greatest benefit to every member and employe as the interchange of ideas, experiences, etc., are productive of increased loyalty and activity and make for good to all concerned:

At the Hotel Lenox, Wednesday evening, there was uncorked what was termed "a bottle of double-distilled extract of mercantile sunshine" of the vintage of 1904 produced year after year by a company of men who, for the nonce, were boys together.

The gathering consisted of the entire body of traveling salesmen of Chase & Sanborn, some 65 in all, from all parts of the United States and Canada, with the members of the firm and the department heads. The occasion was a dinner tendered by Chase & Sanborn, in compliment to their selling organization.

A novel feature of the occasion was a miniature train, consisting of an engine and three cars, propelled by electricity, which ran on a track around the entire length of the table, turned on loops at either end and returned in an opposite direction. This train could be stopped at any desired place, and started at will, by pressing a concealed button.

On one side the cars bore the inscription, "Chase & Sanborn, Limited," and on the other side "Chicago and Montreal Special."

The "piece de resistance" took the form of a beautiful loving cup presented to each guest, with the compliments of the firm. The bowl was of richly colored dark wood, lined and mounted with silver.

On one side of the cup, in raised letters of silver, was the monogram "C. & S."

There were "heart to heart" talks and retrospects which brought out comparisons of the past year's business with that of the previous year.

OUT OF THE CROWD

You see how hard competition becomes when the competitors are many.

Best to get into a class by your self if you want to win.

We have entered into the race in a better class. In beginning the manufacture of

E. D. S.
JAMS
JELLIES
and
SEALED FRUITS
(IN GLASS)

we have gone a step or two beyond most others, for we are making nothing but **absolutely pure** goods of highest quality.

We won't be able to sell everybody but we shall sell enough.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - - ONT.

COWAN'S COCOA

Maple Leaf Label
Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS, and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

"ORANGES"
Rose Brand Navels
Fancy Navels
Choice Navels
Jamaica's, Florida's, Mexican's and Valencia's.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

"LEMONS"
Fancy King Edward Brand
Choice Black Watch Brand

California Celery, also full line of seasonable goods.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Another Market for Canadian Apples.

IN his latest report to the Department of Trade and Commerce, Ottawa, C. E. Sontum, Canadian Commercial Agent to Norway, Sweden and Denmark, says that these countries offer a profitable market for Canadian apples, both fresh and evaporated, the requirements, however, being exclusively for finest grade fruit.

Of fresh apples only xxx red Baldwins are wanted. They must absolutely have the red color, as no matter how good the fruit may otherwise be, an off-color will be ruinous for the price they will bring, as the fruit is used not only for eating but largely for decorating, and for this purpose it can of course only be bought by the most well-to-do families, who do not care about the price (about $10 per bbl. retail after nearly $2 in duty has been paid). By way of comparison, very good domestic apples may be bought for from one-third to one-half of this price in retail.

Canadian exporters are warned against sending apples that are not strictly first-class red Baldwins to these countries, as inferior goods in every instance will cause loss for the shippers besides ruining the reputation of Canadian apples, which again will make it difficult to obtain a good price for such apples in the future.

The fresh apples intended for Norway, Sweden and Denmark, may be packed in barrels of the regular size or in boxes of 40 pounds net each. A firm intending to build up a constant demand for their apples should have all barrels and boxes marked with their name. The apples in boxes should be wrapped in tissue paper.

What is said about the quality of the fresh apples also refers to the evaporated. Only strictly choice, sliced apples will find a sale. Common dried apples are unsaleable. The usual packing in 50 pound boxes net is satisfactory. The import of canned fruit is of no account, the duty being too high.

Important Legal Decision.

An important legal decision was given last week at Moncton, N.B., in the case of the Delhi Fruit and Vegetable Co., of Ontario, vs. J. H. Harris & Co., of Moncton. In 1902 the defendant ordered 250 cases of canned tomatoes from the plaintiff at 92 1-2 cents a case. The crop proved poor that year and the plaintiffs did not deliver the goods and the defendant was obliged to buy elsewhere at $1.80 per case to fill orders and in settling with the Delhi Fruit Co. kept back $232 for damages sustained. The judge found the plaintiffs were entitled to $232.50 for goods bargained and sold, but that the defendant sustained damages to the amount of $262.50, thus leaving the judgment in favor of the defendant for $30.50.

Raisin Seeding Industry.

SIXTY per cent. of the California grape crop is turned into seeded raisins, the output of one company alone for the year 1903 being 5,500 carloads. In Fresno alone, where most of the seeding is done, there are seven large plants for the handling of the product, employing 1,500 persons. And yet the seeded-raisin industry is only twelve years old.

The seeding is done entirely by machinery. The original raisin-seeding machine was a New York invention; but it has been improved upon by California inventors, until now it does its work with almost absolute thoroughness. And it is an interesting fact that in the process of seeding now in vogue, the raisin is not touched by human hands from the time that it arrives from the packing-house until it is confined in its one-pound carton ready for shipment to the market.

The entire process of converting the grape into a raisin, however, is not performed at the seeding plants. The preliminary work is done at the packing-houses, situated here and there through the vineyards. * * * At the packing-houses the raisins are dried, stemmed, as far as the larger stems are concerned, graded and packed in rough boxes for shipment to the seeding-plants. From outside points these boxed raisins are shipped to the seeding-plants by the carload.

At the seeding plants the raisins are dumped from these rough boxes

and are then "processed," to use a technical term, preparatory to seeding. First the raisins are subjected to a dry temperature of 140 degrees F., after which they are chilled; and after being subjected to the latter process, they become as hard and dry as a bean. Then they are in shape to go through the final process of stemming, which takes off the short steam remaining on the raisin when it comes from the packing-house. The raisins are then put through a rubbing machine, which has the effect to remove the short stem mentioned and leave the raisin in its simple form.

Then the raisin is subjected to a moist heat of 130 degrees F., which has the effect of making them soft and pliable. Then it is sent on to the seeding machine, where it passes between a pair of pure rubber rolls, and is then impaled upon a roll of small saws, which presses the seed out through the surface of the raisin. The saw roll, with the raisin thus impaled, revolves and passes over a flicking device, which whisks off the seed, leaving the raisin still impaled on the saw roll. The saw roll, still revolving, passes around until the seeded raisin strikes a series of figures, which frees the raisin from the roll. The raisins then pass through a system of chutes, and are packed by girls in one-pound cartons.—Exchange.

No Country Like Canada.

Sir Wilfrid Laurier's interview with the press agents at Chicago, December 20, should be read with pride by every patriotic Canadian. Brief though it was, the interview breathed the true spirit of the North land, and his repeatedly expressed statement that "The Canadian West is the greatest West there is," will be endorsed by all conversant with this country and its great future.

His pride in the superiority of Canadian fruit to that of California is a just one, which judges cannot fail to endorse. California peaches undoubtedly present a very fine appearance; at the same time they are inferior in flavor to first-class Canadian fruit.

Fruit Notes.

The Sussex Packing Co., proprietors of cold storage plant, packers, etc., Sussex, N.B., have amalgamated with the D. W. Hoegg Co., fruit and vegetable canners, Sussex, Sheffield and Woodstock, N.B., under the name of the first mentioned concern. The capitalization is $100,000.

Reports from London, Eng., state that the abundant home crop of apples somewhat seriously affected the Christmas trade in Canadian apples this year. Canadian fruit, however, has never shown up better.

With the New Year
the Fish Trade Begins in Earnest.

We are carrying a complete line of **Frozen and Salted SEA and LAKE Fish.** Send for Price List.

Long Island Native **OYSTERS**

Pan-Frozen Trout and Whitefish
B.C. Sea Salmon and Halibut
Fresh Frozen Herrings
Smelts, Ciscoes

In ½-bbls and bbls.
Georgian Bay Trout, in 100-lb. Kegs
Labrador Herrings
Fresh Water Herrings, 100-lb. Kegs
Holland and Loch Fine Herrings
Mackerel in Kits, etc.

Sole Agents Sydue Cousins **HADDIE**

WHITE & CO., WHOLESALE FRUIT FISH, OYSTERS, ETC. **Toronto**

W. B. STRINGER
J. J. McCABE

10/1/05

'Phone Main 5672.

Wholesalers—On the above date the Hamburg-American Line ss. Prinz Adelbert leaves Messina. We would like to have an order from you for a car of "St. Nicholas" Lemons for this sailing of one of the best and fastest steamers plying between Italy and New York. Lemons handled over Heated Docks in New York. No danger of frost. Ask for prices.

61 Front E., Toronto. **W. B. STRINGER & CO.** Fruit Brokers

DIAMOND BRAND MAPLE SYRUP
Not the lowest price, but the highest quality.
SUGARS LIMITED
MONTREAL.

THEY ARE HERE NOW AND PLENTY COMING FOR XMAS
EXTRA FANCY
California Navels
Florida and Sweet
Sonora ORANGES
NEW LEMONS
MALAGA GRAPES
CAPE COD CRANBERRIES
BARRELS AND BOXES
ALSO
New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.
HUGH WALKER & SON, Guelph, Ont.

TRADE MARK
This design a guarantee of quality.
GREY BREAD WRAPPER —A— SPECIALTY
ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

RETURNED To Owner
FEB 1900
Book 29
Page 59

GAIL BORDEN
EAGLE BRAND

THE MANUFACTURERS AND SELLING AGENTS OF

Borden's Milk Products

EXTEND TO THE GROCERY TRADE OF CANADA THE GOOD OLD WISH

A Happy and Prosperous New Year.

BORDEN'S CONDENSED MILK CO.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

THE BEST GROCERS SELL THE BEST COCOA.

No first class grocer's store is complete without a stock of

BENSDORP'S ROYAL DUTCH COCOA

It Leads them All

WILLIAM H. DUNN, - Montreal
Distributing Agent
Province of Quebec and Ottawa City

The great thing necessary to success in business and in life is to secure a reputation, which is the world's estimate of you and your business.

Establish a reputation on Coffee of **superiority**—— the result will surprise you.

Forty years of popularity attest the worth of **CHASE & SANBORN'S** High Grade Coffee.

CHASE & SANBORN

The Importers, Montreal

FLOUR AND CEREAL FOODS

FLOUR MILLING IN CANADA, 1904-05.

THE close of the year seems an appropriate time for a short review of the conditions which have affected the milling industry in Canada during the four months since harvest. Notwithstanding the abundant wheat crop both Manitoba and Ontario harvested in 1903, it was plainly evident as the end of the cereal year drew near, that it had practically all been exported or gone into consumption. During the months of July and August a positive scarcity existed, even the high prices prevailing failing to bring any large supplies on the market, and many of the mills being shut down or running only on short time to supply local demand, because no wheat was available to manufacture flour for shipment.

This resulted in Canada entering on a new crop year bare of supplies. Neither country dealers, nor elevators at the lake ports, nor even the big elevators at Fort William and Port Arthur held any old Manitoba wheat on Sept. 15.

As stated in a recent article on the Ontario crops situation, the wheat crop in Ontario this year was probably less than one-third of that of 1903, and one-quarter of the crop of 1902, owing to its being attacked by rust shortly before harvest. The United States also suffered from unfavorable weather during the Winter wheat harvest. At the same time reports came that the Spring wheat crop, both of the northwestern states and Manitoba, was badly affected by rust; that there was to be a big reduction in the yield and a small total crop instead of the bountiful one which crop conditions promised a short time before.

These reports, combined with the short supplies mentioned above, had an immediate effect on the price of wheat, which advanced to the highest figures known since the Leiter boom. While threshing returns showed that the damage was overestimated in some cases, especially in Manitoba, yet the returns proved such that it was evident, taking into consideration the poor quality of a large portion of the crop harvested, that the United States would have very little for export, either in the shape of wheat or flour, and that a much larger portion than usual of the Manitoba crop would be required by the Ontario mills to replace the short crop of Winter wheat in Ontario, and that a higher range of prices would be justified than had prevailed for several years.

It would naturally be supposed that under these circumstances the prospects of a profitable year for Ontario mills would not be good. On the contrary, inquiry proves that in spite of the high prices prevailing Ontario mills have emjoyed the largest trade and a more profitable one than they have experienced for many years.

Two causes have largely contributed to this. First, on account of the price of United States wheat being away above an export basis, many of the orders for flour which were formerly filled by the mills in the United States have come to Canada, with the result that for the past three months many of the Ontario mills have been obliged to refuse orders, showing a profit because they were booked in many instances weeks ahead.

The domestic business has also proven very satisfactory, notwithstanding the high price of Ontario wheat, as there has not been the same competition in the eastern markets from the large Manitoba mills, who have steadily maintained their prices at a profitable figure because their export business would take more than they could manufacture. There has also been less competition among the Ontario mills themselves for both local and export business on account of the short crop of Ontario wheat. Many of the small mills without regular eastern connections who, when wheat is plentiful, send a car or two a month on consignment or sell it for what it will bring through brokers, often getting ridiculously low prices, are this year unable to do this business, as they find it difficult to get even enough local wheat to supply their local trade. Thus the larger mills have additional trade as well as better prices, owing to the above mentioned competition being removed. These conditions have not operated altogether to the disadvantage of the smaller mills, because they have in reality made no profit in the great majority of cases on business of this kind, and not unfrequently have done it at a loss. This year they have been able to get high prices for their mill offal as well as better prices for flour sold locally, owing to the fact that the large mills have had such a big shipping demand that they have been paying little attention to the local markets and to pushing sales of their flour locally, as they are compelled to do when business is dull.

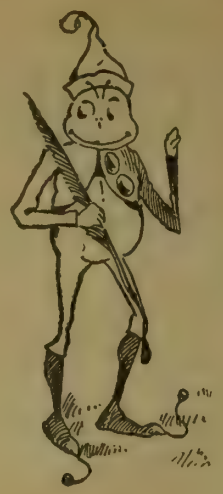
If the other eight months of this year prove as satisfactory as the past four, the outlook is that the mills of Ontario will have one of the most profitable year's businesses that they have enjoyed for a long time.

Wheat Situation.

The wheat situation is quiet as usual at the holiday season, with prices firm and export business experiencing a temporary lull. Flour is also quiet on account of wheat being above an export basis, and there is little of interest except local milling for domestic consumption.

The Northwest Grain Dealers' Association has issued the following statistics on the wheat situation for Manitoba and the Northwest Territories to the close of navigation: Estimated yield on October 15, 59,857,000 bushels; inspected to date, 22,200,000 bushels; in store at country points, 8,500,000 bushels; in transit, not inspected, 490,000 bushels; total marketed, 31,190,000 bushels; allowance for seed, 8,000,000 bushels; allowance for country mills, 7,000,000 bushels; balance to market, 13,667,190 bushels. From this year's crop of wheat, oats, barley and flax alone the farmers of the Canadian west will realize the snug sum of $70,000,000.

At the head office of the Canadian Pacific Railway the result of the season's operations is said to have been most satisfactory. The total wheat marketed at the stations along the line throughout the season in Manitoba and the Northwest Territories was 20,259,000 bushels, as compared with 18,250,000 bushels last year, an increase of 11 per cent. Receipts at Fort William during the same period were 12,500,000 bushels, as compared with 10,600,000 bushels last vear, an increase of 17 per cent.



Write It Down

It will impress itself more thoroughly on your memory if you write it down.

This:

"I shall do all I can to advance my business during 1905. As a means to this end I shall give

Orange Meat

a foremost place on my shelves and in my selling."

By the way—we wish you all a right prosperous New Year.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

The shipments from Fort William were 11,723,000 bushels, as compared with 1,000,000 bushels, and as these elevators of 16 per cent. Most of the increase in shipments is directly traceable to the more protracted season enjoyed this year. The balance of wheat left in the C.P.R. elevators at Fort William is 1,000,000 bushels, and as these elevators have a total capacity of between eight and nine million bushels, there will be plenty of accommodation for storage during the Winter.

Jamaica and Canadian Cereals.

THE prejudice as to the keeping qualities of the Canadian article is now a thing of the past, writes G. E. Burke, Canadian commercial agent to Jamaica. All Canadian millers now have to do is to be prepared to take the average business risk of all producers and manufacturers desirous of operating a new and promising outlet, by consigning at first.

As an augury of the increasing consumption of the commodity it may be interesting to note the following imports into Jamaica for the last four years:

1901	148,818 barrels
1902	157,921 barrels
1903	167,991 barrels
1904	216,834 barrels

In previous years the trade would accept nothing but barrels, within recent date, however, owing doubtless to the growing scarcity of barrel material in the United States, as also the present ruling high price of flour, in the interest of economy, bakers, and distributors too, are now not nearly so prejudiced against bags or sacks.

SPLIT PEAS.

All the split peas imported into the island up to very recently came through New York commission houses. But in the case of oats, Canadian manufacturers are now getting alive to their own interests, and shipments are coming direct to local consignees.

ROLLED OATS.

Some Canadian brands of breakfast foods in one and two pound packets are on the market, but the bulk of the rolled oats comes from United States sources. There is surely no good reason for this.

PEARL BARLEY AND OATMEAL.

Both of the above commodities are imported from the United Kingdom in 100 lb. kegs, and a very large consumption exists. Canada might share the supply.

Future of Wheat.

Universal attention is being drawn to the fact that the quantity of wheat exported from the United States this year is less than for any corresponding period since 1891. This is not altogether accounted for by any deficiency in the crop, because last year's yield was more than an average one. Up to last June—the end of the fiscal year—wheat exports were some 80 million bushels below the previous corresponding year, a much greater reduction than can be accounted for in the crop difference. It is becoming more evident that the home consumption has greatly increased, whilst the production has remained practically stationary. We are also of the opinion that the existing state of things is not a transitory one, but is more or less an index of future prevailing conditions. It is not improbable that American wheat will practically fail us altogether in the not very distant future. In that case we shall have to rely upon Russia, Argentina and our colonies for the staff of life. Another probability is the prospective permanent rise in all the cereals, and with it, we hope, some return of prosperity to British agriculture. It is characteristic of our nation that as soon as a fact becomes patent we do not waste time in adapting ourselves and our methods in accordance with it, and the present aspect of the flour milling trade is an apt illustration, for during recent and prevailing circumstances there has been not the slightest outside indication that anything out of the normal was taking place, and yet, as a matter of fact, our millers have calmly dropped the acknowledged strongest and best wheat in the world out of their blends, without in any way interfering with any constituent for which that wheat was world famous.—The Miller.

New Milling Industry.

The directors of the Keewatin Flour Mills Co. state that plans and specifications are being prepared for the construction of a first-class flour mill with elevators, barrel factory, etc., and all the accessories to a mill of 5,000 barrels capacity.

To Abandon Premium Plan.

The American Cereal Co., better known in Canada as the manufacturers of "Quaker Oats," have announced that in deference to the wishes of the retail grocery trade in the United States they have abandoned the Cereta cash and coupon premium plan. They will also abandon all word-spelling schemes on Feb. 1, 1905, provided the Great Western Cereal Co. will do likewise. The existence of the premium system promises to be more meteoric than even the Canadian Grocer has predicted.

A Generous Christmas Gift.

Mr. Robert Meighen, president of the Lake of the Woods Milling Co., Montreal, has remembered the Winnipeg general hospital in a generous and liberal manner, and that institution is richer by $1,000. Mr. Meighen, on Dec. 23, placed that sum in the Bank of Montreal, Winnipeg, to the credit of the hospital.

Cereal Notes.

The big Ogilvie elevator at Fort William began operations on Dec. 20. It has a capacity of nearly 600,000 bushels.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

START RIGHT
THE NEW YEAR
JUST TRY
ONE BALE OF THESE

POCKET RICES

In 1-lb. and 3-lb. pockets.

In 1-lb. and 2½-lb. pockets.

DISTRIBUTORS

TORONTO
Eby Blain Co., Limited
Davidson & Hay, Limited
Warren Bros. & Co.

HAMILTON
Balfour & Co.
W. H. Gillard & Co.
Lucas, Steele & Bristol

LONDON
A. M. Smith & Co.
Elliott, Marr & Co.

E. Adams & Co.
Lind, Kerrigan & Co,

ORME & SUTTON RICE CO,
MILLS: NEW ORLEANS.

104 WALL STREET
NEW YORK

BRANCH OFFICES: Philadelphia, Bourse Bldg.
Toronto, J. S. Donaldson & Co., 50 Front St. E.

Write or Phone Us

For Prices on

Rolled Oats, Standard and Granulated Oatmeal, Flaked Wheat,
Granulated Wheat, Pot and Pearl Barley, Split Peas,
Gold Dust Cornmeal, All Kinds of Feed, Pea Meal,
Ground Wheat, Ground Oats, Ground Corn,
Grain of all Kinds.

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

How to Keep Cigars.

THE up-to-date grocer knows how to keep cigars and by this knowledge he is enabled to please a lot of particular and good paying customers. The big cigar manufacturer who is apt to make light of the grocery trade in cigars and who deliberatley says that to sell the grocer in any town means to kill the cigar store man's businsss, would do well to look into the grocery's chance of custom. For instance, instead of giving a show case that would suit a drug store why not offer to the grocer a fine zinc-lined case having proper space for moisture in the lids and backs and which look well, wear well and promote all the interests involved. Take a manufacturer like Bruce Payne, of Granby, or any other who has done a good trade with the grocer. He offers to take back what are not sold of a thousand cigars, and he gives three months to sell that number. It is a very fair proposition. Yet in conversation with a large number of makers of good selling cigars it was learned that the average maker would prefer not to sell on such conditions. Why? Simply because he feels that the average grocer does not know how to keep cigars. He has nothing but an ordinary show case, and then he does not find time to bother in caring for a stock the way that he should in order to preserve the quality in the cigars.

The potent fact in all this argument remains untold, namely that no matter what is the matter with the grocer's facilities for keeping cigars, the grocer everywhere is selling cigars and the man who caters for that trade is going to get it. Do you want it Mr. Manufacturer? Then it's up to you to devise a scheme by means of which you can get the grocer to sell your goods or to get the grocer to ask the jobber for your lines exclusively. Think out some plan to make your brands sought. Then make the announcement in THE CANADIAN GROCER tobacco department. Afterwards if the results do not arrive abundantly the stock may be considered what the boys call "off."

Any hustling manufacturer with ideas (and they are usually the ones who win out) can make his grocery trade a leader. Bruce Payne is doing it; J. M. Fortier is doing it with his Chamberlain cigar and the Royal cigarettes, and there are dozens of others who should be in the field if they could get away from the beaten path of the hundreds of small factories all over the Dominion.

Any grocers who have suggestions to offer to THE GROCER as to how the grocery cigar trade may be developed along harmonious lines will be heard from with pleasure, and, no doubt, the pros and cons of the situation may prove interesting to the trade.

War Against the Trust.

ORGANIZED warfare against the tobacco trust is to be carried on in earnest if the plans of the National Convention of Independent Tobacco Manufacturers and Dealers held in Philadelphia last week are carried out. This convention was the result of a call sent out some time ago by the independent dealers of Philadelphia, who have been more successful than their brethren in other cities in holding the trust at bay. The call was responded to by the independents of many of the largest cities in the States and by growers and manufacturers in Ohio, Illinois, Wisconsin, Minnesota, Kentucky, Virginia and other States. The result was the largest gathering of the kind ever held on the North American continent, there being in attendance more than 7,000 persons interested in the tobacco trade.

The plan of the promoters of the movement is to organize for concerted action all of the independent associations now in existence. These include the Independent Tobacco Manufacturers' Association of the United States and the Independent Tobacco League of America, together with some twenty State associations.

Dark Tobacco Requirements.

An estimate of the dark tobacco needed by foreign manufacturers to fill their 1904 orders is as follows:

	Hhds.
Spain	4,000
Italy	20,000
France	6,000
England	4 000
Germany	12,000
Belgium	5,000
Holland	2,000
Rest of Europe	3,000
Africa	5,000
Central and South America	1,000
Canada	1,000
Total	63,000

Burley requisitions:

Belgium, Germany and Holland	12,000
France, Italy and Austria	6,000
England	3,000
Total	21,000

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A Practical Wish for the New Year

We wish you a prosperous new year,—cheerily. But we cannot refain from saying to you that you will realize our wish for you by working with us—by adding a sufficient stock of our **Pebble** and **Pharaoh** cigars. They are sure sellers, and you can never be "stuck" with them. Here's our offer once more.

We shall send express paid, 1,000 cigars, assorted as desired, on usual terms. We agree to take back at invoice price at the end of three months any unsold stock.

Now, let's get together for 1905.

J. Bruce Payne, Limited, Mnfrs., Granby, Que.

When You Take Stock Remember

That **T. & B.** Smoking Tobacco needs never to be listed at anything lower than the price paid for it. It is a Tobacco that you must order regularly.

We have known some grocers to have to list some Tobaccos at a big cut from invoice price, just because they weren't worth more—they had to be cleaned out at a cut figure. Bad tobaccos those to buy—and sell.

GEO. E. TUCKETT & SON CO., LIMITED, HAMILTON.

Trade in Manila.

Owing to the present disturbed condition of the Eastern countries, says the Australian Tobacco Journal, the trade in cigars in Manila has fallen off, and most of the factories have been compelled to reduce the number of their employes. The high duty of 250 per cent. instead of 150 per cent. which the Japanese Government enacted October 1st, will practically kill the Japanese trade of the Philippine Islands. There is an increased trade, however, with Australia. The last year's crop seems far superior to those of the previous years. Cigars with spiral wrappers are becoming to be preferred to those with straight wrappers.

Boom in Turkish Tobacco.

The cultivation of tobacco in the districts of Sivas and Samsoow, Turkey, has taken on quite a boom within the last two years owing to purchases from the United States which gave extraordinary expectations, and also to the purchase by the Regie of about all the tobacco in sight, whether suitable for manufacture or not, with the purpose of preventing contraband and controlling the market.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Profits

McALPIN'S TOBACCOS give satisfaction to their users. Fact No. 1. They have a flavor not found in any other Tobaccos. Fact No. 2. They pay better profits than any other Tobaccos you sell. Fact No. 3. Three good arguments for your business.

McAlpin Consumer's Tobacco Co.

TORONTO, Ont. Limited

FREIGHTS AND CHARTERS

DURING the past week the freight business has improved slightly owing to the immense shipments of various lines of goods for the holidays. However from St. John it is learned that cargoes are wanting and the C. P. R. Co. having their own steamship service as well as railway line have an exclusive pull on cargoes. The talk regarding Canadian grain going to Boston has been repeated, and the truth is plain that grain is being shipped by Boston. The shipping rates were made, however, at a time when the steamers sailing the Canadian companies to compete with the New York railways.

The I. C. R. are making arrangements for improved shunting arrangements at the terminals, and the C. P. R. will also be in the same movement for development.

The Minister of Railways has taken an unusually strong interest in the terminals lately, and it is believed that both St. John and Halifax may be made thoroughly up-to-date from the standpoint of big ports, thus attracting and accommodating more shipping, and at the same time accomplishing more for the commerce of the country. It is expected that at the January session of Parliament some funds may be granted for these purposes.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	....	.....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	.....	†Fine20/ 12/6	†Fine20/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

from Montreal were all filled so that in reality there is no objection to be made justly. What is rather surprising is that a charter of a new boat for St. John is quite a novelty, and the regular scheduled liners are the only ones at all occupying the port of St. John.

The grain bookings for January are better than they were last year at the same time and some encouragement is offered in this respect.

An answer regarding the proposed reduced freight rates from Ontario to Halifax means the Canadian Freight Association wish to make it possible for

A QUILL FROM A CANADIAN WILD GOOSE.

The Canadian Grocer is in receipt of a quarto holiday booklet from the Manitoba Free Press, Winnipeg, entitled "A Quill From a Canada Wild Goose," which is accompanied by a souvenir pen in the shape of a real goose quill. The Manitoba Free Press is in the habit of remembering its many friends at Christmas time with a token suggestive of the west, and has succeeded this year in producing something which will meet with the approval of the most fastidious artist. As a supplement to the Cree legend of the wild goose is given some interesting data regarding the growth of this leading western journal.

RACE TO THE ANTIPODES.

The Frontenac Cereal Co., Kingston, manufacturers of Orange Meat, started two carloads of their products on a race to Australia last week. This firm does a considerable business with Australia and, wishing to test the relative superiority of the two great trade routes, instituted the present contest. One car was sent over the C. P. R. via Vancouver; the other was consigned to G. T. R. freight handlers, who will deliver it at Portland, Me., for shipment to Melbourne, Australia, via Cape Town. The finish of this freight race to the Antipodes will be awaited with interest by manufacturers and shippers in Canada.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons	wine measure,	$4.50 per case,
12 half-gal.,	"	4.80 "
24 quarts,	"	4.80 "
24 pints,	"	2.50 "
5 gal. tin,	imp. measure,	4.00 "

PACKED IN WOOD

12 gal. kegs,	- -	5¾ cts. per lb.
27 " bbls.,	- -	5½ " "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

December 29, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½-lb.	10 40
1 doz.	5-lb.	19 50

AGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	3 00
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER.

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb. 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 1.8½
Quaker Oats, 3-lb. pkgs., per case	3 00
Tillson's Oats, 3-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins	per doz. $6 75
" ½-lb. tins	" 3 50
" ¼-lb. tins	" 2 00
" fancy tins	" 8 25
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

YOU KNOW

THAT ENGLAND HAS ALWAYS BEEN NOTED FOR THE MANUFACTURE OF

FINE JAMS, ETC.

BATGER AND CO. LONDON.E.

HAVE BEEN MAKING THEM FOR OVER

150 YEARS

THIS SPEAKS BETTER THAN WORDS.

AGENTS
ROSE & LAFLAMME
MONTREAL

HIGH LOW QUALITY. PRICE.

The unanimous verdict of users of

Paterson's Sauce

Rose & Laflamme,
Agents, MONTREAL

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½ doz.	to case	per doz.,	$	.90
½ " "	4 "	"	"		2.40
¼ " "	2 "	"	"		4.75
¼ " "	1 "	"	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb . pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	3 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

During the New Year of 1905

the grocery trade of Canada will witness an enormous increase in the demand for

Crown Brand Table Syrup

Put up in Tins—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

—The public desire a **pure** syrup, clear in color, delicious in flavor, consistent in body, and proper price.

"**Crown**" Brand Syrup has all these qualities.

FOR SALE BY ALL JOBBERS.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0 90
6-oz.	"	1 35
10-oz.	"	1 85
Quart	"	3 75
Gallon	"	10 00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

	Per gross
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	1 [illegible]

	Per doz.
" " 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 26

Orange Meat.

Cases, 36 15c. packages $4.50
5 case lots 4.40 (Freight paid.)
Cases, 20 25c. packages 4.00
5 case lots 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs (containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. M. DUNN AGENT.

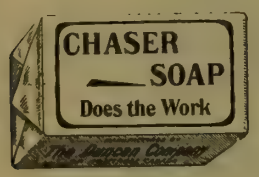
WE WISH

"A Happy and Prosperous New Year"

TO ALL.

S. H. & A. S. EWING,

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
ulinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 6 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

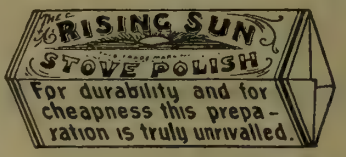
OGDEN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	$3 00
San Toy Starch—	
10c. pkgs, cases 5 doz., per case	4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 90

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON,

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 25	$0 50
Blue Label, 1-lb. and ½s	0 23	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 25 at 0 20
Chocolate Label.... "	0 25 at 0 25
Blue Label..... "	0 50 at 0 35
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1 per lb.	0 25
No. 2 "	0 23
No. 3 "	0 21
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	..	70
" " B Red	40	..	60
" No. 1 C Pink	35	..	50
" 2 C Orange	30		40
" 3 C L. Blue	22		30
4 C L. Green	20		25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 2s. and 3s.	0 30
Chewing—Stag, bars, 10½os.	0 45
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" 6½s. and 13's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½os b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 43
" Fair Play, 5s. and 12s	0 36

Vinegars.

E. D. MARCHAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45 $10 85
" casks, 50 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 00
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	1 60
Diamond King (glass)	7 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 35
Gillett's cream yeast, 3 doz	1 35
Jersey cream yeast cake, 3 doz. 5c.	1 20
Victoria " 3 doz. 5c.	1 20
" " 2 doz. 10c.	1 20

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.....	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME"
TABLE SALT
Ask your wholesale grocer for it. Put up in 24 2-lb. cartons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS
We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.
Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the cope of the clipping industry.

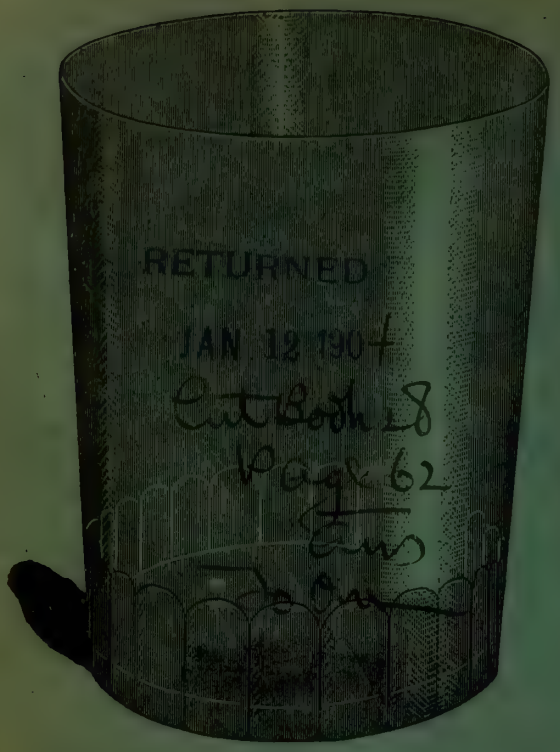
We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.



New Lines for Spring Trade

Write for prices on Common Tums., some close-out lines for the early buyer.

GOWANS, KENT & CO.
Wholesale Crockery and Glass
TOTONTO - and - WINNIPEG

"Perfectly clean from our kitchen to your customer's."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.